

Mary Kay Questionnaire—Your name will be entered into a drawing for \$

Date _____ Consultant _____
 Prospect Name _____
 Address _____ City _____ St _____
 Home # _____ Work # _____
 Cell # _____ Best Time to Call _____
 E-mail Address _____

- Use the product yes or no
- Hostess for a party yes or no
- Literature Yes or no
- Choices CD yes or no
- Guest at event yes or no

STEP 1: Our Agenda & You

1. I'll ask you to tell me a little about yourself so I can get to know you better.
2. I'll tell you a little about me and my Mary Kay journey.
3. I'll share some facts about our career.
4. I'll answer any questions you may have.
5. Because we've done the other 4, I'll ask you if you'd like to work with me.

Tell me about yourself (family, job, education, hobbies, etc):

What do you like best about what you do? What would you change, if anything?

What do you need most in your life right now?

Where would you like to see yourself 5 years from now?

Are you a person that sees a cup 1/2 full or 1/2 empty?

STEP 2: Me

Let me tell you a little about myself, and why I love what I do!

STEP 3: The Facts

If I only had 5 minutes to share some facts with you about a Mary Kay career, what would you want to know?

MARKETING PLAN POINTS

No Territories/No Quotas
 Golden Rule Philosophy & Priorities: God, Family, Career
 Flexibility/Be Your Own Boss
 Advance at your own pace
 Safety Net: 90% Buyback Guarantee on inventory
 Safety Net: 100% Guarantee on products
 Confidence and Self Esteem/Recognition & Prizes
 Training
 \$100 Gets You Started!
Which appeals to you the most?

Qualities we look for in a Team Member:

1. Busy person
2. Doesn't know a lot of people
3. Is NOT the sales type
4. Has "more month than money"
5. Family oriented
6. Decision maker

STEP 4: Your Questions

What strengths do you have that would make you a good consultant?

With the proper training, do you feel that you could learn to do what I do? _____
 Do you have any other questions that I did not answer? _____

STEP 5: The Close

On a scale from 1-10 What is your interest level in becoming a NEW beauty consultant? (10 I want to start today.) ____ If not 10 what would need to change in your life for your # to become a 10?