Share a lite	tle about yourself!	Share a la	ittle about yourself!			
	Date:		Date:			
	Email:		Email:			
	Who referred you?					
	State:Zip:					
	Eye Color:	Hair Color: Eye Color:				
	Ivory Beige Bronze	Skin tone (circle one): Ivory Beige Bronze				
	Dry Normal Oily Combination		): Dry Normal Oily Combination			
	ircle one): Light Medium Full None		(circle one): Light Medium Full None			
e , 1	pout your skin?	ę , :	e about your skin?			
<u> </u>	sted in?	ε, ε	erested in?			
	Name: Phone:		as? Name: Phone:			
, , , , , , , , , , , , , , , , , , , ,	Birthday:Age:		Birthday: Age:			
I am interested in learning more about (circle		I am interested in learning more about (cir	-			
	tra Money Earning Free Product Give your sweetest, cutest girlfriends & family members a free gift of pampering!	Color Application Techniques Earning <i>Fabulous Triend</i> Write their names & numbers. Must be 21+ and * the wome who are 25+	Give your sweetest, cutest girlfriends &			
1Name & Number	11Name & Number	1 1Name & Number	11Name & Number			
2Name & Number	12Name & Number	2 Name & Number	12Name & Number			
3Name & Number	13Name & Number	3Name & Number	13 Name & Number			
4Name & Number	14Name & Number	4Name & Number	14 Name & Number			
5Name & Number	15 Name & Number	5Name & Number	15Name & Number			
6	16	6	16			
Name & Number	Name & Number	Name & Number	Name & Number			
7 Name & Number	17 Name & Number	7Name & Number	17 Name & Number			
8Name & Number	18	8Name & Number	18Name & Number			
9	19	9	19			
Name & Number	19Name & Number	9Name & Number	Name & Number			
10Name & Number	20Name & Number	10 Name & Number	20Name & Number			
INALLE & INTERDEF	INVITE & INTERDE	Indiffe & Indiffuel	INALLE & INULLER			

Discover What You Lovel WITH MARY KAY! 1. From everything you've learned about the Mary Kay Business opportunity, what's most appealing?

2. What do you need more of in your life right now? (circle all that apply)
Fun/girlfriend time Money Flexibility Making a difference in someone's life
3. On a scale of 1-4, rate your interest level in the business opportunity: (never ever) 1 2 3 4 (Sign me up!)

4. What would have to happen/change for you to be a 4? \_\_\_\_\_

5. I have the goal to get the opinion of 30 customers this month about the business opportunity. Will you be one?... Circle one: Yes Sure No

6. Mark the group of words that best describes you:

[A] for your first choice [B] for you second choice

\_\_\_\_ Results oriented, quick decisions, management, desires authority

\_\_\_\_ People oriented, enthusiastic, fun loving, desires praise & recognition

\_\_\_\_ Detail oriented, perfectionist, analytical, desires organization

\_\_\_\_ Family oriented, slow to change, loyal, desires security

7. Any questions you have about starting your own Mary Kay business?

## Mary KayLOVE IT LIST!

If money were no object, what sets would you like to have in your bathroom tonight?



Discover What You Love! WITH MARY KAY

1. From everything you've learned about the Mary Kay Business opportunity, what's most appealing?

2. What do you need more of in your life right now? (circle all that apply)
Fun/girlfriend time Money Flexibility Making a difference in someone's life
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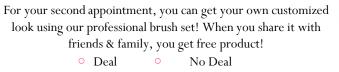
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## Mary Kay LOVE IT LIST!

If money were no object, what sets would you like to have in your bathroom tor



Foundation	Second Appointment	Products you loved!	Jailon MK
<u>Eye colors</u>			- Inter
<u>Cheek Color</u>			
Lip Color			