

New Independent Beauty Consultant Inventory Worksheet



Before reviewing the ordering options featured in this brochure, you may want to complete this inventory worksheet with your Independent Sales Director or recruiter. The worksheet is designed to assist you in determining your ideal inventory investment.

1. What are your Mary Kay goals? Check the answers that best apply to you:

Desired Monthly Earnings

- _____ \$1,200+ = 4 points
- _____ \$800 to \$1,199 = 3 points
- _____ \$400 to \$799 = 2 points
- _____ \$100 to \$399 = 1 point

Selling Appointments

- _____ 3 or more appointments per week = 4 points
- _____ 1 to 2 appointments per week = 3 points
- _____ 2 to 3 appointments per month = 2 points
- _____ 1 appointment per month = 1 point

Success Meetings

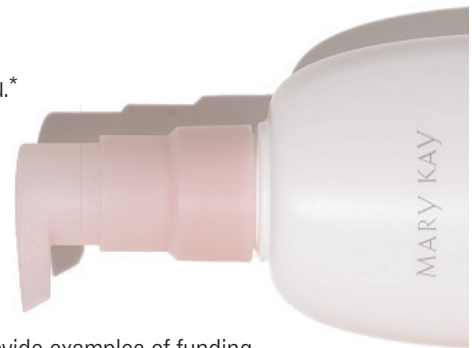
- _____ I am committed to attending success meetings each week. = 3 points
- _____ I plan to attend success meetings twice a month. = 2 points
- _____ I plan to attend success meetings when they fit into my schedule. = 1 point

Goals (check all that apply)

- _____ I would like to earn the use of a Mary Kay Career Car. = 2 points
- _____ I would like to become an Independent Sales Director. = 2 points
- _____ I would like to replace my full-time income. = 2 points
- _____ I would like to build a solid base of customers. = 1 point
- _____ I would like to have a little extra spending cash. = 1 point

2. Calculate your points to see the suggested inventory category for you.*

13 points or more:	\$3,600 wholesale category
12 points:	\$3,000 wholesale category
11 points:	\$2,400 wholesale category
8 to 10 points:	\$1,800 wholesale category
5 to 7 points:	\$1,200 wholesale category
1 to 4 points:	\$600 wholesale category



3. Would you like for your Independent Sales Director or recruiter to provide examples of funding options that have been used by others for purchasing Mary Kay® inventory? Yes _____ No _____

Name: _____

*This brochure provides a visual representation of the approximate volume and quantity of items in each category and for the bonuses available based on your initial order. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure. You are not required to place an order to become a Mary Kay Independent Beauty Consultant.