

# What Women in America are Looking for Survey

Name: \_\_\_\_\_

Consultant: \_\_\_\_\_

Phone: \_\_\_\_\_ (C/H/W)

Email: \_\_\_\_\_

## 1.) What would you like to have more of in your life right now? (Rank your Top 3 of the following)

- Fun and Girlfriend time
- Flexibility
- Money and perks
- Hope
- Stability
- Significance/making a difference

## 2.) Have you recently thought about getting a part time or supplemental job? If yes, please pick the dollar amount you are interested, or need, to make per month:

- \$250
- \$500
- \$1000
- \$1000+

## 3.) The most important thing to me in my professional life is:

- Making sure I meet the expectations of others.
- To make sure I deliver accurate information.
- Enjoying my work and having fun while doing it.
- Conquering new challenges each day.

## 4.) The most rewarding business experience for me is:

- When my decisions are based on facts.
- Receiving recognition for my accomplishments.
- Achieving a goal.
- When everyone is happy with the job I've done.

## 6.) My ideal business situation would be where:

- I'm the boss.
- I can work at my own pace to ensure the highest quality.
- I motivate and inspire others through my words.
- I work together with others to reach common goals.

## 7.) When it comes to following instructions, I:

- Like to understand why I need to do it that way.
- Like having a plan I can follow to the letter.
- Like a lot of room for creativity within guidelines.
- Like to do things my way.

## 8.) When making decisions, I:

- Make them quickly and confidently.
- Research the facts – weighing the pros and cons.
- Like to get input from other people who are affected.
- Like to persuade others with my opinion.

## 9.) When it comes to interacting with my peers, I'd rather:

- Be the life of the party.
- Report the results of my research and work.
- Listen and appreciate other people.
- Take charge and lead people to success.

**5.) The business philosophy that is closest to my own is:**

- Work should be fun too!
- Plan your work and work your plan!
- If it's worth doing, it's worth doing right!
- Take charge and get it done.

**10.) If you were to become a Mary Kay consultant, what would you enjoy the most about it?**

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# OPPORTUNITY BY



*Mary Kay Cosmetics was begun with the idea of giving women an opportunity to do anything in this world they were smart enough to do because I felt that women were very smart. But in the early '60s this opportunity was not available simply because she was in the wrong body. My objective was to give women the opportunity that I felt I had been denied, and so our marketing strategy was built around the premise of giving women an open-end opportunity.*

## MARY KAY



MARY KAY

# IMAGINE

*IMAGINE that you said YES to the  
Mary Kay Opportunity.....*

1. What need might this opportunity fill in your life right now?
2. How would an extra \$100, \$500, or \$5000 per month make a difference for you?
3. What would you do with the income earned from Mary Kay? (DREAM BIG! Money doesn't buy happiness, but it does buy CHOICES!)
4. What about Mary Kay sparked your interest?
5. What qualities do you have that would make you shine as a consultant?
6. Why might NOW be the BEST time to bring more money, flexibility, girlfriends , positive thinking and FUN into your life?

*Bringing Beauty*  
*into*  
**10000**  
*Lives*♥

Our mission  
is to Enrich  
Women's  
Lives!

*Logee  
Lyndee*

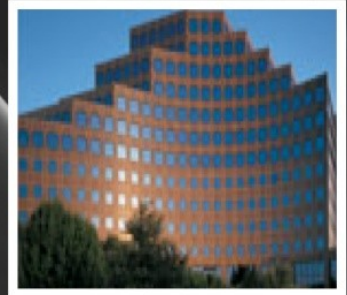


If I had only 5 minutes to answer your  
biggest questions about the  
Mary Kay Business Opportunity,  
what would they be?

# MARY KAY

## DID YOU KNOW.....?

- Founded in 1963 by Mary Kay Ash after retiring from a successful 25-year career in direct sales.
- Over 2 Million Independent Sales Force members in 35 global markets worldwide.
- The Mary Kay Foundation has awarded \$25 million to shelters and programs addressing domestic violence and nearly \$15 million to find a cure for cancers affecting women in the U.S.
- Mary Kay awards millions of dollars every year in cash, prizes, DIAMONDS and FREE CARS at several different levels, including the coveted PINK CADILLAC.
- More than 300 Mary Kay Independent National Sales Directors in the U.S. have earned more than \$1 Million in commissions.



