



Name _____ Day # _____ Work # _____ Cell # _____
 Consultant _____ Currently Use Mary Kay _____ Email Address _____
 Occupation _____ Family _____

Reasons Why Women Join Mary Kay

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

1. Prioritize their life: God 1st; Family 2nd; Career 3rd
2. Money: Average Consultant begins around \$30-\$50 per hour with unlimited earning potential
3. Prizes and praise
4. Be your own boss: YOU set your goals at your pace
5. Flexibility: Work when, where and how you want
6. Make new friends: Monday night training meetings & seminars
7. Tax Advantages: in home business deductions
8. Career Advancements: Based on personal activity, not chosen
9. Company Car: Qualify in just 4 months or less for the Pontiac Vibe

How We Make Money In Mary Kay

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

1. Product Marketing = 50% Profit
 - On The Face - Classes: facials & makeovers; Group Appts.
 - On Paper - Look Book, Embrace Life, PCP
 - On-Line - Personal Website
 - On The Go - Quick appointments
 - No sales quotas, monthly or territory restrictions, 90% money back guarantee
2. Team Building— not mandatory
 - Monthly Commission: 4, 9 or 13% and \$50 Bonuses
3. Leadership- Monthly Commission: 9 - 13%
 - Unit Volume Commission: 13%
 - Unit Volume Bonuses: \$500 - \$5,000
 - Unit Team Building Bonuses: \$300 - \$900, + \$600 Quarterly

Qualities of Mary Kay Consultants

Many successful consultants share these qualities. Check the ones that sound like you.

1. **Family-Oriented** - You put your family before yourself and don't use them as an excuse.
2. **Like Making Money** - You need extra money and are interested in making more.
3. **Decision-Maker** - You aren't afraid to take a chance on your gut feelings and give something new a try.
4. **Very-Active-Lifestyle** - You are on-the-go with a busy schedule with little time for yourself.
5. **Not-the-Pushy-Sales-Type** - You are a good listener and could build a strong re-order clientele.
6. **Small Group of Friends** - You are new to the area or don't know many, but like to meet new people.

How To Get Started

1. Fill out a New Consultant Agreement
2. Purchase your Starter Kit for only \$115 (incl. Tax & shipping (\$400 value))
3. Schedule your Debut class with your Recruiter/Director and start attending NCO and Success Night
4. List names of everyone you know who has skin

Could this career be for you?

Circle One: YES NO MAYBE NOT NOW

Could you be our Talent Scout?

Circle One: YES NO MAYBE NOT NOW