

Independent Beauty Consultant's Sheet

Prospect's Name _____ Home Phone _____

Address _____ Work Phone _____

City _____ State _____ Zip _____

Hostess _____ E-mail _____



M

Money

Would you be interested in a career where you control the amount of money you earn?

Discuss the avenues of income and the fact that whether you're looking for an extra \$50 a week or \$1,000 a month, your earning potential is up to you.



R

Recognition

When was the last time your company or your family recognized you for a job well done?

Discuss the fact that in Mary Kay you are recognized for everything you do. Whether it's with a diamond ring, a ribbon or simply with words of praise, it feels good to be appreciated.



S

Self-Confidence and Personal Growth

Can you get excited about a career that not only helps you build your income, but also helps you build your self-esteem and self-confidence at the same time?

Here you would discuss the opportunities you have to grow personally as well as professionally and the positive environment that encourages personal growth.



C

Cars

When was the last time you earned the use of a career car?

Talk about the car program.



A

Advancement

Have you ever worked very hard for a company and were passed over for a promotion?

Mention that in Mary Kay you advance at your own pace and the opportunity for advancement is unlimited.



B

Be Your Own Boss

Do you have the flexibility to work the hours you want to work, to be home when your children get out of school, to be, in essence, your own boss?

Discuss the freedom of being self-employed and the flexibility of working the hours you want to work.