Logos  
Lundsee

**HELLO**  
my name is

I don't use any skin care or make-up! How can I be a BEAUTY consultant?

I don't know enough people!

I'm not the "Sales Type"!

# MY STORY

I already work a zillion hours a week at my full time job and have a very BUSY life! How will I have the time?

I have a college degree! I would never be caught DEAD out peddling little pink jars!

Maybe I should wait till later when I have kids, I'm more established, after the Holidays, after the kids get out of school, when I have more time, more money.....

What if I give this a try and I'm not good at it? What if I don't sell anything?

# SHARE TO EARN

Follow The Mary Kay® Path to Success!

## Sales Director

- 24+ unit Members
  - Earn profit based on retail sales
  - 9-13% Unit commission
  - 9-13% personal Team Commission
- Eligible for:
- Unit Volume Bonus \$500 or more
  - Unit Development Bonus of \$300 or \$500
  - Star Consultant Bonus of \$300, \$400 or \$500
  - Wellness Award Bonus Program of \$750, \$1,200 or \$1,800
  - Cadillac Bonus, New Independent Sales Director Program Bonus
  - Independent Senior-Sales Director Bonus
  - Earn the use of a Sales Director Career Car or Cash Compensation option
  - Quarterly Star Sales Director recognition and year long consistency prizes
  - Attend Leadership Conference • Qualify for Top Sales Director Trip

## Director in Qualifications

- You must be active • 10 or more active personal team members
- Earn profit based on retail sales
- 4%, 9% or 13% personal team commission
- \$50 Team-building bonus for each qualified personal team member
- Eligible to go on-target for Grand Achiever status (Grand Achiever Career Car or Cash Compensation option)

## Future Sales Director

- You must be active • 8 or more active personal team members
- Earn profit based on retail sales
- 9% or 13% personal team commission
- \$50 Team-building bonus for each qualified personal team member
- Eligible to go on-target for Grand Achiever status (Grand Achiever Career Car or Cash Compensation option)

## Team Leader

- You must be active and have 5 to 7 active personal team members
- Earn profit based on retail sales
- 9% or 13% personal team commission
- \$50 Team-building bonus for each qualified personal team member
- Eligible to go on-target for Grand Achiever status (Grand Achiever Career Car or Cash Compensation option)

## Star Team Builder

- You must be active and have 3 to 4 active personal team members
- Earn profit based on retail sales • 4% personal team commission
- \$50 Team-building bonus for each qualified personal team member
- \$50 red jacket rebate

## Senior Beauty Consultant

- 1-2 Active Team Members • 4% Personal Team Commission

## Independent Beauty Consultant

- Star Consultant • Company and Unit Prizes • Bonus Products
- 50% Discount on all Section One Products
- 50% Profit with each customer product purchase



created by QTOOffice.com

## Mary Kay Products are....



- #1 in Customer Loyalty with Brand Keys Award
- Recognized with "Good Housekeeping Award"
- 100% Customer Guaranteed
- Try Before You Buy
- Made in USA by Mary Kay, Inc.
- Consumable
- Recession Proof
- Not Animal Tested
- High Quality Research



Have you seen our APPLAUSE Magazine?

# pink changing lives

# EXTRA PERKS!!

- ~Flexibility—Create your own schedule
- ~No quotas
- ~Priorities! God 1st, Family 2nd, Career 3rd
- ~Step by Step Education and Support
- ~Product Discount for your own purchases
- ~Self Esteem, Confidence, Personal Growth
- ~Operate business on the Golden Rule

- ~Recognition
- ~Prizes
- ~Awards
- ~Friendships
- ~Fun



- ~Be your own BOSS
- ~Advancement
- ~Drive free
- ~No Territories

As a self-employed Mary Kay consultant you could be entitled to deductions...

