



10 Great Reasons to start your Mary Kay Career in **September**, **October**, **November** & **December**

1. You get to take the **tax benefits** at the end of the year, without doing much to earn them. It's like having a baby in December!
2. You will be able to take advantage of a **50% discount** on all of your Christmas presents for your friends and family.
3. A camera (for before and after photos), answering machine or computer are just a few of the **tax-deductible** presents you might buy yourself in December.
4. Are you going to travel to see friends and family for the holidays? Take your Go Kit, practice your **consultant skills** on them and **write off** the trip!
5. Are your relatives visiting you over the holidays? Practice your **Skin Care Class skills** on them and get part of your **Perfect** or **Power** start completed.
6. Are your friends and acquaintances going to holiday parties? Practice your **Glamour Techniques** on them and help them with a "**Holiday Look**" for their special party.
7. Let your friends and family know that your **store** and **web site** are open and you can **help them** with their last minute **stocking stuffers, office gifts and holiday gifts** complete with **gift wrapping and free shipping**. Tell them about your "**Santa Wish List**" and husband shopping helps.
8. Get some training underway so you are ready to take advantage of the **New Year** . . . when women are ready to make changes for themselves. They also have gift money to spend. Everyone is looking for a post-holiday fun thing to do. **January is one of our best sales months!** If you wait until then to start, you miss a great opportunity.
9. Over the holidays, you will see lots of people that you don't see very often. What a wonderful time to be able to tell them about **your new Mary Kay Business** and book post holiday classes **PLUS** offer the **Mary Kay Career Opportunity to them!**
10. Since Mary Kay has no territories, when you are making all of your holiday **telephone calls** to friends, keep good records because you can tell them about your **new Mary Kay career** and **write off the calls!**

