

Career Opportunities

Name _____ Home # _____ Cell # _____ Consultant _____
 Address _____ Occupation _____ Currently Use Mary Kay? Yes No
 City _____ ST _____ ZIP _____ E-mail _____

1 **Tell me About Yourself:**

1. Tell me about yourself (family, hobbies, education, etc.)

2. Where have you worked in the last five years?

3. What have you liked and disliked about these jobs?

4. If, 5 years from now, you were doing the same thing you're doing today, would you be excited about it?

5. What do you consider your greatest need right now?

6. What are some facts about a Mary Kay career that you would want to know? _____

2 *Please check the box that best describes you:*

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Results Oriented Quick Decisions Power - Authority Likes Management Time is valuable To the point	People Oriented Loves to talk Motivational Enthusiastic Likes recognition Likes to have fun	Family Oriented Loyal Slow to change Security minded Goes by the rules Likes Stability	Detail Oriented Perfectionist Critical Analytical Doesn't like change Consistent

Company Philosophies: God 1st; Family 2nd; Career 3rd. Live by the Golden Rule: Do unto others as you'd have them do unto you.
Dual Marketing Plan: We are not a multi-level or pyramid company.
Tax Advantages: Business expenses for a home-based business
No Territories: You can do business in any of the 50 states or US territories.
No Quotas: You're an independent contractor with Mary Kay and as long as you order \$200 WS every three months, you're considered active.

3 **Some Reasons Why Women Join Mary Kay**
 ** Circle the ones that appeal to you!!!

1. **Money**—Would you be interested in a career where you control the amount of money you earn? It is up to you, whether \$50 a week or \$1000's per month. There are several avenues of income and the sky is the limit.
2. **Recognition**—When was the last time your company or your family recognized you for a job well done? In Mary Kay you'll be recognized for everything you do—with prizes, a ribbon, or simply words of praise.
3. **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-confidence and self-esteem at the same time?
4. **Cars**—Choose to drive a company car or take the cash option. The program starts with a Chevy Malibu or \$375 cash. Qualify in just 4 months or less.
5. **Advancement**—Have you ever worked hard for a company and were passed over for a promotion? In Mary Kay it's based on personal activity.
6. **Be Your Own Boss**—Do you have the flexibility to work the hours you want and be home when you want? Imagine having the freedom to choose.

4 **Qualities of Mary Kay Consultants**

Many successful consultants share some of these qualities. Circle the ones that sound like you.

1. You might be **Family-Oriented** - You're motivated by the needs of your family. You don't use them as an excuse, but as the reason.
2. You may have **More-Month-than-Money** - You need extra money and are interested in making more. You're goal-oriented, ambitious.
3. You might be a **Decision-Maker** - You aren't afraid to take a chance on your gut feelings and give something new a try.
4. You have a **Very-Active-Lifestyle** - You are on-the-go with a busy schedule with little time for yourself. Busy people get the most done!
5. You aren't the **Pushy-Sales-Type** - You are informative, not pushy. You like people and could build a strong reorder clientele.
6. You may have just a **Small Group of Friends** - You may not have a large circle of friends, but you do like to meet new people.

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How We Make Money In Mary Kay

*** Circle the ones that appeal to you!!!*

1. Product Marketing = 50% Profit
 - On The Face - Parties, facials & makeovers
 - On Paper - Look Book, Preferred Customer Program; Book Parties
 - On-Line - We can have our own personal website for on-line shopping
 - On The Go - Quick appointments showing just one or two products
2. Reorders = 50% Profit
 - Products are consumable and customers reorder again and again
3. Team Building
 - Monthly Commission: 4%, 9% or 13%
 - \$50 Bonuses for Consultants or \$100 Bonuses for Directors
4. Leadership—Directorship
 - Monthly Commission: 9% -13% on Personal Team Members' wholesale
 - Unit Volume Commission: 13% on entire Unit's wholesale including personal Team Members' wholesale
 - Unit Volume Bonuses: 10% unit volume bonuses offered each month
 - Unit Team Building Bonuses: \$300 or \$500 each month when 3 or 5 qualified new team members are added to the unit.

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How To Get Started

1. Fill out a New Consultant Agreement, either on-line or on paper.
2. Purchase your Starter Kit for only \$100 + tax and shipping
3. Schedule training with your Director.
4. Start working by listing names of everyone you know who has skin.
5. Schedule your Perfect Start—5 classes (or 15 faces) within your first 2 weeks of business.

What excites you the most about this opportunity so far?

If this were something you truly wanted to do, is there anything that could keep you from getting started?

Could this career be for you?

Circle One:

- A Absolutely, I'm ready to get started with my \$100 Starter Kit
- B Between a scale of 1-10, I'm about a 7 or 8. I need more info.
- C Call me again. I don't think so, but let me think about it.
- D Definitely not! I'd rather pay full price for the rest of my life.

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You are the one who will decide
Whether to do it or toss it aside.
Such a golden opportunity is hard to find,
But you are the one to make up your mind.
Whether you'll try for the goal that's afar
Or just be satisfied to stay where you are.
Take it or leave it, this brand new start
It's all up to you to follow your heart.

If you've made the decision to join us...CONGRATULATIONS and WELCOME!
You have made a decision that can change your life and the lives of others around you!

If, however, you need more time to think about it, please remember not to "think" too long! You will really never know until you try!

Decision Making Tools:

- Wouldn't you agree that women make "gut" decisions based on how they feel? If you go home and don't give this information another thought, then it probably isn't for you. However, if it's still on your mind after we leave each other, then it probably is for you.
- Women seem to make the best decisions when they make "heart" decisions.

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- If you can make the decision within the next 24 hours, then you will be making a heart decision.
- But, if you make the decision beyond 24 hours, it becomes a head decision, and we've found that head decisions are usually based on fear.

Wouldn't you agree that a decision based on fear is not likely to be the best decision?

I would be totally remiss if I did not offer you the opportunity to make a decision and say "yes" right now. Would you like to say yes now?

If not, when would be the best time to contact you within the next 24-48 hours to get your decision?

Call me on _____(day), between ____ and ____ at _____(number).

If your answer is no, I'm not interested right now, then please know that we appreciate you for taking the time to hear some facts. The Mary Kay opportunity will always be here should you decide later. Until then, would you please be my talent scout and recommend women as qualified as yourself?