



Name: \_\_\_\_\_ Date: \_\_\_\_\_ Phone: \_\_\_\_\_

1. On a scale of 1 to 5 (with 5 being a significant difference), please rate how much softer and smoother your face feels after using Mary Kay's products.

Circle one: 1 2 3 4 5

2. If money were no object, what would you like to take home?

- TimeWise Miracle Set (Sets 1 & 2)
- 4 Sets
- 6 Sets
- 8 Sets
- Individual Set(s) #\_\_\_\_, #\_\_\_\_, #\_\_\_\_

3. What would you like to learn at your follow-up appointment?

- Seasonal Color Update
- Customized Color Application
- Body Care Needs
- Other Skin Care Needs: \_\_\_\_\_

4. At your follow up appointment, would you be interested in earning FREE products?      Yes      No

5. I make it my goal to share "The Mary Kay Marketing Plan" with everyone. Below are "12 Reasons to choose the Mary Kay Career" (either spare-time, part-time or full-time):

- Money
- Tax Breaks
- Job Security
- Career Car
- Advancement at Your Own Pace
- Family Security Plan
- Prizes, Awards & Recognition
- Social Aspects
- Fulfillment of Helping Others
- The Opportunity to Dream Again

6. Based on the information above, how would you rate your interest level in receiving more information about the Mary Kay career (either spare-time, part-time or full-time)?

- Definitely not for me! I want to pay full price for my products!
- Call me! I want to know more!
- Buy me a cup of coffee! Let's talk!
- Where do I sign? I want to make lots of money!

7. The highest compliment you can pay me is to refer me to your family and friends. Each referral listed below will receive "the gift of pampering" and a gift certificate to redeem toward FREE product at their appointment. Who do you know that would enjoy some pampering?

Name: \_\_\_\_\_

Phone #: \_\_\_\_\_

Relationship: \_\_\_\_\_

Call Notes: \_\_\_\_\_

\_\_\_\_\_

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