

Name _____
Phone _____
Consultant _____
Date _____

Career Summary

We have found that successful Mary Kay Consultants possess some of the following qualities. (may have one or all)

Busy Women

- They know how to prioritize
- They are good time managers
- They capitalize on the time they have

More month than money

- They are motivated to make more money
- They are goal oriented and ambitious
- They can find access to some money

Not "the sales type"

- They are informative, but not pushy
- They like people and want repeat business
- They are not aggressive; they attract, not attack
- They enjoy a teaching approach vs. a selling approach

Do not know a lot of people

- If you know 3-5 women with a face, they know 3-5 women with a face
- We have a business with real customers
- It's a wonderful way to meet new people
- Developing a customer base is taught in training and with ideas shared at weekly success meetings

Family oriented and/or motivated by the needs of their family

- They use their family as a reason to do well, rather than as an excuse
- They want to pass on a good work ethic because what is caught is more important than what is taught

Decision makers - not procrastinators

- Recognize there is never a good time for something new
- You will never have 100% of your time freed up
 - The lights on the highway are never all green at the same time

Which of these qualities do you feel you possess?
Circle all that apply.

"What inspired you to meet (or talk) with me today?" OR
"What compelled you to have this conversation?"

"What was the most interesting thing about the video you watched?" OR "What resonated with you about what you learned from the video?"

"I'm curious, what is most important to you? The Top 3."

"What do you believe your strengths are?"

"How do you see yourself benefiting from this business opportunity?"

"How would this opportunity serve you and your family?"

"What questions or concerns do you have?"

"Is there any reason why you wouldn't want to go ahead and get started with the Kit?"

(if not ready to start) "Here are your other options: 1) Retail price for purchasing as a customer. OR 2) Discounts for allowing me to pamper your friends & family."

