SEVEN KEY QUALITIES FOR SUCCESS

1. **WE ARE BUSY PEOPLE!!** Busy people get the most done!!
   --They know how to prioritize, manage their time, get things done!
   --The average consultant (over 75%) work full time, is married with 2 children & very busy!

2. **WE ARE NOT “THE SALES TYPE!!”**
   --We are not pushy but informative.
   --We like people and want repeat business from happy customers.
   --We are not aggressive. We attract, not attack!

3. **WE DON’T ALWAYS KNOW A LOT OF PEOPLE!**
   --That is okay. Nobody gets rich off of family and friends! (Don’t they always want to get something for nothing or want to know how big their discount is?)
   --Mary Kay is a wonderful way to meet people.
   --Developing customers is covered in training, plus we give you lots of ideas at weekly meetings.

4. **WE ARE FAMILY ORIENTED!**
   --We are motivated by the needs of our families.
   --We don’t use our family as an excuse, but as a reason to do well!
   --We want more for our family and want to set a good example for our children.
   --We want to pass on a good work ethic. More is caught than is taught!

5. **MANY HAVE MORE MONTH THAN MONEY!!**
   --Therefore, they are motivated to make more money!
   --They are goal-oriented and ambitious.
   --They can find access to some money. (Women can be very creative with finances!)

6. **WE ARE HAPPY WITH OUR LIVES but ARE LOOKING FOR SOMETHING MORE!**
   --Some desire more self-confidence and personal growth.
   --Some feel they lost their own identity as Mom, wife, etc.
   --Some want to make a difference & build positive relationships while doing it!

7. **A DECISION MAKER!!** Successful women take advantage of opportunities.
   --We know there is never a perfect time to begin something new. You NEVER have 100% of your time freed up! The lights on the highway are never all green at the same time!
   --We take one step at a time on our own timetables, at our own pace.
   --We know, you will never really know, unless you try.

**HOW MANY OF THESE QUALITIES APPLY TO YOU?**
If you have 2 or more of these qualities, you should take a serious look at a Mary Kay Career for you!