

**Customer Profile:** Foundation Shade Selected \_\_\_\_\_ Color Card Used: \_\_\_\_\_  
Name \_\_\_\_\_ Date \_\_\_\_\_ Birthday \_\_\_\_\_  
Occupation \_\_\_\_\_ The best time to reach me: \_\_\_am \_\_\_pm  
Mailing Address \_\_\_\_\_ City \_\_\_\_\_ St. \_\_\_ Zip \_\_\_\_\_  
Email Address \_\_\_\_\_ Single \_\_\_ Married  
Cell Phone# \_\_\_\_\_ Home# \_\_\_\_\_ WK# \_\_\_\_\_  
Best way to reach me: \_\_\_ Cell \_\_\_ HM \_\_\_ WK \_\_\_ Email

1. **Check One Statement that best describes your skin type:**

- Dry-small pores and dull finish, little or no oil or shine
- Normal-smooth skin, balance of oil and moisture, infrequent blemishes
- Combination-smooth skin, oiliness in T-zone and dryness on outer edges of face
- Oily-large pores and shiny finish

2. **What skin care products/brands are you currently using?** \_\_\_\_\_

3. **Check one statement that best describes what you want in your skin care.**

- Fight signs of Aging
- Care for my young skin
- Acne Fighting Products

4. **My Skin Tone is:** \_\_\_\_\_ IVORY (fair) \_\_\_\_\_ Beige (med.) \_\_\_\_\_ Bronze (dark)

5. **Things I would like to change about my Skin?** \_\_\_\_\_

NOTES: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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**1. If Money were not an object what Set would you love to take home with you?**

- Basic Skin Care
- Miracle Set
- Ultimate Miracle Set
- Travel Roll Up Bag ( best deal )

**2. What is your WISH LIST? Things you would love to have FREE at your follow up?**

- Beautiful Brush Set
- Color Compact with Eye shadows/Cheek Color/Lipstick **OR**  Color Compact with Bronzing /Highlighting Powders
- Cellu Shape Contouring System
- Fragrance/Body Care Products
- Other \_\_\_\_\_

**3. Give your Friends the gift of a Complimentary Facial. Please list friends who would enjoy some extra pampering:**

Name _____ # _____	Name _____ # _____	Name _____ # _____
Name _____ # _____	Name _____ # _____	Name _____ # _____
Name _____ # _____	Name _____ # _____	Name _____ # _____
Name _____ # _____	Name _____ # _____	Name _____ # _____
Name _____ # _____	Name _____ # _____	Name _____ # _____
Name _____ # _____	Name _____ # _____	Name _____ # _____
Name _____ # _____	Name _____ # _____	Name _____ # _____
Name _____ # _____	Name _____ # _____	Name _____ # _____

**4. Would you be willing to let me share information about the Mary Kay business?**

**I will give you a free lipstick or lip-gloss for 20-30 minutes of your time!**

Yes  NO  Maybe later (\$50 in free products when you refer someone that starts her MK business)

**Your Favorite thing about today?** \_\_\_\_\_

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