

Prospect Checklist

Here's a checklist to give you a good idea of whether your contact is a good Mary Kay team-building prospect or not. Score her honestly, then see where she stands.

Prospect Qualities

Yes (3) Maybe (2) No (1)

Is well-groomed (appropriate dress, good haircut, good nails, good hygiene)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Currently has a job or is a homemaker	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Has some advanced education beyond high school	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Has a working vehicle	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Has a working phone and good Internet access	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pays you by check or credit card	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Has been a successful hostess or an "A" client	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Asks you a lot of questions about the business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Keeps her appointments with you	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Responds promptly to your phone calls	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Can instantly come up with \$100	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Can instantly come up with \$600 or more for starting inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
If married, has a stable marriage	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
If a parent, has good parenting skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Score:

35-42: She's a terrific prospect! Make sure you talk to her soon!

30-34: She could be good, as long as she has a strong work ethic and loves the product.

24-29: Be careful. Chances are she'll be a drain on your time and your team.

23 and under: Do you want a strong team or a social worker's caseload? This business is not for all women and all women are not for this business. Love her as a client and move on.