

WHAT IS THE MOST IMPORTANT THING TO  
HAVE FOR A SKIN CARE CLASS?

Enthusiasm	12
Go Kit/Demo products	38
Guests with skin	16
Positive/Fun Attitude	26
Products to buy	8

IF YOU HAD TO PICK ONE MARY KAY  
PRODUCT TO TAKE WITH YOU IF YOU WERE  
A CONTESTANT ON SURVIVOR, WHAT  
WOULD IT BE?

Cleanser	33
ExEm Night Cream	14
Lip Balm	15
Moisturizer	22
Sunblock	16

## WHAT IS THE BEST THING ABOUT SEMINAR?

Awards Night	7
Inspiration/Motivation	19
Seeing old/making new friends	37
Seeing the top Dir/NSD's	8
The excitement	14
Training	15

## WHAT IS YOUR FAVORITE MARY KAY PRODUCT?

<b>Day/Night Solution</b>	<b>11</b>
<b>ExEm night cream</b>	<b>7</b>
<b>Foundation</b>	<b>8</b>
<b>Lipstick</b>	<b>6</b>
<b>Satin Hands</b>	<b>8</b>
<b>Satin Lips</b>	<b>6</b>
<b>TimeWise</b>	<b>44</b>
<b>Velocity</b>	<b>9</b>

WHAT IS THE BEST THING ABOUT YOUR SPOUSE HAVING MARY KAY IN YOUR LIVES?

<b>Can stay home/kids</b>	<b>6</b>
<b>Free car</b>	<b>5</b>
<b>Keeps her busy</b>	<b>6</b>
<b>Looks great/smells great</b>	<b>6</b>
<b>Makes her happy</b>	<b>27</b>
<b>Money</b>	<b>10</b>
<b>Personal growth/self esteem/self confidence</b>	<b>40</b>

WHAT IS ONE OF THE MOST IMPORTANT  
FACTS ABOUT THE COMPANY MARY KAY?

Best selling brand	20
Faith first, family second, career third	55
Golden Rule	17
No glass ceilings	8

NAME ONE THING THAT DESCRIBES THE  
POSITION OF TEAM LEADER?

<b>Caring</b>	<b>10</b>
<b>Eligible to go target for the Grand Am</b>	<b>10</b>
<b>5 active</b>	<b>20</b>
<b>Leader/mentor</b>	<b>23</b>
<b>Moving up</b>	<b>22</b>
<b>9% or 13% commission</b>	<b>7</b>
<b>Red Jacket</b>	<b>8</b>

WHAT IS THE MOST IMPORTANT PART OF  
AN I-STORY?

How it has changed your life	40
Make it from the heart/be sincere	15
Needs to be memorized	20
Relate to them	15
Why you got started	30



WHAT DO YOU CONSIDER THE BEST PART  
OF YOUR MARY KAY CAREER?

Flexibility	40
Golden Rule	30
Meeting/working with new people	40
Personal growth	10
Unlimited Money	10

WHAT IS THE MOST IMPORTANT THING TO  
PACK FOR SEMINAR?

<b>Business Attire/Dir Suit/Red Jacket</b>	<b>4</b>
<b>Camera</b>	<b>12</b>
<b>Comfortable Shoes</b>	<b>53</b>
<b>Evening Gown</b>	<b>5</b>
<b>Extra nylons</b>	<b>6</b>
<b>Notebook</b>	<b>10</b>
<b>Your own MK products</b>	<b>10</b>

## WHAT IS YOUR BEST SELLING TIP?

<b>Close the sale</b>	<b>9</b>
<b>Enthusiasm about the products</b>	<b>13</b>
<b>Great customer service</b>	<b>12</b>
<b>PCP/free gift with purchase</b>	<b>6</b>
<b>Samples</b>	<b>14</b>
<b>Sell sets</b>	<b>8</b>
<b>Sell up</b>	<b>6</b>
<b>Tell/ask everyone</b>	<b>20</b>
<b>Wear MK products yourself</b>	<b>12</b>

## WHAT IS YOUR BEST RECRUITING TIP?

<b>Ask everyone</b>	<b>64</b>
<b>Be honest from the heart</b>	<b>8</b>
<b>Follow up</b>	<b>6</b>
<b>4 pt recruiting plan</b>	<b>6</b>
<b>Have a full datebook</b>	<b>6</b>
<b>Tell them we buy our products at cost</b>	<b>10</b>

WHAT IS THE FIRST THING YOU SHOULD DO  
WHEN YOU GET A NEW RECRUIT?

Call your director	14
Give her a big hug and congrats	18
Talk about inventory options	14
Take her to your meeting	20
Tell her when new consultant training is	34

## WHAT IS YOUR MOST IMPORTANT SELLING TOOL?

Belief in what you sell	14
Look/beauty book	14
Product knowledge	10
The Products	11
Samples/Try before you buy	36
Yourself	15

WHAT IS YOUR MOST IMPORTANT RECRUITING  
TOOL?

<b>Audio/Video Tapes</b>	<b>23</b>
<b>Believing in the products and the company</b>	<b>6</b>
<b>Company literature</b>	<b>16</b>
<b>Enthusiasm</b>	<b>13</b>
<b>Recruiting notebook</b>	<b>10</b>
<b>The ability to listen</b>	<b>5</b>
<b>Weekly accomplishment sheets</b>	<b>6</b>
<b>Your own success</b>	<b>21</b>

**WHEN YOU THINK OF MARY KAY ASH, WHAT IS  
THE FIRST THING THAT COMES TO MIND?**

Angel	4
Determined	7
Enriched women's lives	21
Her Christian faith	16
Her sayings	14
Integrity	6
Pink caddy's	5
Role model	3
Sweet	4
Unconditional love	20