



# 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 audio on the benefits of Mary Kay**

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 most about what you heard?** \_\_\_\_\_

**9 If you were to meet Mary 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.**

