

# MARY KAY Guest Career Profile

Name: \_\_\_\_\_ Date: \_\_\_\_\_ Consultant Name: \_\_\_\_\_  
 Address: \_\_\_\_\_ Home Phone: (\_\_\_\_\_) \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Work Phone: (\_\_\_\_\_) \_\_\_\_\_  
 Email \_\_\_\_\_ Best time to call \_\_\_\_\_

## Did you ever wonder if you would be great at Mary Kay??

Mary Kay's mission is to enrich the lives of women with our #1 product and our #1 career opportunity. We know this may or may not be something you've ever considered for yourself – but... why not take the following career profile test and see if you have the characteristics that would make you GREAT!! The rest is up to you.

- |  |       |
|--|-------|
| 1. Could you use more income at the end of the month?                | Y / N |
| 2. Do you like the Mary Kay skin care & color cosmetic line?         | Y / N |
| 3. Do you know more than 2 women with skin??                         | Y / N |
| 4. Could you find 2 open hours in your current schedule?             | Y / N |
| 5. Are you teachable and trainable??                                 | Y / N |
| 6. Do you have resources to get \$100 (credit, loan, savings)        | Y / N |
| 7. Do you like having flexibility in your work schedule?             | Y / N |
| 8. Do you return phone calls & Emails promptly?                      | Y / N |
| 9. Do you like to be around other women and people?                  | Y / N |
| 10. Do you keep yourself accountable?                                | Y / N |
| 11. Are you willing to make sacrifices to move ahead in your career? | Y / N |
| 12. Are you a person that your friends can count on??                | Y / N |
| 13. Do you show up early and complete assignments on time?           | Y / N |
| 14. Would it make you happy to change or leave your current job?     | Y / N |
| 15. Could you use some extra tax deductions?                         | Y / N |

**YOUR SCORE:** Add up the number of YES answers you circled \_\_\_\_\_

13-15 – You should start TODAY!

9-12 – You would be GREAT!! What's holding you back??

5-8 – This might be something for you – Ask your consultant about more details.

0-4 – The Mary Kay career might not be right for you today – We love you as a customer!

In a working environment, which would be your preference:

- To be part of a team  
 To be a leader of manager

### Please check the box that best describes you:

⇒ Results Oriented   
 ⇒ Quick Decisions   
 ⇒ Direct Style   
 ⇒ Achievement Motivated

Values in Workplace:  
 • Time and Effectiveness  
 • Fast Worker  
 • Powerful Influence

Desires: \_\_\_\_\_

⇒ People Oriented   
 ⇒ Intuitive Decisions   
 ⇒ Motivational Style   
 ⇒ Recognition Motivated

Values in Workplace:  
 • People and Relationships  
 • Enthusiastic Worker  
 • Inspirational Influence

Desires: \_\_\_\_\_

⇒ Family Oriented   
 ⇒ Slow, Paced Decisions   
 ⇒ Team Playing Style   
 ⇒ Security Motivated

Values in Workplace:  
 • Guidelines and Structure  
 • Consistent/Steady Worker  
 • Loyal Influence

Desires: \_\_\_\_\_

⇒ Detailed Oriented   
 ⇒ Analytical Decisions   
 ⇒ Perfectionist Style   
 ⇒ Service Motivated

Values in Workplace:  
 • Organization and Excellence  
 • Thorough/Precise Worker  
 • Crucial-Thinking Influence

Desires: \_\_\_\_\_

If you've made a decision to join us...**CONGRATULATIONS** and **WELCOME!!!** You have just made a decision that can change your life and the lives of others around you! If, however, you need more time to think about it, please remember not to "think" too long! You will really never know until you try! When would be the best time to contact you within the next 24-48 hours to get your decision?

Call me on \_\_\_\_\_ (day), between \_\_\_\_\_ and \_\_\_\_\_ at \_\_\_my home# \_\_\_office#.

\*If your answer is no, not right now...please know that we appreciate you for taking the time to hear some facts. The Mary Kay opportunity will always be here should you decide later. Until then, you can be a talent scout for us.

