

Tell Me What You Think Form

DO NOT HAND OUT to your customers!

Please use this form to guide you through a follow-up call or conversation with your customers about our MK opportunity.

Date: _____

Customer's Name _____ Home Phone _____ Work Phone _____

Address _____ Current Occupation: _____

Best Time to Reach you? _____ MK Consultant's Name _____

This is a follow-up after what type of event/interview? (Please circle one): MK Meeting/Guest Event
Lisa Madson Your Future Is Now Video/DVD/CD Consider the Possibilities Video Marketing Phone Call

1. What exposure have you had to Mary Kay Cosmetics? Check all that apply.
____ Attended/Hosted a Facial/Skin Care Class ____ Video/DVD/Audio/CD ____ Business Facts Conference Call
____ Attended Meeting/Model for Training ____ Attended a Larger Guest Event ____ 1-on-1 or 3-way Interview

2. Tell me about yourself (let her talk – if she needs ideas, offer the following ... job, family, goals, hobbies)

3. What did you learn about our company and what impressed you the most? _____

4. What does MK offer you that your current job does not? _____

5. Do you have any suggestions to improve our company?

6. Are you completely satisfied in the following areas of your life? (Please answer YES or NO to each)

Financially _____ Success/Advancement In Your Career _____

Balance of Personal/Family Time _____ Confidence/Self Esteem _____

If you answered no to any of these, can you see how Mary Kay could help you or improve these areas? _____

7. What do you like best about your life and career right now?

Life _____

Career _____

8. What do you like least about your life and career right now?

Life _____

Career _____

9. The following is a list of reasons why women choose a career, either part or full time, with Mary Kay. If you were to consider starting a Mary Kay Business, which 3 would appeal to you the most?

Unlimited Earning Potential (Money)

Earn A Car

Personal Products for 40-50% Off

Positive Atmosphere/Having Fun

Being home with your family more

Recognition and Prizes

Advancement

Incredible Tax Benefits

Meeting People

Helping Other Women

Self Esteem/Personal Growth

Be Your Own Boss

God, family, career, philosophies

Flexibility

More Control Over Your Life

10. Review how we make money in MK:

- a. Classes and Facials
- b. Reorders
- c. Dovetail
- d. Teambuilding Commissions: 4, 9 or 13%, depends on how many women you have helped begin their business. MK pays all teambuilding commissions and no one's income is affected because of it! It's not a pyramid type company.
- e. Car Program or Cash Compensation (Vibe/\$375 cash OR Grand Prix/\$500 Cash OR Cadillac/\$900
- f. Directorship – another 13% plus bonuses up to \$5000 per month.

11. Sometimes people will ask me the benefits of starting a MK business now versus later. I'd like to share some of these with you. (you can start making positive changes in your life – the sooner you get started, the sooner you will see the results – more money, more time with your family, more confidence, more business skills, more friends, more control over your life and schedule, more flexibility, etc. I can't help you become successful in this business until you start. Sometimes people will say ... I will do it when _____ or _____, but often times what they find is that 3 months, 6 months or 6 years pass by and they are still in the same situation as they were when we first talked about it. If you want to see a change in any area of your life, you need to make a change – Mary Kay could be that change.

12. If you were to consider a part-time position with MK, what questions/concerns would you need answered before you could make a decision? _____

13. Have I answered your questions?

14. I know that I would really like to work with you in MK!! After learning what MK has to offer you, is there any reason why you wouldn't want to give MK a try? (Wait for her answer)

15. On a scale of 1-10, with 1 not being interested in a Mary Kay business and 10 meaning you'd like to complete the paperwork and start your training, where do you fall? (No 5's allowed 😊) 1 2 3 4 6 7 8 9 10

If she's not a 10, ask "What else can I share with you that would help you make a decision?" Wait for her reply.

Suggestions:

Watch another video/DVD/CD

Meet my director

Meet some of the other MK consultants – MK Meeting

See me do a skin care class

Offer her a MK Book – Autobiography, More Than A Pink Cadillac, etc.

IMMEDIATELY SET UP THE NEXT LAYERING STEP if she wants to hear more and **CALL SHERYL NOW** letting her know you completed this form!! She will need a copy of it!