

Have U Ever Pondered PINK?

Name: _____ Your Consultant's Name: _____
 Occupation: _____ Date: _____ E-mail: _____
 Address: _____
 Phone: (Cell) _____ (Home) _____ (Work) _____
 Age: 18-24 25-34 35-49 50-59 60-69 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	___ Unlimited income
___ No quotas/territories	___ Opportunity to travel
___ Making new friends	___ Earning a new career car
___ Tax advantages/savings	___ Greater self-confidence
___ Prizes & recognition	___ Being my own boss
___ 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:** 2-3 hours a week, a little extra cash
 ___ **Part Time:** 6-8 hours a week., good part-time income
 ___ **Full Time:** 10-15 hours a week, replace current income
 ___ **Career:** 20+ hours a 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 mouth 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 1-5, what would be your interest level in a Mary Kay business?

1 "Not now" **2** (no 3's please) "I'm thinking"
4 "Maybe" **5** "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!

WOW! Look at all you get in the Mary Kay Starter Kit! \$323 retail products!
 (11 foundation shades, Miracle set of skin care for both skin types, Oil-free eye make-up remover & ultimate mascara) PLUS lots of samples, supplies & training materials!

