

Consider the Possibilities

6 most common reasons to start a Mary Kay Business



Money

Would you be interested in a career where you control the amount of money you earn?
There are several avenues of income and whether you're looking for an extra \$50 a week or \$1,000 a month, your earning potential is up to you.



Cars

When was the last time you earned the use of a career car?
Choose to drive company car or take the cash compensation. The program starts with a Chevy Malibu or \$425 cash, you choose.



Recognition

When was the last time your company or your family recognized you for a job well done?
In Mary Kay you are recognized for everything you do. Whether it's with a diamond ring, a ribbon, or simply with words of praise, it feels good to be appreciated.



Advancement

Have you ever worked very hard for a company and were passed over for a promotion?
In Mary Kay you advance at your own pace and the opportunity for advancement is unlimited.



Self-Confidence and Personal Growth

Can you get excited about a career that not only helps you build your income, but also helps you build your self-esteem and self-confidence at the same time?
There are opportunities for you to grow personally as well as professionally and work in a positive environment that encourages personal growth.



Be Your Own Boss

Do you have the flexibility to work the hours you want to work, to be home when your children get out of school, to be, in essence, your own boss?
Imagine having the freedom of being self-employed and the flexibility of working the hours you want to work.



Have You Ever Pondered Pink?

1 Name: _____ Date: ____/____/____
 Address: _____
 City: _____ State: _____ Zip: _____
 Home: (____) _____ - _____ Work: (____) _____ - _____ Cell: (____) _____ - _____
 EMAIL: _____
 Current Occupation: _____ Consultant: _____

Place an "A" in the **BOX** that **BEST** describes you and "B" for your **SECOND** choice:



Results Oriented
 Quick Decision
 Power & Authority
 Likes Management
 Time is Valuable
 To the Point

People Oriented
 Loves to Talk
 Motivational
 Enthusiastic
 Recognition Oriented
 Likes to have Fun

Family Oriented
 Loyal
 Slow to Change
 Security Minded
 Goes by the Rules
 Likes Stability

Detail Oriented
 Perfectionist
 Analytical
 Critical
 Doesn't like change
 Consistent



1. What do you like most about your present job? _____
2. If you knew you could not fail, would you try Mary Kay now or in the future as...?
 Hobby Part Time Full Time
3. To help in your Beauty Consultant's training would you consider listening to fast facts of our business, provide feedback and receive a gift with no obligation. YES NO MAYBE
4. If you were accepted as a consultant, what would be your greatest strength? _____

Independent Beauty Consultant's Sheet

Prospect's Name _____ Home Phone _____

Address _____ Work Phone _____

City _____ State _____ Zip _____

Hostess _____ E-mail _____



M

Money

Would you be interested in a career where you control the amount of money you earn?

Discuss the avenues of income and the fact that whether you're looking for an extra \$50 a week or \$1,000 a month, your earning potential is up to you.



R

Recognition

When was the last time your company or your family recognized you for a job well done?

Discuss the fact that in Mary Kay you are recognized for everything you do. Whether it's with a diamond ring, a ribbon or simply with words of praise, it feels good to be appreciated.



S

Self-Confidence and Personal Growth

Can you get excited about a career that not only helps you build your income, but also helps you build your self-esteem and self-confidence at the same time?

Here you would discuss the opportunities you have to grow personally as well as professionally and the positive environment that encourages personal growth.



C

Cars

When was the last time you earned the use of a career car?

Talk about the car program.



A

Advancement

Have you ever worked very hard for a company and were passed over for a promotion?

Mention that in Mary Kay you advance at your own pace and the opportunity for advancement is unlimited.



B

Be Your Own Boss

Do you have the flexibility to work the hours you want to work, to be home when your children get out of school, to be, in essence, your own boss?

Discuss the freedom of being self-employed and the flexibility of working the hours you want to work.

Guest Sheet

We find that there are six reasons someone becomes a Mary Kay Independent Beauty Consultant. Which one appeals to you?



M



R



S



C



A



B
