The 6 Qualities of Successful Mary Kay Consultants

1. **They’re busy people.** Therefore they know how to prioritize. They’re good time managers. They are easier to train. The average Consultant works full-time, is married and has two children.

2. **They have more month than money,** therefore they’re more motivated to make more money. They are goal oriented and ambitious.

3. **They are not the “Sales Type.”** They’re not pushy but informative. They like people and want repeat business from happy clients. They are not aggressive, they attract not attack.

4. **They don’t know a lot of people.** We know nobody gets rich off of friends and family! They want to build a business with real customers. Developing clientele is covered in training and with ideas shared at weekly meetings.

5. **They are family oriented.** Motivated by the needs of their families. They don’t use their family as an excuse but as a reason to do well. They want more for their family and want to present a good example to their children.

6. **They are decision makers, not procrastinators.** There’s never a good time for something new. The lights on the highway are never all green at the same time. She takes one step at a time, in her own time.

“She considers a field and buys it; Out of her earnings, she plants a vineyard. She sets about her work vigorously… She sees that her trading is profitable.”

*(Proverbs 31:16-18 Woman of Noble Character)*

Designed by Lisa Allison