



Independent National Sales Director **Glinda McGuire's**
FORM FOR VISION CASTING

Tell them why you are doing this.
 Why? So they know what is available from their efforts
 in Mary Kay and so they can make an informed decision.



TEACH



Sharing the Product

- On the Face
- On the Go
- Online
- On Paper
- On with the Show

- Perfect Start (5 skin care classes or 15 faces in 30 days)
- Power Start (10 skin care classes or 40 faces in 30 days)

- Glinda's Perfect Skin Care Class:
- A. Sell sets
 - B. Book future skin care classes
 - C. Book hostess + at least 1 more for interview

This is the means to every end in Mary Kay!

You can be 20 skin care classes away from DIQ.
 That's 4 people/class x 20 classes = 80 faces.
 If you conduct 2 interviews per class = 40 interviews.
 If 1 out of 4 people close = 10 new team members!

Sharing the Marketing Plan

- Interviews
- Tapes
- Events
- Success meetings
- Literature

1 active team member = 4% commission

3 active team members = Red Jacket

5 active team members = Team Leader status and 9% or 13% plus
 \$50 team-building bonus on 4+ Team Members

8 active team members = Future Independent Sales Director
 10 active team members = DIQ

10 + you = 11 people

You now take 11 people and together grow to 24

Whatever your goal ... positive relationships, personal growth, recognition, time with family, job security, advancement opportunities, to be your own boss, make a little or big money, or achieve the position of Independent Sales Director .. the means to each is THE SKINE CARE CLASS! It is your shortcut to success!

This material was provided by Independent NSD Glinda McGuire. Her tips, suggestions and figures are based on her own experience. Naturally, the results achieved by you might be different from those discussed.

