

# The 6 Qualities of Successful Mary Kay Consultants

From NSD Joan Brunner Newsletter

1. They are busy people  
They know how to prioritize. They are good time managers.  
They are easier to train.  
The average Consultant works full-time is married and has two children.
2. They have more month than money.  
Therefore they are motivated to make more money.  
They are goal oriented and ambitious.  
They can find access to some money.
3. They are **not** “The Sales Type”  
They are not pushy but informative  
They like people and want repeat business from happy clients  
They are not aggressive – attract not attack.
4. They do not know a lot of people.  
We know no one gets rich off friends and family.  
They want to build a business with real customers.  
Developing clientele is covered in training and with ideas shared at weekly meetings.
5. They are family oriented.  
Motivated by the needs of their families.  
They do not use their family as an excuse, but as a reason to do well.  
They want more for their family and want to present a good example to their children.
6. They are decision makers, not procrastinators.  
There is never a good time for something new.  
The lights on the highway are never all green at the same time.  
They take one step at a time, in her own time.  
They are not victims of circumstances.

**Can you see yourself in one of these categories?**