

# MARY KAY – DID YOU KNOW?

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

Home Phone: \_\_\_\_\_ Work/Cell Phone: \_\_\_\_\_

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

State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

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

Age: (Circle one)  
18-22    23-34    35-45    46-55    56+

I currently use Mary Kay: \_\_\_\_\_ Yes \_\_\_\_\_ No

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

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

## Did You Know

### *Some Interesting Facts about Mary Kay Cosmetics*

- ☞ Mary Kay is a Fortune 500 company with a 39 year track record and is listed as one of the 10 best companies for women to work for. It is the only direct seller and cosmetic companies on the list.
- ☞ Mary Kay has been the #1 Best Selling Brand of skin care and color cosmetics since 1993
- ☞ Mary Kay is international in scope, 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.
- ☞ Only 2% of all cosmetic companies manufacture their own products. Mary Kay is one of the 2%.
- ☞ The Mary Kay Ash Charitable Foundation supports cancer research and the fight against violence against women.
- ☞ Mary Kay issued a moratorium against animal testing in 1989 – one of the first cosmetic companies to do so.
- ☞ Mary Kay products are packaged in recyclable containers
- ☞ The Mary Kay marketing plan is taught in seven universities, including the Harvard Business School.
- ☞ Mary Kay Cosmetics has more women earning over \$100,000 than any other company in the U.S. for six years running (*The Wall Street Journal*)
- ☞ Mary Kay has produced more millionaires than any other company.

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

(No Way) 1    2    3    4    5    6    7    8    9    10 (Tell me more)

## Qualities of Successful Mary Kay Consultants:

(Check any that apply to you)

- \_\_\_\_\_ A busy person
- \_\_\_\_\_ Not the “Sales” type
- \_\_\_\_\_ Have more money 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 Grand Am, 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 (medical & life insurance).

## Are You the “Mary Kay Type”?

### *What Kind of Women Benefit from Mary Kay?*

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.
6. A woman who would like to make a little extra money working part-time, setting her own hours.
7. A woman who would like to get her product at a discount and perhaps sell to family and friends to make a little extra money.