

Listen for a lipstick

Follow-Up Questionnaire

Date _____ Name _____
Address _____
Email _____, Cell phone _____
Work phone _____ Ok to call at work? yes/no _____
Consultants name _____ Directors Name _____

1. Which avenue of Information did you listen to?

CD DVD Hotline call MK Website

2. What impressed or intrigued you most about what you heard?

3. Do you have questions about how you would make money in MK?

4. In addition to doing facials or skin care parties, what other ways of marketing the products could be incorporated in your life? Ex: On the go, online, brochures

5. What qualities do you feel you have that would make you a good consultant?

6. What advantages of a Mary Kay opportunity interests you the most?

Unlimited income, recognition, personal growth, flexibility, free car, advancement,
being your won boss, tax deductions, helping others, positive atmosphere, meeting people

7. Is a leadership position one that appeals to you?

8. If you were to choose to do Mary Kay as a career or even part-time, what, besides fear would you have any concerns about?

9. What's the best thing that could happen if you were to try this?

10. What's the worst thing?

11. Where do you rank yourself on a scale of 1—10? Please circle one.

(1 being you would NEVER consider becoming a consultant and 10 being you are ready to order your starter kit today)

1 2 3 4 (no 5's allowed) 6 7 8 9 10

12. Who do you know that would be willing to give their opinion of our CD/DVD/ Hotline, Call or Website?

Name _____ phone _____
Name _____ phone _____
Name _____ phone _____
Name _____ phone _____