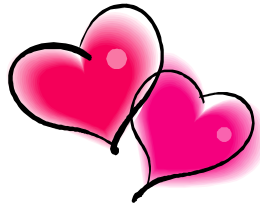


Share Your Heart, Share Your Career!



Interview Contest with NSD Linda Toupin,
now through June 30, 2010!

**Build Your Team
& Earn Chances
To Win Up To
\$1000* CASH!**



Contest is being sponsored by National Sales Director Linda Toupin, for her Area and the Adoptees who work with her. All Directors and Consultants may participate.



- There will be two separate drawings:
 1. \$1000 for the Toupin National Area.
 2. \$1000 for the Adopted Directors and Consultants that participate in Linda's events on a regular basis.
- o \$10 entry fee must be paid on line at www.lindatoupin.com or paid at the Saturday, January 9th, event.
- o Customer receives 1 chance for \$1000 CASH if she listens to the Mary Kay Opportunity and her Consultant fills out the questionnaire COMPLETELY. Consultants, Step 3 on the Interview Guide is where you will want to spend the most time. Remember: ask lots and lots of questions. Clarify her questions. Make sure you know what she is asking. Many times if you ask enough questions she will reveal more pertinent information about her "why or why not."
- o Phone interviews may count; HOWEVER they are the last resort and are NOT recommended. Face-to-face is always best.
- o Customers should expect a follow-up appreciation phone call from the Director. They should take the call or return the Director's call in order to be entered into the drawing.
- o Consultants do not have to be present on May 8th to win. However, questionnaires must be delivered to the event via a Director, Consultant, or mail.
 - o Questionnaires from January 1st thru April 30th will count.



Consultant Giveaway: If your "interviewee" is the winner of \$1000, YOU will also win CASH! This amount will be determined by the amount collected over the course of the contest, with a maximum of \$1000. Any funds over \$1000 will be divided into additional smaller drawings.



***Money will be given away at the May 8th event in Louisville, KY.**

You do not have to be present to win.

Consultant cash prize will be determined by the number of entries received, and could be as much as \$1000, too!

Enter at www.lindatoupin.com, and call me to schedule interviews!

Mary Kay Questionnaire—Your name will be entered into a drawing for \$1000!

Date _____ Consultant _____
 Prospect Name _____
 Address _____ City _____ St _____
 Home # _____ Work # _____
 Cell # _____ Best Time to Call _____
 E-mail Address _____

- Use the product yes or no
- Hostess for a party yes or no
- Literature Yes or no
- Choices CD yes or no
- Guest at event yes or no

STEP 1: Our Agenda & You

1. I'll ask you to tell me a little about yourself so I can get to know you better.
2. I'll tell you a little about me and my Mary Kay journey.
3. I'll share some facts about our career.
4. I'll answer any questions you may have.
5. Because we've done the other 4, I'll ask you if you'd like to work with me.

Tell me about yourself (family, job, education, hobbies, etc):

What do you like best about what you do? What would you change, if anything?

What do you need most in your life right now?

Where would you like to see yourself 5 years from now?

Are you a person that sees a cup 1/2 full or 1/2 empty?

STEP 2: Me

Let me tell you a little about myself, and why I love what I do!

STEP 3: The Facts

If I only had 5 minutes to share some facts with you about a Mary Kay career, what would you want to know?

MARKETING PLAN POINTS

No Territories/No Quotas
 Golden Rule Philosophy & Priorities: God, Family, Career
 Flexibility/Be Your Own Boss
 Advance at your own pace
 Safety Net: 90% Buyback Guarantee on inventory
 Safety Net: 100% Guarantee on products
 Confidence and Self Esteem/Recognition & Prizes
 Training
 \$100 Gets You Started!
 Which appeals to you the most?

Qualities we look for in a Team Member:

1. Busy person
2. Doesn't know a lot of people
3. Is NOT the sales type
4. Has "more month than money"
5. Family oriented
6. Decision maker

STEP 4: Your Questions

What strengths do you have that would make you a good consultant?

With the proper training, do you feel that you could learn to do what I do?

Do you have any other questions that I did not answer?

STEP 5: The Close

On a scale from 1-10 What is your interest level in becoming a NEW beauty consultant? (10 I want to start today.) ____ If not 10 what would need to change in your life for your # to become a 10?

Director Name and phone number

Consultant Name and phone number