

Name: \_\_\_\_\_ Telephone# \_\_\_\_\_

Consultant: \_\_\_\_\_ FU: \_\_\_\_\_

We want 3 things ..Customers, Compliments/Referrals, and new Business Associates. Agenda:

1. Tell me about you & I'll tell you about me.
2. Listen to the facts about the Company.
3. I'll answer any questions you may have.
4. Give me your opinion.

1. Tell me about yourself.. Married? Y N Kids \_\_\_\_\_ Hobbies? \_\_\_\_\_

2. What/what/ who work for? \_\_\_\_\_

3. Do you have the job of a lifetime. you so excited about going to work everyday, you sing all the way there!

4. Do you have all the flexibility you want. You can take off to go to your children's school activities or sports activities, your church activities, or just BECAUSE you want time off!! because you have absolute 100% Control?

5. Complete control over your career advancement. You do not have to depend on anyone rating you in order to get the raise or promotion you deserve and you want and you are worth ? Many women tell me they get paid what the job is worth.. not necessarily what they are worth, not equivalent to the time and contribution they make.

7. Where do you see yourself five years from now? \_\_\_\_\_

**Reasons People sign up for Mary Kay....** (1) **MONEY: Unlimited earning potential.** More women making \$100,000+ in MK that in any other company! A brand new cons makes abt \$25 p/hr for the time the work, as they become more seasoned that goes up to \$50 to \$100 p/hr. 50% of everything we sell. For example, as a brand new consultant with team building checks they make several hundred dollars each month. As a new director, they can make \$3000, \$4000, \$5000 PLUS My highest check has been over \$10,600 in my first year as a Director! (2) **BE YOUR OWN BOSS / Flexibility** No quotas and no territories. Step by step training. You choose how fast to move up. Each step is mapped out for you. (3) **PRIZES, AWARDS and RECOGNITION:** Extra rewards for a job well done, like TVs, luggage, computers, jewelry and diamonds, trips, etc. (4) **PERSONAL GROWTH / Positive Relationships Girl time & FUN! ...** Would you like to just about double your current self-esteem, self-image, self-confidence? Our weekly success meetings provide us with motivation, recognition and girl fun! Who wouldn't like to have something that makes them feel excited and motivated? Who would not want to have more FUN! You know you become like the 5 people you hang around most, and in MK you will hang with some of the most awesome people you will ever meet! MK'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). (5) **CAR PROGRAM:** The Ultimate PRIZE! Choose your ride in style from a red Vibe, Pontiac Grand Prix or the famous PINK CADILLAC! (6) **Tax ADVANTAGES.** **QUESTIONS???**

Ways to make money..  
1) sell product - 50% profit  
2) Team Building

**I Look For.....** \_\_\_\_\_ Busy \_\_\_\_\_ Not the "Sales" type .... \_\_\_\_\_ Women who can make decisions and get things done. Nobody likes a wishy-washy woman, right?  
\_\_\_\_\_ Integrity & Good work ethic.

1. Of everything shared with you today, what appealed to you the most? \_\_\_\_\_ What surprised U most? \_\_\_\_\_
2. If you were to consider Mary Kay, what are your personal strengths that would help you be great? \_\_\_\_\_
3. What career aspect interests you most? \_\_\_\_\_ SalesOfProduct \_\_\_\_\_ Leadership&Mentoring
4. Have you ever thought about a business with Mary Kay? \_\_\_\_\_
5. Most women ask what it costs to get started. **\$100 to start & get over \$300... WORST = prod at 1/2 price & BEST = build multimillion dollar business making a difference in the lives of women everyday.**
6. If money no object, you have \$100 right there in front of you,... On a scale of 1 to 10, 1 = I'd starve to death before MK & 10 = "I would like to order my showcase and begin training" Can't say 5 ... Where is your interest level in regards to joining our awesome team of successful women?

\* 1 2 3 4 - 6 7 8 9 10 \*

Is there any reason you would not want to get started today?  
What concerns would you have in doing this business?

**Overcome objections..... What would it take to get you from \_\_\_\_\_ to a 10? Overcome objections.....** Is there any reason you would not want to get started today and join our team of successful women? **Overcome**

**objections.....** Pillow Test / Pink Dreams...I will call you back tomorrow just to find out if you had pink dreams.....

at \_\_\_\_\_ just to get your YES or NO. Now promise me you will answer the phone! ✍

☎ Your ADDRESS for your gift? \_\_\_\_\_

**Free lipstick or gloss for 3-5 Referrals**  
(if she recruited, these are their 1<sup>st</sup> interviews)

- 1.
- 2.
- 3.
- 4.