

Prestige Client TRACKING (DETAILED)

All 3 YELLOW columns must be checked for Client to be considered a "Prestige Client."

Name	Phone Number	Sales	1st Appointment Date Completed	Dream Session * Date Completed	Social Media/ Name Game	Why Wash Your Face with Mary Kay	1st P Question	2nd P Question	3rd P Question	4th P Question	Mary Kay Sharing Story	Individual Consultation	2nd Appointment** Date Completed	PRESTIGE CLIENT COMPLETE
1.														
2.														
3.														
4.														
5.														
6.														
7.														
8.														
9.														
10.														
11.														
12.														
13.														
14.														
15.														
16.														
17.														
18.														
19.														
20.														
21.														
22.														
23.														
24.														
25.														
26.														
27.														
28.														
29.														
30.														

"GET TO KNOW YOU" P QUESTION EXPLANATION

*Dream Sessions must be with a Director or DIQ.

**2nd Appointment can be:

- Event with friends
- Event with Director

1

PICTURE
 Tell me a little about you?
(How does she see herself ... sad or success story?)

2

PURPOSE
 What brings you joy? Puts a smile on your face?
(This tells you what will push her beyond her excuses...remind her during rough times.)

3

PASSION
 Tell me about a time in your life when you felt the not successful?
(This tells you if she is a team player or boss...both would be good)

4

POSSIBILITIES
 If time and money were not an issue and you were guaranteed not to fail, what Dream Life would you be living?
(You discover her Dream Life. Remind her regardless of her place on the Career Path. Remember life changes happen.)