



Date: _____

Name: _____

Phone: _____

1. On a scale of 1 to 5 (with 5 being a significant difference), please rate how much softer and smoother your face feels after using Mary Kay's products.

Circle one: 1 2 3 4 5

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

- Spend \$150 with Me and Earn the Bag for FREE
- Individual Set(s) #____, #____, #____
- A la Carte _____

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

- Color Makeover
- Skin Care Facial

4. 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

5. 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!

6. 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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Call Notes: _____
