

discover "something more" with mary kay

name _____

phone _____

consultant's name _____

date _____

of the following qualities, which best describe you? (check all that apply)

- busy** - good time manager, know how to prioritize and juggle lots of tasks
- don't know a lot of people** - willing to expand my comfort zone beyond family and friends
- not the sales type** - not pushy, enjoy working with people and developing lasting relationships
- motivated by money** - have financial goals and want an unlimited earning potential
- family oriented** - motivated by the needs of my family and see them as a reason to be successful
- decision maker** - know there's never a "perfect time" when all the lights are "green"
- happy with my current situation** - but I'm **looking for "something more"**

(if you checked 1 or more, perhaps you should consider a home-based business like Mary Kay)

of the following reasons for starting a M.K. business, which are important to you? (check all that apply)

- money** - 50% discount, 3 avenues of income, 5 ways to do business
- recognition** - philosophy of praising people to success: prizes and awards
- self-esteem/confidence** - personal growth, on-going training and support
- car program/cash option** - grand am (\$375/mo), grand prix (\$500/mo), cadillac (\$900/mo)
- advantages** - no quotas or territories, tax benefits, guarantees, adoptee program, company support
- be your own boss** - set your own hours, goals and earning potential with the support and resources of a multi-billion dollar corporation, priorities: faith-family-career, employment/financial security

of the following avenues of income, which appeal to you most? (check all that apply)

- product marketing** - selling the product: average \$25 - \$50/hour
 - on-the-face**: classes, facials, dovetailing (substitute teaching)
 - on-the-go**: quick, 15 minute, show, tell and sell appointments
 - on-paper**: preferred customer mailings, promotional brochures, customer service reorders
 - on-line**: personal website maintained by the company, 24/7 shopping, web shows
 - on-with-the-show**: group selling - product collection previews, open houses, spa nights
- team building** - develop leadership/management skills, 4%, 9%, 13% monthly commission & bonus
- leadership** - unlimited earning potential, advance at your own pace to the highest level you choose

if you started a Mary Kay business, which level of activity would you choose?

- spare-time**: 0 - 5 hours/week
- part-time**: 5 - 10 hours/week
- full-time**: 10 - 20 hours/week
- management/directorship**: 20 - 40 hours/week

of the following levels of interest for starting a Mary Kay business, which best describes you?

- A** - absolutely, I'd like to get started right away
- B** - buy me a cup of coffee and tell me more
- C** - I'd like to come to an event to see and hear more
- D** - definitely not for me, but I will continue to stay a happy customer
- E** - even though it's not for me, I know someone who's looking for "something more"

name _____ relationship _____ phone _____

(list additional names on the back)

Is a Home-Based Business Right for You?

qualities most successful consultants have in common*

busy - good time manager, know how to prioritize and juggle lots of tasks
don't know a lot of people - willing to expand their comfort zone beyond family and friends
not the sales type - not pushy, enjoy working with people and developing lasting relationships
motivated by money - have financial goals and want an unlimited earning potential
family oriented - motivated by the needs of their family and see them as a reason to be successful
decision maker - know there's never a "perfect time" when all the lights are "green"
happy with their current situation - just **looking for "something more"**

*if you have any of these qualities, perhaps you should consider a home-based business like Mary Kay

reasons for starting a Mary Kay business

money - purchase products at wholesale, 3 avenues of income, 5 ways to do business
recognition - philosophy of praising people to success: prizes and awards
self-esteem/confidence - personal growth, on-going training and support
car program/cash option - grand am (\$375/mo), grand prix (\$500/mo), cadillac (\$900/mo)
advantages - no quotas or territories, tax benefits, guarantees, adoptee program, company support
be your own boss - set your own hours, goals and earning potential with the support and resources of a multi-billion dollar corporation, priorities: faith-family-career, employment/financial security

3 avenues of income, 5 ways to do business

product marketing - selling the product: average \$25 - \$50/hour
on-the-face: classes, facials, dovetailing (substitute teaching)
on-the-go: quick, 15 minute, show, tell and sell appointments
on-paper: preferred customer mailings, promotional brochures, customer service reorders
on-line: personal website maintained by the company, 24/7 shopping, web shows
on-with-the-show: group selling - product collection previews, open houses, spa nights
team building - develop leadership/management skills, monthly commission and bonus
leadership - unlimited earning potential, advance at your own pace to the highest level you choose

levels of activity for maintaining a Mary Kay business

spare-time: 0 - 5 hours/week

part-time: 5 - 10 hours/week

full-time: 10 - 20 hours/week

management/directorship: 20 - 40 hours/week

contact your consultant: _____ **for additional information**

phone: _____ **email:** _____

informational interview with consultant and/or director: one-on-one, small group

attend weekly success meeting, guest event or quarterly event: see and hear more

literature/tapes: applause magazine, something more brochure, audiotapes, videotapes

corporate website: www.marykay.com (career path)

consultant website: www.marykay.com/_____ (mk community/career path)

**if you feel a Mary Kay business would benefit you and your family
all you have to "buy" to give it a "try" is a \$100 Starter Kit + tax and shipping**