



Choices

Form to be filled out by customer's Mary Kay consultant or director.

Consultant # _____ Consultant Name: _____ Director's Name: _____

First and Last Name of prospective team member that listened to the Choices Recording (online or CD):

Prospective Team Member's email and phone number: _____

I acknowledge that my prospective team member is 18 years or older and I would be proud to introduce this person to Mary Kay herself. Someone I want to personally work with in this business.

YES

NO

(if you selected 'NO' please do not continue with this form.)

1 My prospective team member has...

Had a MK facial • Been a participant in a MK party • Been a hostess of a MK party • Never had a facial but uses the product • Does not use MK products

2 Did your prospect grow up in an entrepreneurial (1 or both parents worked for themselves) or traditional family (parents worked for others)? _____

3 What do you need most in your life right now?

4 If money was not an issue, what changes would you make in your life?

5 Where do you see yourself in 5 years?

6 Ask your prospect if an average class takes 3 hours including travel and netted \$150 profit (for example) how many could you hold per week? _____

7 If you purchased a MK starter kit, would you want it to be a hobby just for fun, or as a business to make money?

8 What inspired you the most about Linda's story? _____

9 If you meet Linda in person, what would you want to ask or tell her?

Ask your prospect to choose one or more of the following:

- I would love to order my starter kit today and am looking forward to being my own boss.
- I am interested but have questions. Can we get together to discuss this further?
- I am curious and would like to attend a success meeting where I could see examples of training and meet other MK consultants.
- I am not interested at this time, but I know someone I think could benefit from being a consultant.
- I would like to be a hostess where I could earn free MK products.
- I would like to become or remain a customer and try some new skin care products or seasonal looks.

Always appreciate your customer for listening. If she does not decide at this time to start her business, ask her permission to check back with her in 6 months regarding the opportunity. Statistics show that people's lives changed on the average every 6 months.

