



Have U Ever Pondered PINK?

Name: _____ Your Consultant's Name: _____

Occupation: _____ Date: _____ Email: _____

Address: _____

Phone: (cell): _____ (home): _____ (work): _____

Age (circle one): 18-24 25-34 35-49 50-59 60-69 70+ Do you use Mary Kay 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 life?
 Yes ___ No ___ Do I have complete control of my career advancement?

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

- | | |
|---|--|
| <input type="checkbox"/> Products at wholesale cost | <input type="checkbox"/> Unlimited income |
| <input type="checkbox"/> No quotas/territories | <input type="checkbox"/> Opportunity to travel |
| <input type="checkbox"/> Making new friends | <input type="checkbox"/> Earning a career car |
| <input type="checkbox"/> Tax advantages/savings | <input type="checkbox"/> Being my own boss |
| <input type="checkbox"/> Greater self-confidence | <input type="checkbox"/> Prizes & recognition |
| <input type="checkbox"/> Job security of owning my own business | |
| <input type="checkbox"/> Flexibility – more personal & family time | |
| <input type="checkbox"/> Extra money to fund children's college educations | |
| <input type="checkbox"/> Learning skin care & glamour techniques | |
| <input type="checkbox"/> Company philosophies – God 1 st , Family 2 nd , Career 3 rd | |

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.

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!

2 Mark the group of words that best describes you... (A) 1st Choice (B) 2nd Choice

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	Very Organized

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

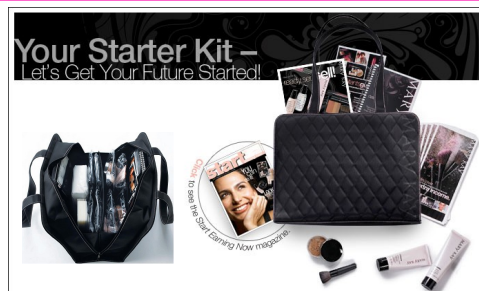
Least? _____

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

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 2 4 5
 "Not now" "I'm thinking" (no 3's please) "Maybe" "Sign me up!"



WOW!
 Look at all you get in the Mary Kay Starter Kit!
\$336 Retail Products!

7 mineral powder foundations (ivory/beige or bronze or variety combinations); 3-in-1 Cleanser & Age-Fighting Moisturizer (both skin types); Day & Night Solution; Oil-Free Makeup Remover; Ultimate Mascara; 4 Mineral Brushes PLUS samples, supplies & training materials!