

YOU THINK YOU'RE SHORT OF PEOPLE TO CALL ON? THINK AGAIN!!

Whom do you know?

From your old job?
From school or college?
Because of your favorite sports or hobbies?
Because of your children's activities?
From your church?
From municipal activities?
Because you rent or own your own home?
Because you lived in other neighborhoods?
Who sold you your house?
Through your husband or boyfriend?
Who checks you out at the grocery store?
At the cleaners?
At the drugstore?
Who works at your doctor's office?
At your dentist's office?
Who was your maid of honor?
Who is your best friend?
Who works at your doctor's office?
At your dentist's office?
Who sells you clothes?
Who sells you shoes?
Who gives your children music lessons?
Who is your daughter's brownie leader?
Who waits on your table at your favorite restaurant?
Who is the fashion and beauty editor of your local newspaper?
Who cuts your hair?
Who heads your PTA?
Who bought the new house on your street?

Who is your bank teller?
Who is your florist?
Who is the nurse who looked after you in the hospital?
Who is your next door neighbor?
Who is your cleaning lady?
Who is that nice woman you met while in the dentist's waiting room?
While in the check out line at the grocery store?
Or at the bank?
Who was the bride you saw pictured in your local newspaper?
Who is your child's teacher?
Who is the secretary at his/her school?
Who did you meet while on vacation?
Who checked you into the hotel/motel?
Who sold you your glasses?
Who fills your prescriptions?
Who did you meet at the local business women's luncheon?
Who is behind the desk at your health club?
Who is the secretary at your lawyer's office?
Who served you the last time you were in the jewelry store?
The last time you bought a painting?
The last time you booked a vacation?
Who gave you decorating advice?
What woman did you read about in the business section who just got a big promotion?
Who is the receptionist at your hair salon?
At the eye doctor's?

WHOM DO YOU KNOW? THINK ABOUT IT!!

MARY KAY TAX ADVANTAGES

1. Freight, shipping and handling expenses
2. Telephone Bill
3. Interest Expenses on business loans
4. Discount Expenses (MasterCard and Visa)
5. Bank account maintenance and service charges
6. Accounting expenses (accountant and tax preparation)
7. Stationary and printing expenses
8. Sales aids and samples
9. State sales tax
10. Office supplies
11. Education (seminars and marketing meetings, etc.)
12. Postage
13. Donations
14. Auto expenses
15. Advertising expenses
16. Commission expenses
17. Rent or house payment (portion used for home office)
18. Cashier or money order fees
19. Utilities (portion used for home office)
20. Delivery expenses
21. Insurance (car, inventory)
22. Selling expenses (gifts to clients and hostesses)
23. Trade dues
24. Subscriptions
25. Wages (secretary, delivery, business errands)
26. Uniforms (clothes specific for business)
27. Cosmetics for personal use
28. Travel expenses (always do some business when you are away!)
29. Entertainment expenses
30. Repairs (for any business equipment or office space)