

Please write your name, phone number and my name on this sheet. I'm going to inform you of all the things that each letter stands for and you should write down (next to the corresponding letter) your favorite thing that letter represents. There are no wrong answers and you can always cheat off the person next to you if you can't decide what to write. By completing this short quiz—your name and my name will both be entered for \_\_\_\_\_! Let's get started!

**P** stands for **PRODUCT SALES** which means:

- We **earn an average of \$30-\$50 per hour** at appointments.
- We **earn a 50% sales commission** on all product sales regardless if sell one item or one thousand items.
- Our business is **recession proof** because we can all handle being broke but not broke AND ugly!
- We have a **large target market** because everyone with skin is a potential client.
- Our products are **daily consumable** since every morning you put it on and every evening you take it off.
- We work hard to have **customers for life** by providing top-notch customer service by finding the right product for each customer and their personal needs. We also have loyal customers and earn the same commission on all of our reorder sales.

Please write one of the following next to the letter "P" on your sheet: \$30-\$50 per hour, 50% sales commission, recession proof, large target market, daily consumable, or customers for life.

**I** stands for **INCOME** which means:

- We **4, 9, or 13% monthly commissions + bonuses** on top of our sales commissions when you recommend others to start their own business.
- We **earn an additional 13% monthly commission plus additional bonuses** on top of our sales commissions **AND** 4, 9, or 13% commission for promoting yourself to a Director position and train others.
- **Cars or Cash!** Earn the use of a company vehicle (tax, plates and 83% of your full coverage insurance for you and your spouse is paid for two years) or your choice of the cash compensation. Chevy Cruze or \$375/month cash, Toyota Camry or Chevy Equinox or \$500/month cash...the new BMW or the legendary Pink Cadillacs! CTS, SRX or \$900/month cash or the Pink Cadillac Escalade or \$1,475/month cash!
- **Monthly & Quarterly prizes** for everyone that achieves Star Sales Status. Additional prizes and world-class trips for winning Sales Directors!

Please write one of the following next to the letter "I" on your sheet: commissions + bonuses, cars, cash, monthly & quarterly prizes or yearly term life insurance.

**N** stands for **NOTHING TO LOSE** which means:

- MK has a **90% 'bail out'** if you change your mind and choose a different option. We may send back orders from the last 12 months and the company will reimburse us .90 cents on every \$1.00 returned.
- **100% Customer Satisfaction Guarantee!** Corporate will reimburse us for any product we make good with our customers either via exchange or refund!
- **\$225 is the minimum wholesale order** one must place within 11 months to stay in the computer system with the company...if you fall out, you'll need to resign.
- No quotas and no territories.

Please write one of the following next to the letter "N" on your sheet: 90% 'bail out', 100% customer satisfaction guarantee, \$225 minimum once a year order, no quotas or no territories.

**K** stands for **KIT** which means:

- The starter kit **only costs \$100 plus tax and shipping!**
- You will receive **over \$410 in FREE full size products** in your kit to use to conduct your appointments.
- Enough **business supplies** to do a minimum of 30 faces.
- You will also receive over **\$150 in samples, testers, cds, DVDs, brochures, sales tickets, profile cards all in one beautiful tote!**

Please write one of the following next to the letter "K" on your sheet: only \$100, \$410 in full size product, \$150 in business supplies & samples, or a beautiful tote.

Now, next to the number 1 on your sheet, please answer the following question: **What information that I just shared with you impressed you the most?**

Next to the number 2 on your sheet, please answer the following question: **Please compliment yourself and tell me why you would be good at teaching skincare or selling Mary Kay?**

Lastly, next to the number 3 on your sheet, please write the number that best represents you: **How can we best be of service to you?**

- 1) **Happy Customer**
- 2) **Hostess (You want your products 1/2 off or FREE)**
- 3) **Groupie (You would like a VIP pass to all of our events.)**
- 4) **Woman of Decision (You could use some extra money, girl time and you like your product at 50% off always....You want to become a consultant.)**

Thank you for taking the time to complete this fun little quiz. This has earned both of us an entry for \_\_\_\_\_!