

Prospect Name \_\_\_\_\_  
 Address \_\_\_\_\_ City \_\_\_\_\_ St \_\_\_\_\_  
 Home # \_\_\_\_\_ Work# \_\_\_\_\_  
 Cell# \_\_\_\_\_ Best time to Call \_\_\_\_\_  
 Email Address \_\_\_\_\_

Consultant Comments:  
 DISC- \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**STEP 1:  
Our  
Agenda  
and You**

1. I'll ask you to tell me a little about yourself so I can get to know you better.
2. I'll tell you a little about me and my Mary Kay journey.
3. I'll share some facts about our company.
4. I'll answer any questions you may have.
5. Because we've done the other 4, I'll ask you if you'd like to work with me.

Tell me about yourself (family, job, education, hobbies...)  
 \_\_\_\_\_  
 \_\_\_\_\_

What do you like best about what you do?  
 \_\_\_\_\_  
 \_\_\_\_\_

What do you like least or what would you change, if anything?  
 \_\_\_\_\_  
 \_\_\_\_\_

What do you need most in your life right now?  
 \_\_\_\_\_  
 \_\_\_\_\_

Where do you see yourself 5 years from now?  
 \_\_\_\_\_  
 \_\_\_\_\_

**STEP 2: Me**

Let me tell you a little about me and why I love what I do!

**STEP 3: The Facts**

If I only had 5 minutes to share some facts with you about a Mary Kay career, what would you want to know?

**Marketing Plan Points**  
 No Territories/No Quotas  
 Golden Rule  
 Flexibility/Be your own boss  
 Priorities-God, Family, Career  
 Advance at own pace  
 Confidence/Self Esteem  
 Recognition & Prizes  
 90% Buyback Guarantee  
 Training  
 \$100 Gets you started!  
**Which appeals to you**

**Income Possibilities**  
 50% Gross Commission  
 Facials (1-2 people): 1 hour, avg. \$100 sales/\$50 profit  
 Parties/Classes (3-6 people): 2 hours, avg. \$200/\$100 profit  
 2 parties a week=\$400 sales/\$200 profit (4 hrs work)  
 Monthly profit= \$800 x 12= \$16,000/year  
 Reorders: Average \$300 per customer/year  
 100 Customers x \$150 profit=  
 \$15,000 + \$16,000 = \$31,000 profit/year  
 Other sales: Web Page/On the Go/Silent Hostesses  
 Team Building Commission: \$200-\$2000/month  
 Car Program: Car, 85% insurance, taxes, plates (or \$350 cash)  
 Tax Deductions: Home office/equipment, supplies, car  
 Directorship: Avg. \$50,000 commissions + sales + prizes

**Qualities we look for...**  
 1. Busy People  
 2. Doesn't necessarily know a lot of people  
 3. Is NOT the "sales" type  
 4. Has more month than money.  
 5. Family Oriented  
 6. Decision Maker

**STEP 4:  
Your  
Questions**

- \*Just for Fun (Hypothetically), if you were to consider doing this, what do you think your strengths would be & why would you be good? \_\_\_\_\_
- \*With the proper training, do you feel that you could learn to do what I do? Yes or No \_\_\_\_\_
- \*Do you have any other question that I did not answer? \_\_\_\_\_

**STEP 5:  
The Close**

**Close-**  
 \*I would love to work with you, Is there any reason why you wouldn't want to get started today?  
 (Consultants copy this form and turn in to your Director)