

Qualities of a Successful Consultant

You are a busy person.

Busy people are usually the most successful because they are time managers. You know how to prioritize your time. You may not have 10 hours, but you can find 10 minutes three times a day!

You are not the “sales” type.

This business is about building relationships, providing quality products and offering valuable services. Mary Kay teaches you to be informative, not pushy. Mary Kay consultants are more like teachers than sales people.

Family is a priority.

Independent Beauty Consultants are motivated by the needs of their families and see their families not as excuses, but as reasons to be successful!

You don't have money to spare.

If you have more month than money, you are like most consultants starting out. The beauty of Mary Kay is that it only costs \$100 plus tax and shipping for the Starter Kit that equips you to start building your business right away.

You don't want to build a business on friends and family alone.

Friends and family have two questions: “What's my discount?” and “What can I get for free?” Mary Kay provides the education and tools to build clientele who want the products and personal service you have to offer.

You are an action taker, not a daydreamer.

Successful women take advantage of opportunity. They know that the only way to change their future is to act in the present. There is never a “perfect” time to begin something new!

Confidently building a group of Professional, Dynamic, Million-Dollar Minded, MEGGA Leaders who are Independently Successful, Financially Stable, Emotionally Healthy, and Physically Fit Champions!

Independent Sales Director

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