

# 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 50-59 60-69 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	___ Unlimited income
___ No quotas/territories	___ Opportunity to travel
___ Making new friends	___ Earning a new career car
___ Tax advantages/savings	___ Greater self-confidence
___ Prizes & recognition	___ Being my own boss
___ 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:** 3-5 hours a week, a little extra cash

\_\_\_ **Part Time:** 10-15 hours a week., good part-time income

\_\_\_ **Full Time:** 20-30 hours a week, replace current income

\_\_\_ **Career:** 35+ hours a 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?**

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>
"Not now"	"I'm thinking"	"Maybe"	"Sign me up!"

**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!

**WOW! Look at all you get in the Mary Kay Starter Kit!**  
**\$323 retail products!**  
(11 foundation shades, Miracle set of skin care for both skin types, Oil-free eye make-up remover & ultimate mascara) PLUS lots of samples, supplies & training materials!

