



Share a little about yourself!

Name: _____ Date: _____
 Phone: _____ Email: _____
 Address: _____ Who referred you? _____
 City: _____ State: _____ Zip: _____
 Hair Color: _____ Eye Color: _____

Skin tone (circle one): Ivory Beige Bronze

Your skin is (circle one): Dry Normal Oily Combination

Which foundation coverage do you prefer (circle one): Light Medium Full None

What's one thing you would like to change about your skin? _____

What products are you currently most interested in? _____

Whom may I contact about gift-giving ideas? Name: _____ Phone: _____

Wedding Anniversary: _____ Birthday: _____ Age: _____

I am interested in learning more about (circle all that apply): Wedding Services

Color Application Techniques Earning Extra Money Earning Free Product



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Fabulous Friends

Give your sweetest, cutest girlfriends & family members a free gift of pampering!

Write their names & numbers. Must be 21+ and * the women who are 25+



1 _____ Name & Number	11 _____ Name & Number
2 _____ Name & Number	12 _____ Name & Number
3 _____ Name & Number	13 _____ Name & Number
4 _____ Name & Number	14 _____ Name & Number
5 _____ Name & Number	15 _____ Name & Number
6 _____ Name & Number	16 _____ Name & Number
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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

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? _____



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Mary Kay LOVE IT LIST!

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



For your second appointment, you can get your own customized look using our professional brush set! When you share it with friends & family, you get free product!

Deal No Deal

Second Appointment

Foundation

Eye colors

Check Color

Lip Color

Products you loved!



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