



C

Stands for

CASH

ASK: How much do you think we earn as consultants?

Earn \$30-50 per hour at appointments

Earn 50% Commission for all product sales

ASK: What do you think gives a company like Mary Kay an advantage when it comes to the sale of products?

Recession Proof: ‘we can all handle being broke, *BUT NOT broke AND ugly!*’

Large Target Market: *Everyone* with skin is a potential client!

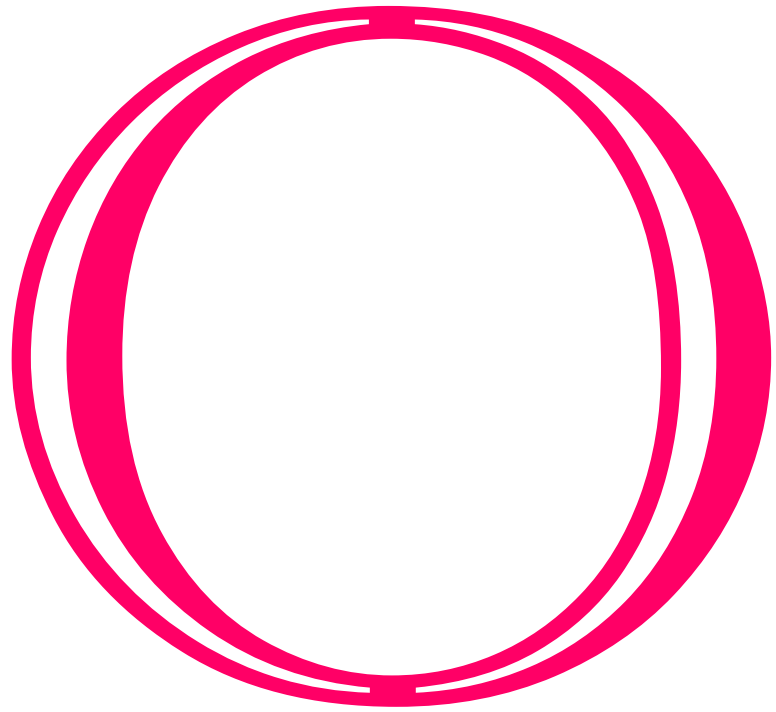
Daily Consumable Product: Every morning you put it on, and every evening you take it off!

Customers for Life: Not just a one-time sale, earn same great commission on all reorder sales!!

We’ve been named the #1 selling brand for years!

50 year solid reputation earning the Good Housekeeping Seal

ASK QUESTION TO PUT by C: What would you do with any extra \$100 a week?



O *Stands for*

Outrageous Opportunity

ASK: What other ways do you think we can make money in Mary Kay besides selling the fabulous products?

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*)

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!*

Ask Question to Put by O: What choices would you have?



A Stands for

ADVANTAGES

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!

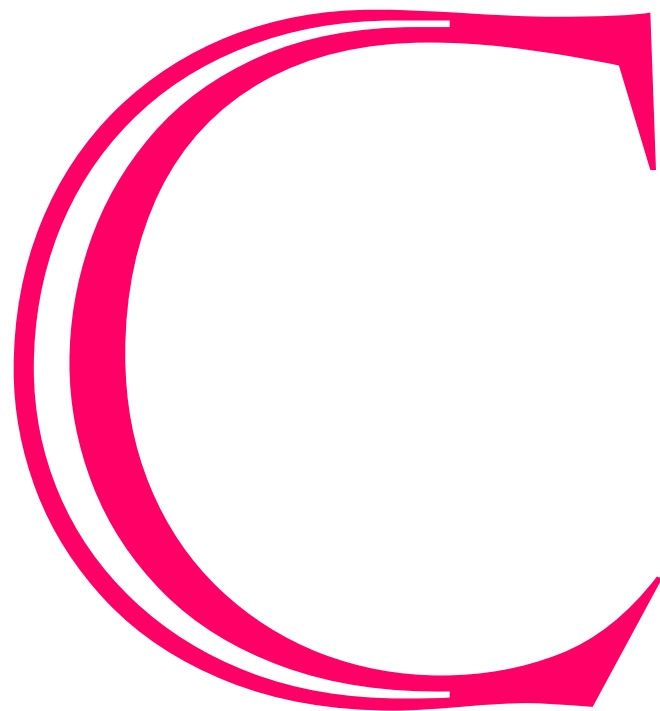
\$200 is the minimum Wholesale order one must place within 11 months to stay active with the company...after that, you would just need to resign.

