

Have U Ever Pondered PINK?



Name: _____ Your Consultant's Name: _____

Occupation: _____ Date: _____

Address: _____

Phone: (H) _____ (w) _____ (c) _____

E-mail: _____ Do you use MK products? Yes ___ No ___ How Long? ___

Did you know???

Since the program's inception, more than 100,000 independent sales force members have qualified for the use of a Career Car or elected the cash compensation option.

YES ___ NO ___

Mary Kay Inc. is one of the largest direct sellers of skin care and color cosmetics in the world. The Company achieved another year of record results in 2004, exceeding \$1.8 billion in wholesale sales. YES ___ NO ___

Mary Kay Inc. is one of 20 company profiles in the 1996 book, Forbes Greatest Business Stories of All Time. Mary Kay Ash is the only woman featured. YES ___ NO ___

Time and Money.

If I had my choice I would work ...

_____ **SPARE TIME**—2-4 hours a week. One Class a week-\$10,000 per year.

_____ **PART TIME**—6-8 hours a week. \$20,000 per year.

_____ **FULL TIME**—12-20 hours a week \$30,000 per year and earn the use of a Career Car.

_____ **CAREER**—20+ HOURS A WEEK \$50,000 per year and earn the use of a Career Car.

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 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?

What are Your Personality Traits?

On a scale of 1-4, put a "1" beside the sentence that best describes you, a "2" for second best, "3" for third best, and "4" beside the sentence that describes you the least:

_____ Results oriented, makes quick decisions, likes to be the best, time is very valuable, to the point.

_____ People-oriented, loves to talk, enthusiastic, loves prizes and recognition.

_____ Family oriented, slow to change, likes security, goes by the rules, loyal.

_____ Detail oriented, perfectionist, has critical skills, analytical, takes time to change.

Top 10 reasons most women begin their Mary Kay career.

CHECK YOUR TOP FIVE!

_____ Flexibility—more personal and family time

_____ Security

_____ No Quotas

_____ No franchises or pyramids

_____ Be your own boss and work from home

_____ 50% discount (PROFIT) on all products

_____ More money

_____ Company philosophy—Faith, Family, Career

_____ No territories—sell and build teams anywhere in the US!

_____ Prizes! Trips! Status! Recognition!

_____ Tax Deductions!

_____ Free use of a company car

Where are you? Circle one:

A—Absolutely, give me the paperwork. Let's get started!

B—I'll believe in myself if you believe in me. Let's give it a try!

C—Call me for a cup of coffee. I need more information.

D—Definitely not, but thank you. I want to continue paying full price for my products.