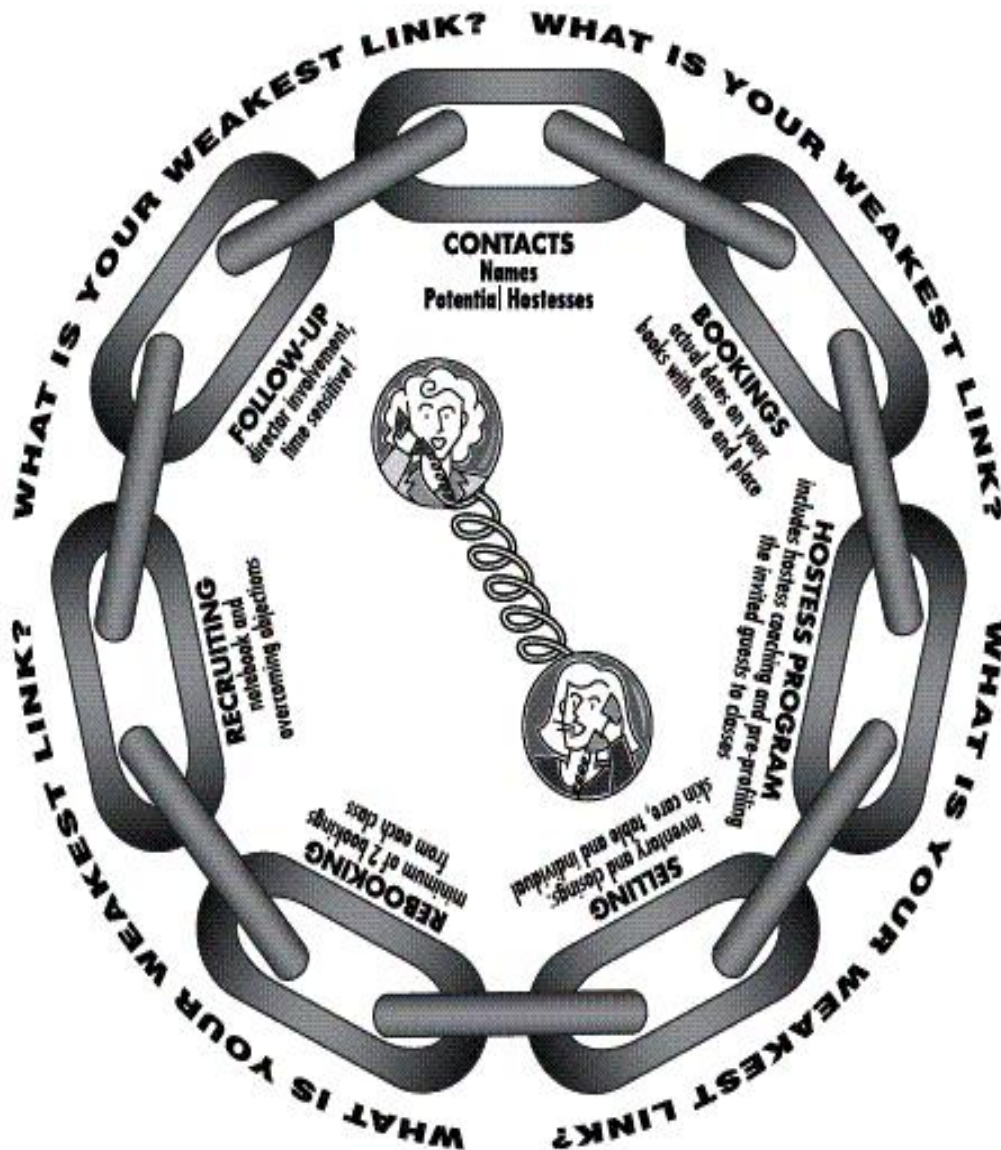


What is your weakest link?



Sometimes it is hard to hold ourselves accountable to our business and know the areas we need to focus and improve on. This self evaluation is to help you know where your skills are strong and areas of skills that need more practice. There are no right or wrong answers!

Weekly I have an average of _____ new contacts, names/leads, new potential hostesses

- _____ 5+
- _____ 2 to 4
- _____ 0 to 2

I have an average number of selling appointments a week/month

- _____ 3 or more per week
- _____ 1 to 2 per week
- _____ 2 to 3 per month
- _____ 1 appointment per month

Rate your hostess program's success

- _____ Do you regularly receive a guest list
- _____ Do you send a confirmation note/email after booking
- _____ Do you preprofile from the guest list
- _____ Does your hostess receive the max hostess credit

Do you use table close?

- _____ Yes
- _____ No

Do you separate your clients from the group for your individual close?

- _____ Yes
- _____ No

Do you use the 3 question close on your individual consultations?

- _____ Yes
- _____ No

Your sales/facial class average

- _____ \$10—\$50 a face
- _____ \$50—\$75 a face
- _____ \$75—\$100 a face

Bookings from your classes

- _____ 1 to 2 for follow up facial
- _____ 1 to 2 parties/classes/shows
- _____ 2 + facials
- _____ 2 + parties

How many people at your skin care appointments do you ask to call into marketing hotline

- 0
- 1 to 2
- 3 to 5

Do you follow up after your appointments

- phone call 2 days
- phone call 2 weeks
- phone call 2 months
- thank you note
- not at all

After a prospect has spoke with your director, do you follow up with her in

- 1 day
- 1 week
- not at all

Self evaluation isn't always easy! The hardest thing is to not be too critical of ourselves and yet still realize that there are a few things we can fix!

What are your strengths in your Mary Kay business

What are your weakness in your Mary Kay business

What topics would you like to see covered on Wednesday nights