- Car Expenses-Mileage
- Telephone
- Supplies
- Gifts and Demo Items
- Postage
- Office in Home
- Mary Kay Related Travel



## No Risk Inventory

90 % Buyback for Consultants  
100 % Satisfaction Guarantee  
for Customers





# Qualities

## of a Successful Consultant

### Busy

*Wouldn't you agree—busy women are busy by CHOICE! They are ambitious and willing to work for what they want. Busy women are already great time managers!*

### Not the "Sales Type"

*Women love to BUY but they don't want to be SOLD. We are all about TEACHING SKIN CARE—educating the consumer so she can make her own best choice.*

### Need Additional Income

*How much additional income would it take to make a difference in your household right now—\$200? 500? \$5000? ONE Skin Care party could bring your \$200 in profits—just ONE!*

### Don't know enough people

*Do you know 5 women with SKIN? They all have their own "Inner Circle" - sister, sister-in-law, mother, mother-in-law, best friend, neighbor, and probably some co-workers! When 5 women introduce you to 5 women at a party, you now know 25. ...x 5 = 125!!*

### Desire for Change

*...and are willing to WORK to make it happen! What changes are YOU wanting to make in YOUR life that will impact your family?*

### Decision Maker, Not Procrastinator

*Any time you begin something new, you will experience "fear of failure" or "fear of success". It's NORMAL! You will never know until you step out in FAITH instead of pulling back in fear. A journey of 100 miles began with a SINGLE STEP.*

**Which ones describe YOU?**

**How might the Mary Kay Opportunity bring about needed change in your life?**



MARY KAY

# INVITATION

*If you don't become a consultant, where do you see yourself a year from now?*

*If you were to become a consultant, what will be improved a year from now?*

What other questions do you have?

What impressed you the most from what I just shared?

How would you rank your interest level?

1 2 3 4

1. Thanks for the info, I'd like to continue being your happy customer and refer others to you.
2. You've got my curiosity up— I'll take more home more information please and you can follow-up!
3. I have more questions— invite me to an upcoming event/I'd like to hostess a Mary Kay party!
4. What? It's only \$100 for all you get in the Starter Kit? *Sign me UP—I'm ready for some FUN and MONEY too!*

Is there any reason why we couldn't get your Starter Kit coming TODAY?

*Ask me about our "Decision Maker" bonus!*



Logee  
Lyndee

# Your Starter Kit...



Starter Kit Bag  
w/Removable  
Organizer Caddy

www.yourpinksheep.com

# \$410

*retail value!*

(with TimeWise Liquid Foundations)

## Full-Size Retail Product



## Product Included:

- TimeWise 3-in-1 Cleanser Normal/Dry
- TimeWise Age-Fighting Moisturizer Normal/Dry
- TimeWise 3-in-1 Cleanser Combination/Oily
- TimeWise Age-Fighting Moisturizer Combination/Oily
- TimeWise Day Solution SPF 35
- TimeWise Night Solution
- Oil-Free Eye Makeup Remover
- Ultimate Mascara—Black
- Choice of Mary Kay Mineral Powder Foundations or TimeWise Liquid Foundations

# Only \$100

plus applicable tax and shipping

# Small investment, Big rewards!



## Supplies:

- 4 Mirrors with Trays
- 10 Color Cards
- 12 Lip Gloss Samplers
- 30 Disposable Trays
- 30 Facial Cloths
- Foundation Finder Tool
- 15 Disposable Sponge-Tip Applicators
- 15 Disposable Mascara Brush Samplers
- 12 Fragrance-Free Satin Hands Pampering Set Packets
- 6 Pairs Microdermabrasion Set Samples (Steps 1 & 2)
- 6 Botanical Effects Cleanse Formula 2 (Normal)
- 6 Botanical Effects Moisturize Formula 2 (Normal)
- 6 Botanical Effects Freshen Formula 2 (Normal)
- 6 Botanical Effects Mask Formula 2 (Normal)

## Materials:

- Hostess Brochure
- Team-Building Brochure
- 25 Customer Profiles
- 10 Look Books
- 25 Sales Tickets
- 10 Beauty Books w/Instructor's Guide

- Consultant Guide
- Datebook
- Start Something Beautiful DVD
- Start Earning Now Magazine
- Miracles Happen Book
- Ready, Set, Sell Inventory
- Options Brochure

### A Special Note:

\$100 may not change your financial situation, but it could change or make a difference in your life. Teaching skin care allows total flexibility and unlimited earning potential based on personal goals and activity. Making a plan and working it is the key to your success. By joining our team of enthusiastic women as an Independent Beauty Consultant you can earn as little or as much as you like while enriching the lives of others. This is a \$100 decision with nothing to lose and everything to gain!