



DATE _____

Name: _____

Phone: _____

1. If money were no object, what would you like to take home?

- 8 Sets for \$399 & the FREE Rollup Bag
- 6 Sets for \$299 & the FREE Rollup Bag
- 4 Sets for \$199 & the FREE Rollup Bag
- Set 1 & 2 for \$99
- Set # _____
- A la Carte _____

2. At my follow-up appointment, I would like to be pampered with:

- Color Makeover
- Skin Care Facial

3. I make it my goal to share "The Mary Kay Marketing Plan" with everyone. Below are "12 Reasons to Choose the Mary Kay Career" (either spare-time, part-time or full-time).

Mark any that appeal to you:

- Money
- Tax Breaks
- Job Security
- Career Car
- Advancement at Your Own Pace
- Family Security Plan
- Prizes, Awards & Recognition
- Flexibility
- Personal Growth
- Social Aspects
- Fulfillment of Helping Others
- The Opportunity to Dream Again

4. Based on the information above, how would you rate your interest in receiving more information about the Mary Kay career (either spare-time, part-time or full-time)?

- Definitely not for me! I want to pay full price for my products!
- Call me! I want to know more!
- Buy me a cup of coffee or frozen yogurt! Let's talk!
- Sign me up!

5. The highest compliment you can pay me is to refer me to your family and friends. Each referral listed below will receive "the gift of pampering". Who do you know that would enjoy some pampering?

Name: _____

Phone Number: _____

Relationship: _____

Call Notes: _____

Name: _____

Phone Number: _____

Relationship: _____

Call Notes: _____

Name: _____

Phone Number: _____

Relationship: _____

Call Notes: _____

Name: _____

Phone Number: _____

Relationship: _____

Call Notes: _____

Name: _____

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Relationship: _____

Call Notes: _____