*Still Thinking...*

# **MARY KAY INFORMATION SHEET**

## **FACTS**

### **Our marketing Plan (Selected the #1 Marketing Plan by Harvard School of Business)**

1. Income is based on retail sales. 40-50% discount on wholesale purchase. Purchase for \$1.00 - sell for \$2.00.
2. Considered "Dual" marketing, not multi-level or "pyramid."
3. 90% buy-back guarantee, on any Section 1 products purchased within the past 12 months.
4. Everyone begins at the same level and promotes themselves based on performance and leadership.
5. No territories, sales, or time quotas assigned.
6. Can work part-time or full-time.
7. \$100 + tax and \$25 shipping and handling puts you in business.

**MARY KAY IS THE #1  
FACIAL SKIN CARE AND COLOR  
COSMETICS COMPANY IN THE U.S.**

## **AVENUES OF INCOME**

Skin Care Classes & Facials



Reorders

Miscellaneous Sales (Holiday baskets, open houses, etc.)

Dovetailing

Personal Team-Building Commissions and Bonuses

Company Awards, Incentives, and Prizes

Career Car Program

Sales Director Commissions and Bonuses

Tax Deductions



## **5 WAYS TO WORK YOUR BUSINESS**

Career

Full Time

Part Time

Hobby

Personal Use

## **INCOME POSSIBILITIES**

Average class takes about 1.5 hours – Average sales of \$150 = \$75 average profit/class

How many could you do per week? \_\_\_\_\_ X \$75 = \_\_\_\_\_.

Plus reorders and Team Building Commissions!



*Women come into Mary Kay for a variety of reasons.  
Which of the following would be important to you?*

Company Philosophy: Faith first, family second, career third and living by the Golden Rule.

Money: Unlimited earning potential.

Recognition: Prizes and awards for outstanding achievements.

Flexibility: Work around your schedule.

Self-esteem: Positive support system that encourages success.

Car Program: Use of company car with license and most insurance paid.

Advantages of being your own boss: Tax benefits and flexibility.

No territories or quotas: Sell products and build your team anywhere in the U.S.

Love Mary Kay products: Purchasing your Mary Kay products at wholesale.

Friendship and Fun!

Helping others feel better about themselves.



## The Six Qualities of Successful Mary Kay Consultants...Which apply to you? Please check each box that describes you!

1. They are busy people.
  - \*Know how to prioritize.
  - \*Excellent time managers.
  - \*May not have 10 hours – but may have 10 minutes, 3 times a day!
2. They have more month than money.
  - \*Motivated to make more money.
  - \*Goal-oriented and ambitious.
3. They are not the “sales type.”
  - \*Not pushy, but informative.
  - \*Like people and repeat business from happy clients.
  - \*Not aggressive – they attract, not attack.
4. They don't want to build their business just around family and friends.
  - \*Want to build a business with real customers.
  - \*Developing clientele is covered in training and with ideas shared at weekly meetings.
5. They are family oriented.
  - \*Motivated by the needs of their families.
  - \*Don't use their family as an excuse, but as a reason to do well.
  - \*Want more for their family and want to present a good example to their children.
6. They are decision makers, not procrastinators.
  - \*Sitting on the fence of indecision is very uncomfortable!
  - \*They realize that there's never a “perfect” time to begin something new.
  - \*The lights on the highway are never all green at the same time.
  - \*They'll never *really* know unless they try.



## STEPS NECESSARY TO GET STARTED

1. Decide this is something you'd like to try.
2. Complete your agreement and submit it with cash, check, or charge. Your total will only be \$\_\_\_\_\_, (\$100 + State Tax + \$\_\_\_\_\_ shipping). Your showcase will arrive in about 1 week!
3. Is there any reason we can't complete the paperwork and get you started on your training?
4. If yes – why? \_\_\_\_\_



On a scale of 1-10, based upon what you know so far, what is your current interest level in our Mary Kay opportunity?

1   2   3   4   6   7   8   9   10

This Career may not be for you at the current time and we appreciate you taking the time to review this information. The Mary Kay career will always be here should you decide later. Please call me if you have any questions in the future.

We look forward to servicing you and your friends with the #1 skin care .

**Thanks for you time!!**