

Mary Kay Career Information Survey

Name: _____ Date: _____ Consultant: _____

Home phone: _____ Work phone: _____ Cell phone: _____

TELL ME ABOUT YOURSELF

What do you like best about your current job or situation? _____

What, if anything, would you like to change? _____

Where do you see yourself five years from now, based on your current goals or personal dreams? _____

If you could create the perfect career for you, what 2 or 3 things would be most important? _____

At this point in your life, what do you feel you need most? _____

What do you value most in your life right now? _____

Please check the box that best describes you:

>Results Oriented
 >Quick Decision Maker
 >Direct Style
 >Achievement Motivated

>People Oriented
 >Intuitive Decisions
 >Motivational Style
 >Recognition Motivated

>Family Oriented
 >Slow, Paced Decisions
 >Team Playing Style
 >Security Motivated

>Detail Oriented
 >Analytical Decision
 >Perfectionist Style
 >Service Motivated

The Six Qualities of Successful Mary Kay Consultants...Which apply to you?

Please circle the numbers that describe you!

1. They are busy people.

- *They enjoy the flexibility and no quotas of Mary Kay
- *They like earning full time pay for spare / part time activity
- *They love setting their own hours and being their own "boss"

2. They have a desire to increase their income

- *Additional income for college educations, private schools, new homes, debt repayment, dream vacations, add to savings, are just a few of the reasons women choose to begin a Mary Kay business

3. They are not the "sales type."

- *They aren't pushy or aggressive, but informative.
- *They like people and repeat business from happy clients.
- *They prefer Mary Kay's teaching approach to "selling"

4. They realize they won't build a business around just family & friends

- *They appreciate that our training will show them how to cultivate customers
- *They enjoy making new friends

5. They are family oriented.

- *They are motivated by the needs of their families.
- *They don't use their family as an excuse, but as a reason to do well.
- *They want more for their family and want to present a good example to their children.

6. They are decision makers, not procrastinators.

- *They do not allow the fear of doing something new stop them from trying
- *They realize that there's never a "perfect time" to begin something new

