

NEW CONSULTANT INVENTORY WORKSHEET

1. Do you have the resources to purchase Mary Kay inventory?

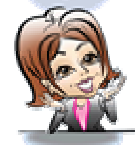
(Resources to purchase inventory: credit card, personal loan, savings, loan from family, etc.)

Yes _____ No _____



2. What are your Mary Kay goals?

Check the best answer from each category:



APPOINTMENTS

- 3 or more appointments per week (10+ Hours per Week) _____ (3)
- 1-2 appointments per week (5-7 Hours Per Week) _____ (2)
- 2-3 appointments per month (9-10 Hours Per Month) _____ (1)
- 1-2 appointments per month (5-7 Hours Per Month) _____ (0)

SUCCESS TRAININGS

- I am committed to attend training each week. _____ (3)
- I plan to attend training twice a month. _____ (2)
- I plan to attend training when it fits into my schedule. _____ (1)
- I do not plan to attend training. _____ (0)

LONG RANGE GOALS

- I would like to earn the use of a Mary Kay car, or become a Director _____ (3)
- I would like to replace my full-time income _____ (2)
- I would like to build a solid base of customers. _____ (1)
- I will mainly use the product for myself, rarely doing appointments _____ (0)

DESIRED MONTHLY PROFIT

- \$1200 and Up _____ (3)
- \$400 to \$1199 _____ (2)
- \$100 to \$399 _____ (1)
- No Monthly Profit _____ (0)



TOTAL Points

CALCULATE YOUR POINTS TO SEE THE INVENTORY LEVEL SUGGESTED

- 12 Points—Career, Professional or Premium Package
- 10-11 Points—Superior Package
- 6-9 Points—Superior or Enhanced Package
- 3-5 Points—Basic Package
- 0-2 Points—Personal Level (personal use items package)

See the *Ready, Set, Sell! Inventory Options* brochure for a visual representation of the approximate volume of products in each package and for the bonuses available based on your initial order.
See the current *Consultant Order Form* for the current monthly bonuses.