

**we LOVE**

getting to know YOU!

*please tell us a little about yourself*



NAME: \_\_\_\_\_ BIRTHDAY: \_\_\_\_\_  
 CELL: \_\_\_\_\_ ANNIVERSARY: \_\_\_\_\_  
 EMAIL: \_\_\_\_\_ OCCUPATION: \_\_\_\_\_  
 ADDRESS: \_\_\_\_\_ CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

Hair Color: \_\_\_\_\_ Eye Color: \_\_\_\_\_ Skin Tone: **Pink Yellow Olive Brown Deep-Brown Black** (circle one)

Is your skin **Dry Normal Oily** (circle one) For foundation coverage, do you prefer **Light Medium Full None** (circle one)

What's one thing you would change about your skin? \_\_\_\_\_

What products are you currently most interested in? \_\_\_\_\_

Whom may I contact about gift-giving ideas? NAME: \_\_\_\_\_ CELL: \_\_\_\_\_

Who referred you? \_\_\_\_\_



*You can give away gift cards  
to your fabulous friends!*



# Fabulous Friends Game

WHAT WOMEN DO YOU  
KNOW WHO ARE LEADERS?

1. \_\_\_\_\_  
NAME & CELL

5. \_\_\_\_\_  
NAME & CELL

9. \_\_\_\_\_  
NAME & CELL

13. \_\_\_\_\_  
NAME & CELL

17. \_\_\_\_\_  
NAME & CELL

WHAT WOMEN DO YOU KNOW  
WHO GO ABOVE & BEYOND?

2. \_\_\_\_\_  
NAME & CELL

6. \_\_\_\_\_  
NAME & CELL

10. \_\_\_\_\_  
NAME & CELL

14. \_\_\_\_\_  
NAME & CELL

18. \_\_\_\_\_  
NAME & CELL

WHO DO YOU KNOW  
WHO TRULY LOVE PEOPLE?

3. \_\_\_\_\_  
NAME & CELL

7. \_\_\_\_\_  
NAME & CELL

11. \_\_\_\_\_  
NAME & CELL

15. \_\_\_\_\_  
NAME & CELL

19. \_\_\_\_\_  
NAME & CELL

WHO DO YOU KNOW  
WHO IS COMPETITIVE?

4. \_\_\_\_\_  
NAME & CELL

8. \_\_\_\_\_  
NAME & CELL

12. \_\_\_\_\_  
NAME & CELL

16. \_\_\_\_\_  
NAME & CELL

20. \_\_\_\_\_  
NAME & CELL

**I LOVE to give women choices—and I really LOVE to help them save! 3 Ways You Can Save :**

**1) Today's Specials    2) Book a Beauty Escape and up to \$50+ FREE!    3) Listen for a Lipstick**



### **TW Miracle Set 3D**

Age Minimize 3D 4-1 Cleanser  
Age Minimize 3D Day Cream  
Age Minimize 3D Night Cream  
Age Minimize 3D Eye Cream  
Foundation Choice

**Retail Value \$144**

**Today's Special \$130**

**SAVINGS \$14**

**BONUS:** 1 additional item at 50% Off!



### **Ultimate Miracle Set 3D**

**TW Miracle Set 3D +**  
Microdermabrasion Set  
Foundation Primer  
Foundation Choice

**Retail Value \$252**

**Today's Special \$205**

**SAVINGS \$47**

**BONUS:** FREE Travel Roll Up Bag (\$35)  
+ 2 additional items at 50% Off!



### **I Deserve It All**

**Ultimate Miracle Set 3D +**  
**Dash Out the Door Look**

Choice of Cream Eye Color  
Lip Gloss, & Mascara

**Retail Value \$311**

**Today's Special \$245**

**SAVINGS \$66**

**BONUS:** FREE Travel Roll Up Bag (\$35) +  
FREE Oil-Free Eye Makeup Remover (\$15) +  
3 additional items at 50% Off!

1. Did you have fun? \_\_\_\_\_

2. What is the biggest **change** that you noticed  
after trying the skin care?  
\_\_\_\_\_

3. What other products are you excited to try?  
\_\_\_\_\_

4. How would you like your 2nd appointment? le  
Would you like **FREE** product? (circle one)

**Yes** -I'll invite 2-5 friends (\$50+ FREE product)

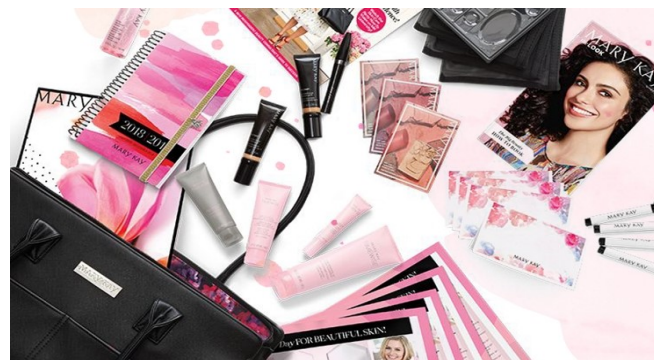
**No** -Invite me to a color clinic (no free product)

5. What do you **need** more of in your life right  
now? (circle one):

Fun/Girlfriend Time      Financial Freedom

Flexibility      Making a Difference

6. From what you learned about Mary Kay today,  
what **impressed** you the most?  
\_\_\_\_\_



### **Starter Kit JUST \$100 + tax/sh**

\*50% Profit & Savings \*No Quotas \*No Territories  
\*Freedom \*Fun \*Flexibility \*Friendship \*Fulfillment  
\*\$394 in full-size products +  
designer bag, training materials, samples

7. I have a goal to get the opinion of 12 sharp clients  
this month about the business opportunity. It may  
not be anything you're interested in, but will you help  
me by "**Listening for a Lipstick**"? (circle one)

**Yes** - I'll listen & would love to hear more!

**Sure** - not really interested but don't mind helping

Name \_\_\_\_\_ Cell \_\_\_\_\_