



Purse of Possibilities Consultant Info Sheet

Fill in this information from her questionnaire:

Name _____ Date _____
 Address _____ Zip _____
 Best Contact Number....Home # _____ Work # _____ Cell# _____
 Best Time to Call _____
 Married (Yes/No) _____ Husband's Name _____ # of Children ___ Ages: _____
 E-Mail Address _____
 Consultant's Name: _____ Director's Name: _____

Before you begin, share with her what to expect from your visit.

1. I am going to share with you some information about myself.
2. I am going to ask you to tell me a little bit about yourself
3. I am going to share some information about Mary Kay.
4. I am going to ask you if you have any questions.

As she answers the questions, write down her responses for your reference.

Tell me a little about yourself?

What do you like most about what you do?

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

If you could change one thing about your current situation, what would it be (more flexibility, appreciation, income, etc.)?

What do you value most in your life right now?

Thinking of your current job...DO YOU...

...consider it to be the career of a lifetime?	Y / N
...have flexibility in your schedule to take time off whenever you desire?	Y / N
...honestly feel you are paid what you are worth?	Y / N
...have control over your career advancement?	Y / N

After you have shared with her your Purse of Possibilities and have answered all of her questions, ask her to take a few minutes to fill out the following questionnaire.

After you have completed the interview, immediately call your director! Be sure to staple both pages together and give to your director for challenge rewards and prizes.



Purse of Possibilities Questionnaire

Name _____ Date _____
Address _____ Zip _____
Best Contact Number....Home # _____ Work # _____ Cell# _____
Best Time to Call _____
Married (Yes/No) _____ Husband's Name _____ # of Children _____ Ages: _____
E-Mail Address _____
Consultant's Name: _____ Director's Name: _____

1. Do you feel that the Purse of Possibilities was a good visual tool in presenting an overview and opportunities of Mary Kay Cosmetics? YES _____ NO _____ What, if anything, would you change or suggest about the presentation? _____

2. Do you feel your consultant enthusiastically presented her career as one that's fun, profitable, and flexible enough that anyone can do? YES _____ NO _____

3. What impressed you the most about Mary Kay Cosmetics after hearing our company information?

4. Which advantages of the Mary Kay opportunity interest you the most (circle ALL that apply)
Unlimited Income, Recognition, Personal Growth, Flexibility, Free Cars, Being Your Own Boss, Career Advancement, Tax Deductions, Friendships, More Time with Your Family, Meeting People, Positive Atmosphere, Continued Training and Partnership, and Buying Your Products at Cost.

5. If you were to choose to join Mary Kay, how much time would you allow for your business?
____ One to two hours a week _____ Three to four hours a week _____ Five to seven hours a week
____ As much as it takes (10+ hours a week)

6. Do you have any other questions or what concerns might you have? _____

How would you rate your level of interest?

- ____ A (I'm ready to make my dreams come true. Sign me up today!)
____ B (Sounds good but, I'd like to give it the "pink pillow test" and have you call me back in 24 hrs)
____ C (I'm not quite sure, I would like some more information)
____ D (I'm not currently interested in becoming a consultant, I prefer to remain a Happy Customer J)

Lastly, as part of my training, my Director may want to follow up with you. What is the best time for her to reach you _____, at # _____ within the next 24-48 hours. At this time, feel free to ask her any questions you may think of later.

Thank you so much for your time and for giving your opinion of our new Purse of Possibilities