

Career Talk Notebook



Date:	(circle one) Phone or In person
Name:	Home Phone #:
Consultant's Name:	
Address:	Cell Phone #: Email:

Here's the agenda for our conversation. I'd like to find out a little bit about you. I'll share about me and my journey with Mary Kay. I'll share some fast, fun facts about Mary Kay. Finally, we'll see if you have any questions and ask for your opinion at the end. Sound good? Great!

Tell me about yourself... Where you live, work, family, that kind of thing...

What do you like **most** about what you are doing right now? (job, at home w/ kids, etc)

What do you like **least** about what you are doing right now?

What brings you joy?

Tell me about a time when you were most proud of yourself. What was it about that experience that you loved the most?

If money and time were not an issue, what dream would you like to come true a year from today?

GO THROUGH PAGES OF NOTEBOOK NOW!! Then return to answer questions below!

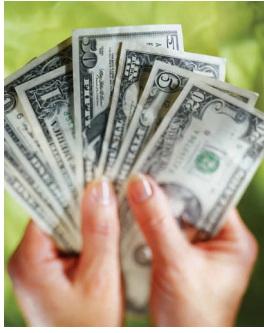
So what parts of the business that we talked about today appeal to you most? (this ? is asked on the last page of notebook, write their answers below)

If you were ever going to consider Mary Kay, what concerns or questions would you have?

If I were to give you a scale from 1 to 10 - 1 meaning 'I would rather eat dirt & die than ever be a part of Mary Kay,' and 10 being 'I would love to start today!' where would you place yourself on that scale? (No 5's - I don't know what that means!)

Next Step _____

Guest to a meeting or event Host a party Watch video about MK opportunity
 Recruiting folder Listen to recruiting hotline Send E-link



Money & Income Potential

Do you know how I earn money as a consultant in Mary Kay?

*Paste a commission check here!
One of your accomplishment sheets will be on the
page to the right!*

3 Avenues of Income in Mary Kay

1. Sale of Product—Skin Care Classes & Facials, Website Orders & Reorders

50% Commission—the highest direct sales commission paid. Our product is consumable, like milk or bread, so reorders are a part of our income.

2. Team Building—Paid directly from Mary Kay Corporate

4% commission on your first team member from Mary Kay, 5 or more team members—
9% or 13% commission

3. Career Car Program—Choose the car or cash

Cadillac CTS or DTS or \$900 a month

Black Ford Mustang

Chevy Equinox or Toyota Camry or \$500 a month

Chevy Malibu or \$375 a month



Tax Benefits

Do you get to write off any expenses in your current career?

Would it be beneficial if you could keep more of the money you make?

Tax Deductions & Benefits in Mary Kay

- Automobile Costs—Deduct 55 cents per mile for business-related travel.
- Telephone—Your cell phone can be your main business line.
- Entertainment and Travel—Deduct costs when primarily for your Mary Kay business.
- Show Supplies—samples, cotton balls, showcase, business use products, etc.
- Office Supplies—printing, postage, paper, pens etc.

Earn a Free Car!

How would a free car be a benefit to you and your family?
Would you be surprised to know that Mary Kay has the 2nd largest fleet
of cars on the road today next to the government?

Consultant Cars: White Chevy Cruze
Cash Compensation- \$375 a month



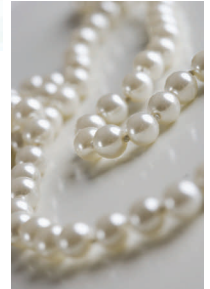
Director Cars:
Toyota Camry or
Chevy Equinox
Cash Compensation- \$500



Director Cars: Black Mustang



Director Cars: Pink Cadillac—SRX or CTS
Cash Compensation-\$900 a month



Prizes & Recognition

Do you feel appreciated in your current career?

Do you win prizes?

How often are you recognized for your accomplishments & successes?

Paste pictures of prizes you have won or are earning or pictures of you being recognized at an event here.

Personal Growth & Self Confidence



Would your life look different if you could double the amount of self-confidence you have?
How would it be different?

Paste pictures from your meeting, or other events in MK!

If your life continues exactly as it is right now, will you experience personal growth and gain more confidence?



Friends

Would you love to expand your
current circle of friends?

Do you feel like you have a chance to
really connect with
positive women in your daily life?

Paste pictures of your MK friends here!

Flexibility



Would you like more control over your current work schedule? Are your priorities in life reflected in your schedule? Do the most important things like family and friends come first?

Pictures of family & friends here. On opposite page, put a weekly plan sheet with MK appointments highlighted (best if from the week of your accomplishment sheet).

Mary Kay's company philosophy is faith first, family second, and career third. We also run our businesses according to the golden rule. Would a work environment with these values appeal to you? Why?

What parts of the business appeal to you most?

- . Money
- . Tax Benefits
- . Free Car
- . Prizes & Recognition
- . Self Confidence & Personal Growth
- . Friends
- . Flexibility

