

PINK GAME INSTRUCTIONS

By completing this short quiz—your name and my name will both be entered to win _____! I am not looking to change anyone's mind, I am simply looking for women who want a change and you can't make an informed decision without the information, correct? Please write your name, phone number and my name on this sheet. I'm going to inform you of all the things that each letter stands for and you should write down (next to the corresponding letter) your favorite thing that letter represents. There are no wrong answers and you can always cheat off the person next to you if you can't decide what to write. Let's get started!

P stands for **PRODUCT SALES** which means:

- We **earn an average of \$30-\$50 per hour** at appointments.
- We **earn a 50% sales commission** on all product sales regardless if sell one item or one thousand items.
- Our business is **recession proof** because we can all handle being broke but not broke AND ugly!
- We have a **large target market** because everyone with skin is a potential client.
- Our products are **daily consumable** since every morning you put it on and every evening you take it off—great for reorders.

Please write one of the following next to the letter "P" on your sheet: \$30-\$50 per hour, 50% sales commission, recession proof, large target market, or daily consumable.

I stands for **INCOME** which means:

- We **earn 4—26% monthly commissions + bonuses *on top of*** our sales commissions when you recommend others to start their own business.
- **Cars or Cash!** Earn the use of a company vehicle (tax, plates and 83% of your full coverage insurance for you and your spouse is paid for two years) or your choice of the cash compensation. Chevy Cruze or \$375/month cash, Toyota Camry or Chevy Equinox or \$500/month cash...the new Ford Mustang or the legendary Pink Cadillacs! CTS, SRX or \$900/month cash or the Pink Cadillac Escalade or \$1,475/month cash!
- **Monthly & Quarterly prizes** for everyone that achieves Star Sales Status. Additional prizes and world-class trips for winning Sales Directors!

Please write one of the following next to the letter "I" on your sheet: commissions + bonuses, cars, cash, or monthly & quarterly prizes.

N stands for **NOTHING TO LOSE** which means:

- MK has a **90% 'bail out'** for all consultants if you change your mind and choose a different option. We may send back orders from the last 12 months and the company will reimburse us .90 cents on every \$1.00 returned.
- **100% Customer Satisfaction Guarantee!** Corporate will reimburse us for any product we make good with our customers either via exchange or refund!
- **No quotas** (\$200 wholesale order every 3 months for your active discount, \$200 wholesale order every 6 months to earn love checks from MK corporate for being a leader, or \$200 once a year to stay in the MK computer system.)
- **No territories.**

Please write one of the following next to the letter "N" on your sheet: 90% 'bail out', 100% customer satisfaction guarantee, \$200 minimum one a year order, no quotas or no territories.

K stands for **KIT** which means:

- The starter kit **only costs \$100 plus tax and shipping!**
- You will receive **over \$410 in FREE full size products** in your kit to use to conduct your appointments.
- Enough **business supplies** to do a minimum of 30 faces.
- You will also receive over **\$150 in samples, testers, cds, DVDs, brochures, sales tickets, profile cards all in one beautiful tote!**
- **Endless possibilities:** you can do whatever you want with this business: personal use, part-time or full-time!

Please write one of the following next to the letter "K" on your sheet: only \$100, \$410 in full size product, \$150 in business supplies & samples, a beautiful black bag or endless possibilities.

Now, next to the number 1 on your sheet, please answer the following question: **What information that I just shared with you impressed you the most?**

Next to the number 2 on your sheet, please answer the following question: **Please compliment yourself and tell me why you would be good at sharing Mary Kay?**

Lastly, next to the number 3 on your sheet, please write the **letter** that best represents you: **How best can I service you?**

- Sign me up because I'm looking for a change and want to give this a try. It's only \$100 to get started in Mary Kay and not only am I a decision maker but I also like discounts!**
- Give me FREE! I would like to share my follow-up appointment with a couple girlfriends and hear more about this opportunity while shopping for FREE!**
- Just add me to your preferred customer list because I don't mind paying full-price and want to stay updated on the latest products.**
- This was fun but please don't add me to your customer list, I'll contact you when I need something.**

Thank you for taking the time to complete this fun little quiz. This has earned both of us an entry for _____! Thanks!