

## P Stands for **Product Sales** • Earn \$30-50 per hour at appointments • Earn 50% Commission for all product sales **Recession Proof:** 'we can all handle being broke, • BUT NOT broke AND ugly'! • Large Target Market: Everyone with skin is a potential client! • Daily Consumable Product: Every morning you put it on, and every evening you take it off! **Customers for Life:** Not just a one-time sale, earn same great commission on all reorder sales!!

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#### I Stands for Income Potential

• **4-9-13% Monthly Commission + Bonuses** when you recommend others to start their own businesses.

 Additional 13% Monthly Commissions plus additional Bonuses for promoting yourself to a Director position and train others! (*show applause magazine*)

**Cars or Cash!** Chevy Malibu, Camry & Equinox...*NEW* Ford Mustang, *and the legendary* Cadillacs! All Cars include 83% of your full coverage insurance paid for you plus your spouse!

- Monthly & Quarterly Prizes for everyone that achieves Star Sales Status, Additional prizes and World class trips for winning Sales Directors!
  - Yearly Term Life Insurance for all Sales Directors, regardless of insurability!



#### N Stands for Nothing To Lose

- MK has a 90% 'bail out' if you change your mind & choose a different option. We may send back orders, from the last 12 months, and the company will reimburse us .90 on every \$1.00 returned.
- 100% Customer Satisfaction Guarantee! Company will reimburse us for any product we make good with our customers: either via exchange or refund!
  - **\$200 is the minimum Wholesale** order one must place within 11 months to stay active with the company...if you fall out, you'll need to resign.







# Great Now, I'm going to ask you three questions:

Please write your answers on the corresponding line!

- **1.What impressed you most?**
- 2.Why would you be good at this business?
- **3.** After hearing all this great information, what would you say to becoming my newest team member?

Choose one:

- A: Absolutely, I have NOTHING to lose and everything to GAIN by giving it a try!
- **B.** Let's meet for coffee...I have a few questions.
- C. Call me for the next event, it sounds intriguing.
- D. Definitely NOT, I would rather stand naked on the street corner selling pencils. And I'm definitely not into discounts!

(Gather all the PINK slips)

### SKIN CARE CLASS SURVEY

Na	me:	Phone:		Best Time To Reach You:		
Address;			Email:			
00	cupation:	What	at do you like best about your job?			
М	hat would you change about your job?					
	Did you have fun? YES or YES		7.	If I were to give you a \$500 shopping spree, which products would you take home today?		
	How does your face feel?					
З.	Do you have any questions on ho Skin Care Products? YES or NO	w to use Mary Kay				
4.	I need to schedule your follow up approximately a week to ten days the week and time works best for	What day of				
	Day Date	Time	8.	Which products would you like to start with today?		
5.	When I come to do your follow up friends would you like to share it v (maximum of 6)		a	From time to time, we select women to give us their		
6.	Would you like to do your follow a house or your home?	ppointment at my		From time to time, we select women to give us their opinion of the Mary Kay opportunity for half off an item If you were selected, would you give us your opinion?		
				YES or NO		
Na	SKIN CARE CLA			Y Today's Date: Age Group: 18-24 25-34 35-49 50+		
	me:	Phone:		Y Today's Date: Age Group: 18-24 25-34 35-49 50+ Best Time To Reach You:		
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Аа Ос ИЛ 1.	ime: Idress: cupation: hat would you change about your job?	Phone: What	_ l t do	Today's Date:    Age Group:  18-24  25-34  35-49  50+    Best Time To Reach You:    Email:    you like best about your job?		
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