

Mary Kay on Mary Kay

1. What did Mary Kay Ash ask her Mom to help her cook? What was the lesson?
Potato soup and "You can do it"
2. What did Mary Kay think about competition?
You need to learn how to win and how to loose, not just how to win
3. A) If you are going to an event and are responsible for bringing a pie and an emergency arises, what do you do?
Get the pie to the event
B) Draw a window and put anything on the window you want.
Look for creativity
4. What does P&L stand for?
People and Love
5. A) What was the company's first headquarters address?
Exchange Park
B) How big was the space?
500 square feet
C) When was it opened?
September 13, 1963
D) How many consultants started the company?
Nine
E) On the grand opening what did they style?
Wigs
6. It is 60 days before you are about to open your business and your husband dies, do you still open your company? YES
7. Why would a person jump around like a gorilla?
This is in reference to a story Mary Kay Ask talks about when she hired a motivational speaker who jumped around like a gorilla to get hik,self motivated and enthusiastic to speak to the people attending the event
8. What did Mary Kay have to say about God first, Family Second and Career third?
Reference section in Autobiography
9. Explain dollar time for penny effort
Mary Kay never believed in doing a job that would only cost you pennys for someone else to do it. you do not have the energy to give to both the laundry and the bookings
10. A) What does the sign say around everyone's neck?
Make me feel important
B)If I asked 25 of your consultants and 25 family members, how would they rate you in your ability to follow this sign?
11. How should people in Mary Kay clap? Enthusiastically!
12. What body parts should be used proportionately? Mouth and Ears
13. Explain the sandwich technique and give an example
You need to put two slices of praise between _____?

14. Complete the following phrases:

- A) The best kind of follow up is _____.
immediate
- B) Never make a _____ you can not _____.
Promise / keep
- C) Follow through requires _____ and _____.
Discipline and planning
- D) _____ moves mountains.
Enthusiasm
- E) _____ of the _____ is _____ of the _____.
Speed of the leader is speed of the gang
- F) _____ will support _____ business.
People / your
- G) _____ contributes to _____.
Pride / moral
- H) _____ fail _____ to _____.
- I) _____ happens until someone sells something.
Nothing

15. What are the three steps to training?

Teach them, Show them, Let them show you

16. You can't rest on your laurels, explain how this applies to a Director with a DIQ.

You must recruit along with her

17. The more people enjoy their work the more energy they will give it

Was this a question fill in the blank?

18. What does Mary Kay say is a common pattern of problem solving

- A) Recognize the problem
- B) Analyze it
- C) Define the solution
- D) Implement the solution
- E) Follow up and evaluate

19. Provide the numeric levels and the name of each star order

1800 Sapphire
2400 Ruby
3000 Diamond
3600 Emerald
4800 Pearl

20. What must a consultant be to collect a commission check? Active

21. What are the requirements of a 13% check?

You place a \$600 wholesale plus 5 personal team members place a \$200 wholesale order each

22. What are the requirements for a consultant to be able to submit DIQ?
- A) Be active
 - B) Have achieved Star consultant status in the quarter before or place a minimum \$1800 in Sect 1 orders in the current Star Consultant quarter
 - C) Have 10 or more active personal team members in the month prior
23. What are the requirements to complete DIQ?
- A) Qualify in one, two, three or four months
 - B) Achieve \$18,000 cumulative unit wholesale production
 - C) The DIQ must have \$1800 in cumulative wholesale production
 - D) 24 total active unit members , the DIQ is considered one of the 24
 - E) At least 10 of the 24 must have minimum \$600 cumulative wholesale, DIQ is not counted
 - F) \$4,000 minimum wholesale production each month
 - G) Unit members contribute \$14,000 towards the \$18,000
 - H) DIQ may contribute \$4,000 toward \$18,000
24. Calculate your unit volume bonus on a \$10,000 month. \$1,000
25. What is the Sate bonus for 5-9 stars in your unit? \$300
26. Name 3 out of the 6 ways you can earn a \$1,000 bonus.
- Cadillac qualification or requalification
 - Higher Circle of Achievement than the year before
 - On the move
 - Fabulous 50's
 - Honors Society
- Earn all three, On the move, Fabulous 50's and Honors society
27. How much is the wellness bonus and at what level do you earn it?
- First level bonus of \$750 for net adjusted unit wholesale production \$60,000 - \$125,000
28. What is the lowest unit production you can have to earn the life insurance bonus? How much is it?
- \$187,000 total net adjusted unit wholesale production for \$100,000 in coverage
29. When do you earn a personal team building bonus? How much is the bonus?
- When you add three or four qualified new unit members, \$300
30. A) What was Mary Kay's opinion on events? You must attend all of them
- B) How do you dress when traveling and attending events? Skirt or dress