

Six Qualities We Look for in a Beauty Consultant

#1 - We Look For Busy Women

"Busy people get more done!" The first quality that I look for is a **busy** person, because busy people are good time managers and they know how to **prioritize** and **juggle** lots of tasks and still maintain a **balance**. You may or may not have ten hours a week, but you may have 15 minutes three times a day. In Mary Kay, you don't have to devote huge blocks of time; you can work it in around your other priorities in life. We call it "**balanced commitment**."

#2 - We Look For Women Who Don't Know A Lot of Other Women

The second quality we look for is someone **who doesn't think she knows a lot of people**. Family and friends are a great place to start. I recommend you quickly move on to what we call **real customers**; and, if you're willing to expand your **comfort zone** just a little bit, I'll show you how.

#3 - We Look For Women That Aren't the Sales Type

The next quality that I think is important is someone **who is not the sales type**. Pushy people don't do well in Mary Kay. In Mary Kay we want you to have a strong reorder business and **build relationships**. We **teach** skin care and show our customers how to use our products and then let them make an **educated decision**.

#4 - We Look For Women Who Have More Month Than Money

The next thing I look for is someone **who has more month than money**. I want someone who has financial goals. Could you get excited about: reducing debt, saving for the future, contributing to your family's extras, and having control over your income?

#5 - We Look For a Woman Who is Family Oriented

I also look for someone who is **family oriented** ... because you'll do a lot more for your family than for yourself. Most of us want more for our families; but there are two types of people ... those who use their families as **excuses** and those who use them as **reasons** to accomplish more. I'm sure you want wonderful things for your family; and I believe that you understand the concept of **short-term commitment for long-term rewards**. I want a person who wants more for her family and will **use Mary Kay** to help achieve that.

#6 - We Look for Decision Makers!

Last but not least, I look for a **decision maker** ... **one who does not procrastinate**. Some feel they need to think about it, and a year later they are in the same situation. You're probably considering the Mary Kay opportunity at one of three times in your life: You will either be in the *middle* of a crisis. Or you will be *finishing* your current crisis. Or you will be about to *start a new one*! For women, the **crisis atmosphere** just never really goes

away; and it rarely seems like an ideal time to add something more. Our lives are always **happening around us**, and we can't put important things on hold until things are smooth. So waiting a couple of weeks or a month or a year just **doesn't make a difference**, does it?