

Linda Horne
Independent Sales Director
31 Tansy Ave
Stratham, NH 03885
603-531-1542
E-mail: lhorne@marykay.com

Please take a few minutes to fill out this questionnaire and return to me.

Name _____

How would you like me to communicate with you? Email, phone, text?

What type of recognition do you like to receive? ___Notes ___Recognition in Newsletter or on Website
___Gifts ___Jewelry ___Business Supplies ___Pampering ___Products ___Other (type in)

Three months from now how will you know your successful?

WHAT IS YOUR WHY??

Your 'why' is the reason you started your Mary Kay business. Your 'why' is what will keep you from getting discouraged when some things in your business may not go exactly how you had planned. Your 'why' is one of the most important things for you to know. Your 'why' may change over time; but the important thing is to have a clear-cut, non-negotiable WHY!

My 'why' for starting my Mary Kay business is:

I'd like to earn \$ _____ weekly.

I am willing to put _____ hours into my Mary Kay business each week.

Please tell me more about:

_____ Earning additional income through team building!

_____ Earning the use of a career car!

_____ Moving into a leadership position by becoming an Independent Sales Director!

As your Independent Sales Director, what can I do to help you be successful?

What would you like to purchase for yourself and/or your family with your first earnings?

On the back, please share with me a little bit about yourself, your past work experience, and your family.