

Let's Pretend You Are a Customer

Answer True or False

1. My Consultant always delivers my order in a timely manner.
2. My Consultant offers to introduce me to new products regularly.
3. My Consultant never calls me but responds when I call her.
4. My Consultant always has to search for the products I order.
5. My Consultant sends me a birthday card every year.
6. I never receive anything from my Consultant in the mail.
7. My Consultant never invites me to model her product.
8. My Consultant regularly updates my personalized skin care program.
9. My Consultant sent me a Thank You note for my business.
10. I get a regular newsletter or Season's Best from my Consultant.
11. My Consultant always looks professional and up-to-date when I do business with her.
12. My Consultant has invited me to several special events.
13. I know how my Consultant makes money.
14. My Consultant has offered me the incredible Mary Kay Opportunity.
15. My Consultant called me 2 days, 2 weeks and 2 months after my appt.
16. My Consultant has regularly offered to show me ways I can earn product.
17. I feel confident referring my friends to my Consultant, but she never asks.
18. My Consultant is enthusiastic and I feel good when I talk to her.
19. My Consultant has offered to let me field test and give my opinion of every product line.
20. My Consultant has offered to help me learn how to best use the color right for me.
21. I never heard from my Consultant again after I purchased my skin care set.
22. My Consultant drives a free car.
23. My Consultant has high standards and she's true to her word.
24. My Consultant sold me product I don't need.
25. I don't know where my Consultant is.
26. My Consultant booked my follow-up facial after I purchased my skin care set.
27. My Consultant teaches me something new each time I have an appointment with her.
28. My Consultant makes me feel special.
29. I am a preferred client, and am treated as one.
30. My Consultant helps me save time and money!

