****

**MARY KAY - GUESTS**

**Name:**

**Date:**

**Address:**

**Phone:**

**Best time to call:**

**My Consultants Name:**

**Her Director’s Name:**

**My Current Occupation:**

**What I like best about my job:**

**What I like least about my job or change if I could:**

1. **What impacted you most about the speakers:**
2. **What three things about our company makes the most impact on you:**
3. **What benefits might you need or want from a MaryKay business now or in the future:**
4. **What do you value most in your life right now:**
5. **What qualities do you have that represent our company well:**
6. **If you could have a dream, come true, what would it be:**
7. **What concerns if anyone hold you back from choosing MaryKay as a part-time or full-time career currently:**

 **With training would that concern be overcome:**

**Who do you know who might enjoy hearing about this MaryKay as a career opportunity at no obligation:**

**Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ #\_\_\_\_\_\_\_\_\_\_**

**Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ # \_\_\_\_\_\_\_\_\_\_**

**From time to time direct or ask a small group of people selected with a questionnaire sheet to get together with her and her beauty consultant if your profile is selected would you meet with them for coffee? Yes or No**

1. **Means “ABSOLUTELY” I am interested, and with your help I’m willing to try!**
2. **Means “BOOK ME” for a second appointment. I have questions and I would love to talk more!**
3. **Means “COULD BE” for me down the road. Until then I would love to be your customer!**