

Have You Ever Pondered Pink?



Name: _____ Your Consultant's Name: _____

Occupation: _____ Date: _____ E-mail: _____

Address: _____

Phone: (Cell) _____ (Home) _____ (Work) _____

Age: (18-24) (25-34) (35-49) (50-69) (70+) Do you use MK products? Yes No How Long? _____

#1 Some Critical Questions to Ask Yourself ...

- Yes ___ No ___ Am I paid what I'm worth?
 Yes ___ No ___ Do I have all the flexibility in my life I want?
 Yes ___ No ___ Is my current career what I want to do for the rest of my life?
 Yes ___ No ___ Do I have complete control of my career advancement?

#2 Mark the group of words that best describes you: (A) First Choice; (B) Second Choice

- | | | | |
|--------------------------|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Results-oriented | People-oriented | Family-oriented | Detail-oriented |
| Quick decisions | Loves to talk | Slow to change | Perfectionist |
| Direct | Enthusiastic | Dependable | Critical/Analytical |
| Desires authority | Desires praise | Desires security | Desires organization |

In a job situation, I like to: ___ have a boss ___ be the boss
 What do you like best about your current job situation?

Least? _____

#3 Which of the following benefits of a Mary Kay business would you enjoy the most? (Check all that apply)

- ___ Products at wholesale cost ___ Being my own boss
 ___ No territories ___ Earning a career car
 ___ Making new friends ___ Greater self-confidence
 ___ Job security of owning my own business
 ___ Flexibility - more personal & family time
 ___ Extra money to fund children's college educations
 ___ Learning skin care & glamour techniques
 ___ Company philosophies-
 God 1st, Family 2nd, & Career 3rd

#4 Time and Money in Mary Kay. Based on the information I've learned today I would probably prefer to work ...

- ___ **Hobby Time:** saving money on my cosmetics & gifts
 ___ **Spare Time:** 5-15 hours a week, a little extra cash
 ___ **Part Time:** 15-25 hours/week, good part-time income
 ___ **Full Time:** 25-35 hours/week, replace current income
 ___ **Career:** 35+ hours/week & earn the use of a Career Car

#5 We have found that the following qualities make for a successful business - the more the better! How many qualities do you have? (check all that apply)

- ___ **You're busy** - Busy people are usually good time managers.
 ___ **You don't know many people** - You probably won't make serious money with just friends and family.
 ___ **You're not the sales type** - Pushy people aren't who we look for in Mary Kay
 ___ **You have more month than money** - It's a great motivator!
 ___ **You're family oriented** - You'll do more for your family than for yourself
 ___ **You're a good decision maker** - You know that you have to begin the journey to get somewhere

#6 Knowing that you might need more information to make a decision, on a scale of 1-4, what would be your interest level in a Mary Kay business?

- 1 "Not now" 2 "I'm thinking" 3 "Maybe" 4 "Sign me up!"

How to Start Your Mary Kay Business!

1. Order your starter kit for \$100 plus tax & shipping
2. Begin your training
3. Start making money & saving money right away!
4. Have fun & meet new positive friends!

The Mary Kay Starter Kit comes with over \$410 in Retail-sized Products!

You'll receive enough retail sized products and samples to share with 30 friends at parties, plus quick and easy how-to tips and the education you need to get started. Unlimited earning potential, flexible hours and a unique support system of fabulous women allow you to create the home-based business of your dreams.

