

# Have You Ever Pondered Pink?



Name: \_\_\_\_\_ Your Consultant's Name: \_\_\_\_\_  
 Occupation: \_\_\_\_\_ Date: \_\_\_\_\_ E-mail: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Phone: (Cell) \_\_\_\_\_ (Home) \_\_\_\_\_ (Work) \_\_\_\_\_  
 Age: (18-24) (25-34) (35-49) (50-69) 70+ Do you use MK products? Yes No How Long? \_\_\_\_\_

## #1 Some Critical Questions to Ask Yourself ...

- Yes \_\_\_ No \_\_\_ Am I paid what I'm worth?  
 Yes \_\_\_ No \_\_\_ Do I have all the flexibility in my life I want?  
 Yes \_\_\_ No \_\_\_ Is my current career what I want to do for the rest of my life?  
 Yes \_\_\_ No \_\_\_ Do I have complete control of my career advancement?

## #2 Mark the group of words that best describes you: (A) First Choice; (B) Second Choice

- |                          |                          |                          |                          |
|--------------------------|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Results-oriented         | People-oriented          | Family-oriented          | Detail-oriented          |
| Quick decisions          | Loves to talk            | Slow to change           | Perfectionist            |
| Direct                   | Enthusiastic             | Dependable               | Critical/Analytical      |
| Desires authority        | Desires praise           | Desires security         | Desires organization     |

In a job situation, I like to: \_\_\_ have a boss \_\_\_ be the boss  
 What do you like best about your current job situation?  
 \_\_\_\_\_

Least? \_\_\_\_\_

## #3 Which of the following benefits of a Mary Kay business would you enjoy the most? (Check all that apply)

- \_\_\_ Products at wholesale cost \_\_\_ Being my own boss  
 \_\_\_ No territories \_\_\_ Earning a career car  
 \_\_\_ Making new friends \_\_\_ Greater self-confidence  
 \_\_\_ Job security of owning my own business  
 \_\_\_ Flexibility - more personal & family time  
 \_\_\_ Extra money to fund children's college educations  
 \_\_\_ Learning skin care & glamour techniques  
 \_\_\_ Company philosophies-  
 God 1st, Family 2nd, & Career 3rd

## #4 Time and Money in Mary Kay. Based on the information I've learned today I would probably prefer to work ...

- \_\_\_ **Hobby Time:** saving money on my cosmetics & gifts  
 \_\_\_ **Spare Time:** 5-15 hours a week, a little extra cash  
 \_\_\_ **Part Time:** 15-25 hours/week, good part-time income  
 \_\_\_ **Full Time:** 25-35 hours/week, replace current income  
 \_\_\_ **Career:** 35+ hours/week & earn the use of a Career Car

## #5 We have found that the following qualities make for a successful business - the more the better! How many qualities do you have? (check all that apply)

- \_\_\_ **You're busy** - Busy people are usually good time managers.  
 \_\_\_ **You don't know many people** - You probably won't make serious money with just friends and family.  
 \_\_\_ **You're not the sales type** - Pushy people aren't who we look for in Mary Kay  
 \_\_\_ **You have more mouth than money** - It's a great motivator!  
 \_\_\_ **You're family oriented** - You'll do more for your family than for yourself  
 \_\_\_ **You're a good decision maker** - You know that you have to begin the journey to get somewhere

## #6 Knowing that you might need more information to make a decision, on a scale of 1-4, what would be your interest level in a Mary Kay business?

- 1 "Not now"      2 "I'm thinking"      3 "Maybe"      4 "Sign me up!"

## The Mary Kay Starter Kit comes with over \$323 in Retail-sized Products!

You'll receive enough products - a Miracle Set for both skin types, Oil-free Eye Make-up Remover, Ultimate Mascara, 7 shades of Mineral Powder Foundation & 4 Mineral Foundation Brushes and samples to share with 30 friends at parties, plus quick and easy how-to tips and the education you need to get started.



## How to Start Your Mary Kay Business!

1. Order your starter kit for \$100 plus tax & shipping
2. Begin your training
3. Start making money & saving money right away!
4. Have fun & meet new positive friends!