Tax Deductions: A home-based business is still one of the best legal tax-deductions left. You may be able to deduct your home office, cell phone, internet, postage, travel...associated with your business

Amazing Girlfriends: Imagine meeting like-minded, mentally healthy, uplifting and encouraging friends to hang out with & look cute together?

ASK: What is the worst thing that could happen to you if you decided to give Mary Kay a try?

Question to ASK for A: what is the best thing that could happen to you if you decided to give Mary Kay a try?



C *Stands for*

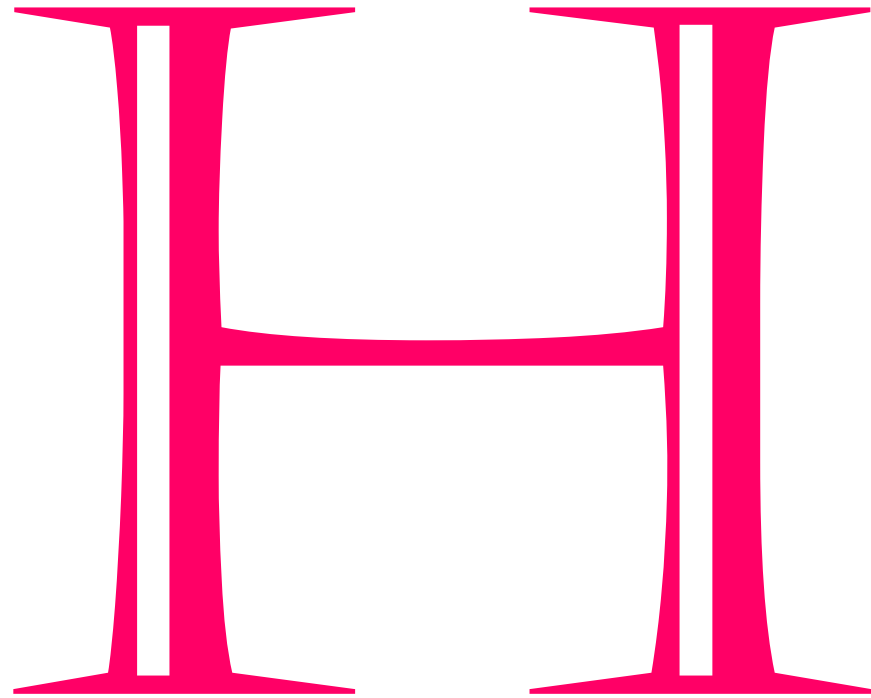
CAR

You can EARN the use of a MK Car : Either the White Chevy Malibu (or \$375/month cash)
BLACK Camry or Equinox...*NEW BLACK* Ford Mustang (or \$500/month cash)
and the legendary pink Cadillacs (or \$900/month cash)

All Cars include 83% of your full coverage insurance paid for you plus your spouse!

ASK: What would you choose, car or cash?

QUESTION TO ASK FOR C: How much time do you think you would have to work a week to earn a car? (10-15 hrs)



H *Stands for*

Healthy Self-Image & Esteem

ASK: Did you know that when you ask women what they would like more of in their lives they usually say 3 things: more time with family, more money to do what they dream & a healthier self-esteem

It's great having mentors that cheer you on to your success

On-going training in time, emotion & money management, improved image & relationship skills

Become a Better YOU vs. a second-class someone else

Mary Kay is a self-improvement course you're paid to take

Ask Question to Put by H: In what ways would you love to grow personally?

SHOW starter kit (either your own starter kit or picture of it) – romance it.

ASK: This bag is designer-inspired. How much do you think it would cost to go to a designer bag shop and purchase this bag?

Put their guess down on Tell Us What you Think Form

SHOW or explain contents of starter kit.

ASK: what do you think the retail price is for all the product, samples, materials, etc. that comes in the bag?

You will receive over \$410 in FREE Full Size products in your kit to use to conduct your appointments! Plus 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 this beautiful tote!

The Kit costs \$100 plus tax and shipping!

CROSS off their guess- WRITE \$100

Ask: HAVE YOU ever spent \$100 on something that didn't you any money? Why not try this!

Great! Now, I'm going to ask you FOUR questions:

Please write your answers on the corresponding line!

1. What impressed you the most?

2. Why would you be good at this business?

Tip: ask them to turn to their neighbor and tell her why she would be good.

3. After hearing all this great information, what is your opinion of what I just shared?

Choose one: A, B, or C

1. C = Happy “C”ustomer – love paying retail!

2. B = “B”uy me coffee and tell me more because I have some questions

3. A = “A”bsolutely I'd love to give this a try!

4. If this isn't for you, that's ok. Who do you know in your life that could benefit from something like Mary Kay? IF they join my team I will give you a \$50 shopping spree!