

Career Survey



Name: _____

Referred by: _____

Occupation: _____

Date: _____

Address: _____

Phone (Day): _____

Phone (Evening): _____

City, State, Zip: _____

Best time to reach you: _____

Do you use Mary Kay products? Yes No

If Yes, how long? _____

Did You Know?

Yes or No

For over a decade, Mary Kay has been the best selling brand of skin care and color cosmetics in the US. _____

There are approximately 12,000 career car qualifiers in the Mary Kay sales force. More than 94,000 cars have been awarded by Mary Kay, Inc. since the inception of the program. _____

Over 200 Mary Kay Independent National Sales Directors in the US have earned more than \$1 Million in commissions. _____

Mary Kay has been named 3 times to *The 100 Best Companies to Work for in America?* (1984, 1993, 1998) and one of the *10 Best Companies for Women to Work For*. _____

Mary Kay, Inc. was one of 20 companies profiled in the 1996 book, *Forbes Greatest Business Stories of All Time*, Mary Kay Ash was the only woman business founder included. _____

Mary Kay neither conducts nor causes testing of its products or ingredients on laboratory animals. _____

Reasons Women Begin Mary Kay Careers

Please check all that appeal to you

- Flexibility — More personal and family time
- Security
- No Quotas
- No Franchise or Pyramid
- Be your own boss and work from home
- 50% discount on all personal purchases
- More Money
- Company philosophy of God 1st, Family 2nd and Career 3rd
- No Territories — Sell and build teams anywhere
- Prizes, Trips, Status, Recognition!
- Tax Deductions
- Earn the use of a career car
- Personal Growth and self esteem

Qualities for Success in Mary Kay

Select as many as you want that describe you.

- I am busy
- I am not the "sales type"
- I have more money than money
- I know fewer people than I would like to know
- I am family focused
- I am a decision maker

How Would You Describe Yourself?

Number these four sentences from 1-4 with 1 being most like you.

- _____ Results oriented — I make quick decisions, I like to be the best, time is valuable; I'm to the point
- _____ People oriented — I love to talk, am enthusiastic, and I love prizes and recognition
- _____ Family oriented — I'm slow to change, like security, I go by the rules and am loyal
- _____ Detail oriented — I can be a perfectionist, am analytical, and I take time to make changes

If you were to begin a Mary Kay career, how much time would you invest each week?

Spare Time (2-4 hours) _____ Part Time (5-8 hours) _____ Full Time (9-20 hours) _____ Career (20+ hours) _____

In considering the Mary Kay career, how would you rate your interest on a scale from 1-10?

Not at this time			Possibly			Interested		I'm Ready!	
1	2	3	4	5	6	7	8	9	10