

Kivian's Dazzling Diamond Unit

GETTING TO KNOW YOU

Please take a few minutes to fill out this questionnaire and mail it back to me. It will give me a good idea of how I can best help you in your new business.

Name:

Recruiter:

Home Phone # Work #

E-mail:

Address:

City: State: Zip:

Birthday

Married (please circle one): Yes No

Husband's Name:

Children (please circle one): Yes No

Children's Names & ages:

1. Please share a little about yourself, your past work experience, and your family. Feel free to write on the back of this page if you like.
2. I'd like to earn \$ weekly.
3. I am willing to put hours into my Mary Kay business each week.
4. I am interested in moving up to a management position of (circle which one): Team Manager or Director (with a career car!)
5. My wildest Mary Kay vision is:
6. Some of my immediate goals and desires are:
7. What do you expect from me, as your Director, that will help you the most?
8. What is going to inspire you?
9. What would you like to purchase for yourself with your first three months profit?

WHAT ARE YOUR GOALS?

Check all answers that apply in each category below:

APPOINTMENTS:

Classes 1 - 1 1/2 hours, 3-6 people, \$200 average sales

Facials 40 - 50 minutes, 1-2 people, \$75 average sales

3 or more appointments per week (7-10 hours per week)

1-3 appointments per week (3-6 hours per week)

2-3 appointments per month (2-3 hours per week)

1-2 appointments per month (1-2 hours per week)

SUCCESS TRAININGS

I am committed to attend the trainings each week

I plan to attend trainings twice a month

plan to attend the trainings once a month

I plan to attend trainings occasionally

LONG RANGE GOALS

I would like to earn the use of a career car or become a Director

I would like to replace my full time income

I would like to build a solid base of customers

I will mainly use the product for myself, rarely doing appointments

DESIRED MONTHLY PROFIT

\$1500 and UP

\$800 to \$1499

\$100 to \$799

Occasional profit from family and friends