



# Have U Ever Pondered PINK?



Name: \_\_\_\_\_ Your Consultant's Name: \_\_\_\_\_  
 Occupation: \_\_\_\_\_ Date: \_\_\_\_\_ E-mail: \_\_\_\_\_  
 Address: \_\_\_\_\_

Phone: (Cell) \_\_\_\_\_ (Home) \_\_\_\_\_ (Work) \_\_\_\_\_  
 Age: 18-24 25-34 35-49 50-59 60-69 70+ Do you use MK products? Yes No How Long? \_\_\_\_\_

**1** 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 I 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?

**2** Mark the group of words that best describes you:  
 (A) First Choice; (B) Second Choice

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Results-oriented	People-oriented	Family-oriented	Detail-oriented
Quick decisions	Loves to talk	Slow to change	Perfectionist
Direct	Enthusiastic	Dependable	Critical/Analytical
Desires authority	Desires praise	Desires security	Desires organization

In a job situation, I like to: \_\_\_ have a boss \_\_\_ be the boss  
 What do you like best about your current job situation? \_\_\_\_\_  
 \_\_\_\_\_ Least? \_\_\_\_\_

**3** Which of the following benefits of a Mary Kay business would you enjoy the most?  
 (Check all that apply)

<input type="checkbox"/> Products at wholesale cost	<input type="checkbox"/> Unlimited income
<input type="checkbox"/> No quotas/territories	<input type="checkbox"/> Opportunity to travel
<input type="checkbox"/> Making new friends	<input type="checkbox"/> Earning a new career car
<input type="checkbox"/> Tax advantages/savings	<input type="checkbox"/> Greater self-confidence
<input type="checkbox"/> Prizes & recognition	<input type="checkbox"/> Being my own boss
<input type="checkbox"/> Job security of owning my own business	
<input type="checkbox"/> Flexibility—more personal & family time	
<input type="checkbox"/> Extra money to fund children's college educations	
<input type="checkbox"/> Learning skin care & glamour techniques	
<input type="checkbox"/> Company philosophies-God 1st, Family 2nd, & Career 3rd	

**4** Time and Money in Mary Kay—  
 Based on the information I've learned today I would probably prefer to work ...

\_\_\_ Hobby Time: saving money on my cosmetics & gifts  
 \_\_\_ Spare Time: 2-3 hours a week, a little extra cash  
 \_\_\_ Part Time: 6-8 hours a week., good part-time income  
 \_\_\_ Full Time: 10-15 hours a week, replace current income  
 \_\_\_ Career: 20+ hours a week & earn the use of a Career Car

**5** We have found that the following qualities make for a successful business - the more the better!  
 How many qualities do you have? (check all that apply)

\_\_\_ You're busy - busy people are usually good time managers.  
 \_\_\_ You don't know many people - you probably won't make serious money with just friends and family.  
 \_\_\_ You're not the sales type - pushy people aren't who we look for in Mary Kay  
 \_\_\_ You have more month than money - it's a great motivator!  
 \_\_\_ You're family oriented - you'll do more for your family than for yourself  
 \_\_\_ You're a good decision maker - you know that you have to begin the journey to get somewhere

**6** Knowing that you might need more information to make a decision, on a scale of 1-5, what would be your interest level in a Mary Kay business?

1 "Not now "      2 (no 3's please) "I'm thinking"  
 4 "Maybe"      5 "Sign me up!"

- How to Start Your Mary Kay Business!**
- 1) Order your starter kit for \$150 plus tax & shipping
  - 2) Begin your training
  - 3) Start making money & saving money right away!
  - 4) Have fun & meet new positive friends!



WOW! Look at all you get in the Mary Kay Starter Kit - \$311.50 retail products

Plus lots of samples, supplies and training materials.