

Guest Name _____ Consultant Name _____

Date _____ Phone Number _____ Interest Level _____

Has she had a recent Mary Kay facial? YES NO

If yes, what are her favorite products? _____

How does the customer know the consultant? _____

About Her

1. Tell me a little about yourself: _____

2. What does she like best about her job? _____

3. What does she like least? _____

4. What two things are most important for the perfect career? _____

5. Could she use extra money? _____

6. What does she know about MK? _____

What impressed her most from what she heard? _____

“If you were to ever join MK in a million years, what questions would you need answered before you could make a good decision for yourself?”

Close Questions

1. What would she enjoy most about Mary Kay? _____

2. What assets does she have? _____

3. Could she do this if I show her how? _____

4. First interest level: _____

5. What would it take to get her to a 10? _____

6. What is her main objection? _____

Notes:

Date/Time for Pink Sheep Test: _____

PINK SHEEP FOLLOW UP ANSWER GUIDE

1. Did you have any pink dreams? _____

2. What is the most impressive fact that continues to stand out from our call: _____

3. Have you ever considered owning your own business? _____

4. Of the six reasons women choose to start a Mary Kay business which would you enjoy the most? _____

5. Interest Level? _____

6. What would it take to get her to a 10? _____

☐ Packet Sent - Address: _____
