

1 - Reasons why women choose Mary Kay
(Check those that appeal to you)

- 1) Faith, Family, Career philosophy
- 2) Golden Rule
- 3) Doubling your Money
- 4) Be your own boss
- 5) Flexibility
- 6) Prizes, Awards, Recognition
- 7) Tax advantages & deductions
- 8) Advancement at your own pace
- 9) Car or Cash program - FREE use of a MK car and approximately 84% of your insurance paid. Or Cash Compensation of \$375-\$900 monthly!

Fact: More women earn over \$50k and \$100k with MK than any other company in the United States!

2 - How we make MONEY in MK
(Check those that appeal to you)

- 1) MK Appointments w/4 guests: 2-3 hours with 50% profit!
 - 1 Apt (2-4 hrs per week) = \$12k+/year
 - 3 Apts (6-8 hrs per week) = \$33k+/year
 - 5 Apts (12-15 hrs per week) = \$55k+/year
- 2) On The Go Sales! 50% profit!
- 3) Preferred Customer Catalog Sales! 50% profit!
- 4) On Line & Social Media Sales! 50% profit!
- 5) Team Building: (Sharing our amazing opportunity) 4%, 9%, 13%, & 26% Leadership Paychecks! Cash Bonuses of \$50, \$100, \$500 and more!
- 6) Tax Advantages!
- 7) Free Car Program!

3 - Questions?

- 1) What do you Value most in your life? _____
- 2) What do you Need most in your life? _____
- 3) If I could show you how to **keep** what your **Value** and **get** what you **Need**, is there any reason why you wouldn't consider the MK opportunity? _____
- 4) If you started your business and you knew you couldn't fail, what would be the two characteristics that you could bring to our company?
 - a) _____
 - b) _____

4 - "How we get started!"

- 1) Fill out the form to purchase your Starter Kit for only \$100 + tax and shipping (\$400.00+ value)
- 2) Begin your Local and On-Line Training
- 3) Purchase products to display and sell if you choose with a 90% Buy Back Guarantee your first year.

COULD MARY KAY BE FOR YOU?

- Absolutely! I would love to get started today!
- I need more information, let's talk!
- Call me tomorrow so I can sleep on it.
- I don't need any extra income, Thank You.

The Mary Kay Starter Kit! Comes with over \$400+ worth of retail product to demonstrate with and a whole lot more!!

My age group is: (18-25) (26-34) (35-45) (46-56) (57-65+)

My Occupation is: _____



CHECK THE 2 PERSONALITY TRAITS THAT BEST DESCRIBE YOU!!

<input type="checkbox"/> DOMINANCE	<input type="checkbox"/> INFLUENCING	<input type="checkbox"/> STEADINESS	<input type="checkbox"/> COMPLIANCE
Result Oriented	People Oriented	Family Oriented	Detail Oriented
Quick Decision	Love To Talk	Loyal	Perfectionist
Control People	Motivational	Slow To Change	Critical
Power-Authority	Enthusiastic	Security Minded	Analytical
Makes Own Rules	Recognition Oriented	Goes By The Rules	Slow To Change