

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)