

The Six Qualities of Successful Mary Kay Consultants

...Which ones apply to you?

Please check each box that describes you!

1. They are busy people.

- Know how to prioritize and are excellent time managers.
- May not have 10 hours, but may have 10 minutes 3 times a day!

2. They have more month than money.

- Motivated to make more money.
- Goal-oriented and ambitious

3. They are not the sales type.

- Not pushy, but informative.
- Like people and repeat business from happy clients.
- Not aggressive; they attract, not attack



4. They don't want to build their business just around family and friends.

- Want to build a business with real customers.
- Developing clientele is covered in training and with ideas shared at weekly meetings,

5. They are family oriented.

- Motivated by the needs of their families; i.e., don't use their family as an excuse, but as a reason to..
- Want more for their family and want to present a good example to their children.

6. They are decision makers, not procrastinators.

- Sitting on the fence of indecision is very uncomfortable!
- They realize that there's never a perfect time to begin something new.
- The lights on the highway are never all green at the same time.
- They'll never really know unless they try.

Questions to help you make a thoughtful decision

- If you become a Consultant, what would you enjoy the most?
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- What assets do you have that would make you an asset to Mary Kay?
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- It takes 1 -2 hours to do an appointment. How many could you hold per week? (Refer to Weekly Planning Sheet)
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- If I teach you how to do this, do you think you can learn?
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- If I could show you how to take \$100 and turn it into \$1000 in 30 days, could you find \$100?
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- is there any reason why we couldn't get you started today?
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