

MARY KAY SHARE SHEET

QUESTIONS FOR CUSTOMER:

Customer name & phone # _____

Consultant name _____

1. TELL ME ABOUT YOURSELF-- FAMILY, JOB, HOBBIES, EDUCATION, PASSIONS, LIKES, ETC.

TELL US
A LITTLE BIT
ABOUT YOU

2. IF YOU WERE TO START MARY KAY HOW WOULD IT BENEFIT YOU MOST?
(WHAT'S 2 FAVS & WHY)

- Flexibility
- Friendships
- Extra money
- Make a difference
- Fun
- Leadership

3. WHAT WOULD MAKE YOU HESITATE, IF ANYTHING?



4. IF WE HAD JUST A FEW MINUTES TO TALK, WHAT WOULD YOU MOST WANT TO KNOW?



CONSULTANT SHARE:



CONSULTANT 2 MINUTE MK STORY
THAT RELATES TO THE CUSTOMER

Talking Points—

- Mary Kay is a solid 57 year company
- God, Family, Career Values
- Sisterhood Culture
- No territories
- No limits
- Flexibility
- 50% profit
- Low cost to start:
 - \$30 ESTART OR
 - \$130 FULL KIT WITH ESTART
 - (\$45 ADD ON SAMPLE PACK)



CLOSING QUESTIONS:

1. From what you heard, what sounds **Best** ?

2. If you were to join me in MK, what would be your strengths?

3. It's good to weigh the Pros & Cons... So, what's the worst thing that could happen if you got started? And... what's the best?



4. So, I've gotta ask- any reason why you wouldn't wanna give it a try?

(If customer needs to think about it- remind her most can decide 24-48 hours & set a time to talk again)