

GROUP CLOSE at Table

Write numbers 1-8 down the lower left side of the back of your Profile Card (show your example).

- 1) Did you have any fun today? **(YES or NO)**
- 2) When we do your follow up appointment, would you prefer we be ALONE or is there any reason why you wouldn't SHARE with a couple of friends? **(ALONE or SHARE)**
- 3) If you SHARE, would you prefer a SMALL group (3-4 friends) or a LARGE group (5-6 friends) **(SMALL or LARGE)**
- 4) Do you prefer your follow up on a particular DAY and/or TIME? Jot your preference.
- 5) If you wanted to earn money alongside your family/activities with MK, what type of consultant might you be? **Friends & Family, Part-time, or Career?**
- 6) On a scale of 1 to 4 — 1 meaning you'd rather eat dirt or run through the street naked and 4 is sign me up—where would you rate your level of interest in owning your own Mary Kay business? (And there is no 2.5!)
- 7) Is there any reason why you wouldn't help me complete a challenge by listening to a 15-minute Career Chat ? I will compensate you for your time! **(YES or NO)**
- 8) Let's go SHOPPING! I'll tell you about the things you tried, how they come and you can jot your **WISH LIST**. Put a STAR beside anything you know you want to take home with you today.