



# Listen — for a — Lip Gloss



## Team Building

There are two ways we make money in Mary Kay. The first is by selling the product & the second is by sharing the opportunity. We encourage you to take advantage of both avenues of income. Listen for a Lip Gloss is a way to share the marketing plan to others, offering them a FREE Jelly Lip Gloss for their time. Plus, your Director covers the cost of the Jelly Lip Gloss. Be selective on who you choose to have listen for a Lip Gloss. Make sure they have tried our skin care products. Think of people in your life that are unhappy at their current job, need more money, want more time with their family, or are successful in something else.

1. Have your potential new team member call in and listen to the pre-recorded Listen for a Lip Gloss line:  
951.262.2937

or

2. Do a live 3-way call with your Director

### Script...

Hi \_\_\_\_\_, I HAVE A FAVOR TO ASK! AS YOU KNOW I JUST STARTED A NEW BUSINESS WITH MARY KAY AND I NEED SOME HELP WITH MY TRAINING. IN ORDER TO COMPLETE MY NEW CONSULTANT TRAINING, I NEED TO SHARE WITH 9 WOMEN HOW THE MARY KAY OPPORTUNITY WORKS. NOW I KNOW MARY KAY IS PROBABLY SOMETHING YOU WOULD NEVER CONSIDER FOR YOURSELF, AND THAT IS PERFECTLY OKAY WITH ME. BUT I WOULD LOVE YOUR FEEDBACK ON THE OPPORTUNITY BECAUSE I HAVE ALWAYS BEEN SO IMPRESSED WITH YOU. I'LL EVEN TREAT YOU TO A FREE LIP GLOSS FOR YOUR TIME!

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