



**The Goal: To Soar into Your New Mary Kay Business...  
\$700 and/or 30 orders within 7 days!**

**Earn** your Starter Kit and put in your “Qualified” inventory order with little or NO \$money\$ out of your pocket AND start making money immediately.

You can do it using the following dialog:

Hi! I am SO excited! I am starting my very own Mary Kay business and I need to collect 30 orders in the next 7 days to get going!

Would you please take a look at the latest brochure and tell me what you absolutely cannot live without!

As an added bonus anyone who buys \$35 or more in product from me will get their name in a drawing for our FREE Glamour Brush Collection, a \$45 value.

Go thru the book with your potential customer and walk away with the order - don't wait for a call or an order in the upcoming days, guide her through the catalog if you need to. And always remember to thank her, telling her how much you appreciate her order and her support.

Use the following to track your progress and you'll be there before you know it!

- |                 |           |                 |           |
|-----------------|-----------|-----------------|-----------|
| 1. Name: _____  | \$: _____ | 16. Name: _____ | \$: _____ |
| 2. Name: _____  | \$: _____ | 17. Name: _____ | \$: _____ |
| 3. Name: _____  | \$: _____ | 18. Name: _____ | \$: _____ |
| 4. Name: _____  | \$: _____ | 19. Name: _____ | \$: _____ |
| 5. Name: _____  | \$: _____ | 20. Name: _____ | \$: _____ |
| 6. Name: _____  | \$: _____ | 21. Name: _____ | \$: _____ |
| 7. Name: _____  | \$: _____ | 22. Name: _____ | \$: _____ |
| 8. Name: _____  | \$: _____ | 23. Name: _____ | \$: _____ |
| 9. Name: _____  | \$: _____ | 24. Name: _____ | \$: _____ |
| 10. Name: _____ | \$: _____ | 25. Name: _____ | \$: _____ |
| 11. Name: _____ | \$: _____ | 26. Name: _____ | \$: _____ |
| 12. Name: _____ | \$: _____ | 27. Name: _____ | \$: _____ |
| 13. Name: _____ | \$: _____ | 28. Name: _____ | \$: _____ |
| 14. Name: _____ | \$: _____ | 29. Name: _____ | \$: _____ |
| 15. Name: _____ | \$: _____ | 30. Name: _____ | \$: _____ |

28 orders @ \$25 each = \$700!!!

Order your Starter Kit (\$100 + tax & shipping) and a “Qualified” Inventory Order (\$600) and receive over \$200 in FREE Mary Kay BONUS products!

That is over \$1800 in retail size products!!

(Inventory must be ordered within 15 days of starting your business to receive the full \$200 Bonus)