



Have You Ever Pondered Pink?



Name: _____ Date: ____/____/____
 Email: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Cell Phone:(____)____-____ Home Phone:(____)____-____ Best time to call _____
 Current Occupation: _____ My Consultant: _____

Please tell me about you...

If you could change one thing about your current situation, what would it be (more flexibility, appreciation, income, etc.)?

Please choose two boxes that best describes you. (A first choice & B for 2nd choice)

- | | | | |
|--|--|---|--|
| <input type="checkbox"/> Results Orientated * | <input type="checkbox"/> People Oriented * | <input type="checkbox"/> Family Oriented * | <input type="checkbox"/> Detailed Oriented * |
| <input type="checkbox"/> Quick Decisions | <input type="checkbox"/> Intuitive Decisions | <input type="checkbox"/> Slow Paced Decisions | <input type="checkbox"/> Analytical Decisions |
| <input type="checkbox"/> Direct Style | <input type="checkbox"/> Motivational Style | <input type="checkbox"/> Team Playing Style | <input type="checkbox"/> Perfection List Style |
| <input type="checkbox"/> Achievement Motivated | <input type="checkbox"/> Recognition Motivated | <input type="checkbox"/> Security Motivated | <input type="checkbox"/> Service Motivated |

Mary Kay...Enriching Women's Lives with the Company Philosophy—God, Family & Career

"I've often said that we are doing something far more important than just selling cosmetics; we are changing lives."

— Mary Kay Ash

P Product Marketing....50% on sales, reorders, appointments and personal discount

I Income Potential....4-9-13% on team, earn a car, Directorship, Prizes, Trips, NSD

N Nothing to Lose....100% guarantee on products for clients, 90% buyback as a Consultant, No Territories, No Sales Quotas, Tax Deductions, Family-owned business

K Kit only costs \$100....over \$300+ of full retail product to use at makeovers, enough supplies for a minimum 30 faces, training cd's, dvd's, books, and web training in 2 bags

10 Qualities We Look for in Women

- _____ 1. Are you busy?
- _____ 2. Not the Sales Type
- _____ 3. Don't have a lot of friends
- _____ 4. Have Integrity
- _____ 5. People Person
- _____ 6. Not enough income ~
have "more month than money"
- _____ 7. Happy where you are ~
but wanting something more
- _____ 8. Decision Maker
- _____ 9. Are you teachable?
- _____ 10. Are you independent?

Where are you? Circle One:

- A** - Absolutely, give me the paperwork. Let's get started today!
- B** - Buy me a cup of coffee, I have some more questions. I'm really pondering this "Pink Thing."
- C** - Can't really see me doing this right now, but keep in touch & call me, situations can change. *But for now I want to continue paying full price for my products.*

List 2 friends that you think would be willing to hear information about the Mary Kay Career...

1. _____
Phone# _____
2. _____
Phone# _____