

# UNDERSTANDING PERSONALITY AND BEHAVIOR TYPES

There are four boxes below. Cross out the one box where **none** of the words describe you. Then select **two** of the boxes that describe you best.

<b>FUN FACTS ABOUT YOUR BEHAVIOR STYLE</b> Choose a focus of home or work (circle one)			
QUICK DECISION MAKER ADVENTUROUS/COMPETITIVE EASILY BORED RISK TAKER SPEAKS DIRECTLY LIKES TO BE IN CHARGE DECISIVE	MAKES FRIENDS EASILY LOVES RECOGNITION ENTHUSIASTIC TALKATIVE OUGHTGOING, SOCIAL, WARM & TRUSTING, OPTIMISTIC PEOPLE ORIENTED	FAMILY FIRST PRIORITY LOYAL LOW KEY – EASY GOING CONSISTENT & PREDICTABLE THINKS ABOUT CHANGE GREAT LISTENER SUPPORTIVE	QUALITY CONTROL NEEDS FACTS PRECISE, REFLECTIVE, RESERVED DETAIL & TASK ORIENTED AVOIDS DIRECT CONFLICT WORKS TO AVOID MISTAKES
<b>Direct - D</b>	<b>Inspirational - I</b>	<b>Security - S</b>	<b>Conscientious - C</b>
ARE YOU... _____ FAST PACED? _____ SLOW PACED?		ARE YOU... _____ TASK ORIENTED? _____ PEOPLE ORIENTED?	Are your <b>MAIN INTERESTS</b> _____ Inner world of concept and ideas OR _____ Outer world of people and things.

## FACTS AND FIGURES ABOUT A MARY KAY CAREER

<p><b>PRODUCT MARKETING:</b> The first avenue of income is selling products. You can market products several ways:</p> <p>~ <b>On The Face</b> ~ Skin care classes and facials where women try before they buy.</p> <p>~ <b>On The Go</b> ~ Quick, 15 minute show, tell and sell appointments.</p> <p>~ <b>On Paper</b> ~ Sales from promotional brochures and the preferred customer mailings.</p> <p>~ <b>Online</b> ~ Your own Mary Kay Personal Web Site is an easy way for your customers to place orders 24/7.</p> <p>~ <b>On With The Show</b> ~ Group selling appointments like collection previews, open houses or spa nights.</p>	<p><b>REASONS WHY WOMEN CHOOSE MARY KAY AS A CAREER.</b></p> <ol style="list-style-type: none"> <li>1. God, family, career philosophy</li> <li>2. Money</li> <li>3. Prizes, awards, recognition</li> <li>4. Be your own boss/self advancement</li> <li>5. Flexibility</li> <li>6. Insurance--medical/life</li> <li>7. Tax advantages &amp; deductions</li> <li>8. Car program--free use of MK car and 83% of insurance</li> <li>9. No territories, quotas, franchises or pyramids</li> </ol> <p><b>CIRCLE THE ONES THAT APPEAL TO YOU!</b></p>
<p><b>LEADERSHIP POTENTIAL</b></p> <p>Senior Consultant: 1-2 active personal Team Members. Receive 4% commission.</p> <p>Star Recruiter: 3-4 Active Team Members</p> <ul style="list-style-type: none"> <li>* 4% Commission</li> <li>* Receive \$50. bonus towards your Company Red Jacket</li> <li>* Receive \$50. CASH Team building bonus with each additional team member after 4.</li> </ul> <p>Team Leader: 5 ~ 7 active personal Team Members</p> <ul style="list-style-type: none"> <li>* 9%-13% Commission</li> </ul> <p>Future Director/DIQ ~ 8 or more active personal Team Members</p> <ul style="list-style-type: none"> <li>* 9% to 13% Commission and can earn use of car at this level.</li> </ul> <p>Directorship: 13% Commission + Bonus (Exec. income)</p> <p>NSD: Family Security + lots of millionaires!</p> <p><b>CAN YOU SEE YOURSELF IN LEADERSHIP?</b></p> <p><b>YES!                      NO                      MAYBE</b></p>	<p><b>HOW WE GET STARTED</b></p> <ol style="list-style-type: none"> <li>1. Fill out an agreement</li> <li>2. Purchase Beauty Case for only \$100 + tax + \$8.35 shipping (approximate \$350 retail value)</li> <li>3. 100% Customer Satisfaction Guarantee</li> <li>4. 90% Buy Back Guarantee within first year</li> <li>5. Local education classes</li> </ol> <p><b>COULD THIS CAREER BE FOR YOU?</b></p> <p><b>Circle one:            YES                      NO                      MAYBE</b></p> <p>Is there any reason why we can't get you started today?</p>

ON A SCALE FROM 1 TO 4, HOW WOULD YOU RATE YOUR LEVEL OF INTEREST? (CIRCLE ONE)

1 (I am ready)    2 (I need to think about it)    3 (I need more information)    4 (I am not interested)

NAME: \_\_\_\_\_ ADDRESS: \_\_\_\_\_ CITY \_\_\_\_\_ ZIP \_\_\_\_\_

PHONE (H) \_\_\_\_\_ Phone WORK \_\_\_\_\_ OCCUPATION: \_\_\_\_\_

I CURRENTLY USE MARY KAY: (Circle one): YES    NO