

# MARY KAY – DID YOU KNOW?

There is more to Mary Kay than just make-up! We are all about Enriching Women's lives!  
Flexible Schedules ! Personal Growth/Positive Environment ! UNLIMITED INCOME !!!

Date: \_\_\_\_\_

Director's Name : \_\_\_\_\_

## Qualities of Successful Mary Kay Consultants:

(Check any that apply to you)

- \_\_\_\_\_ A busy person
- \_\_\_\_\_ Not the "Sales" type
- \_\_\_\_\_ Have more month than money
- \_\_\_\_\_ Do not know a lot of people
- \_\_\_\_\_ Family focused
- \_\_\_\_\_ A decision maker



## Why Women Are Choosing the Mary Kay Career

(Check any that appeal to you)

- \_\_\_\_\_ **FLEXIBILITY:** Wouldn't you like to set your own hours; when you want to work and what days you want off?
- \_\_\_\_\_ **PERSONAL GROWTH:** Would you like to just about double your current self-esteem, self-image, self-confidence, within the next 30 to 60 days? Mary Kay's philosophy is God 1<sup>st</sup>, Family 2<sup>nd</sup> and Career 3<sup>rd</sup> and we work by the Golden Rule (treat others as you would want to be treated).
- \_\_\_\_\_ **MONEY:** Unlimited earning potential.
- \_\_\_\_\_ **PRIZES, AWARDS and RECOGNITION:** Extra rewards for a job well done, like TVs, computers, jewelry and diamonds, trips, luggage, etc.
- \_\_\_\_\_ **CAR PROGRAM:** Choose your ride in style from a red Pontiac VIBE, Pontiac Grand Prix or the famous PINK CADILLAC!
- \_\_\_\_\_ **BE YOUR OWN BOSS:** No quotas and no territories.
- \_\_\_\_\_ **ADVANCEMENT OPPORTUNITIES & SELF PROMOTION:** Climb the career ladder.....No ceilings!
- \_\_\_\_\_ **SOCIAL ASPECTS:** Friends – Positive support system that encourages success.
- \_\_\_\_\_ **ADVANTAGES:** Tax deductions and optional benefits.

## Are You the "Mary Kay Type"?

What Kind of Women Benefit from Mary Kay? **Check one...**

1. The corporate worker or professional who has experienced a layoff or the "glass ceiling." This woman wants security, respect, quality of life and would like to be paid according to her contribution and performance.
2. A woman desiring her own identity and recognition. This woman does not need income but would like something for herself.
3. Needs flexibility, for family responsibilities or other life goals.
4. The retired worker: This woman often has financial restraints; they may need extra income to supplement retirement. They may have found retirement boring and have a desire for meaningful interaction and involvement.
5. The true entrepreneur: Women who want a real career earning \$100 to \$800k. Build a substantial retirement and have quality of life for family, friends, faith and themselves.

Do you feel your current job is the career of a lifetime?

Yes No

Do you have flexible hours to come and go as you please?

Yes No

Do you honestly feel you're paid what you're worth?

Yes No

Do you have absolute control over your career

advancement? Yes No



## Did You Know? (Check any that appeal to you)

- Mary Kay is a 41 year old company and is listed as one of the 10 best companies for women to work for.
- Mary Kay has been the #1 Best Selling Brand of skin care and color cosmetics since 1993
- Mary Kay is international, with locations in over 38 countries
- Mary Kay has the largest corporate fleet in America (over 150 million \$\$ worth on the road) and pays registration, personal property tax, licensing fees and 85% of the insurance for the driver.
- The Mary Kay Ash Charitable Foundation supports cancer research and the fight against violence against women.
- The Mary Kay marketing plan is taught in universities, including Harvard Business School.
- Mary Kay Cosmetics has more women earning over \$100,000 than any other company in the U.S. for eight years running (*The Wall Street Journal*).

## Tell me about YOU... (Check one or two)

- \_\_\_ **RESULTS ORIENTED** I make quick decisions. I like to be the best and my time is valuable.
- \_\_\_ **PEOPLE ORIENTED** I love to talk, am enthusiastic and love prizes and recognition.
- \_\_\_ **FAMILY ORIENTED** I am slow to make change, like security. I go by the rules and am loyal.
- \_\_\_ **DETAIL ORIENTED** I can be a perfectionist, am analytical and I take time to make changes

## How would you rate your interest level in receiving more information about the Mary Kay career?

- Definitely Not for me!  Buy me a cup of coffee. I want to pay full price for my products Let's talk.
- Call me.  Where do I sign ?? I want to know more! I want to make lots of MONEY!
- My Friend \_\_\_\_\_ needs to hear this! Tele# \_\_\_\_\_

Could you take 15 minutes, later on, to hear more about the Mary Kay Marketing Plan to help your friend with her training ?  YES



Name: \_\_\_\_\_

Home Phone: \_\_\_\_\_

Work Phone: \_\_\_\_\_

Cell Phone : \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_

Occupation: \_\_\_\_\_

Age: (Circle one)  
Under 18 18-22 23-26 27-34 35-45 46-55 56+ 65+ 75+

Consultant's Name: \_\_\_\_\_

Who Brought you here tonight???