

How many of you tonight have more month than money? You're doing the 40 plus hour work week, stopping for drive through on the way home, dropping the kids to the next ball game, and by the end of the week you have pennies left to your name? You've thought about getting a part-time job but that's another 20 hours to your already full work week.

I'm going to show you the difference between "part-time" in Mary Kay and part-time in the real world. May I have two guests volunteer?

Suzee, you are our new Mary Kay consultant, and you have chosen to work your business part time -- 8 hours a week.

Jane is going to work for her favorite clothing store -- which is???. _____ . Jane is working for _____ at \$10 an hour.

- ❖ It's Monday night and Suzee our Mary Kay consultant gets together with one of her friends who invites 3 other women to share some much needed "girl time". She sells \$400 in product and her take home pay is \$200. (Give her 2 of the \$100 bills). Notice ladies, she received her paycheck tonight and she only worked 2 hours!

Jane is also headed to work Monday night and she's working from 6 - 10 pm. She worked 4 hours at \$10 an hour so her pay is \$40 -- sorry Jane you don't get paid until the end of the week.

- ❖ It's Tuesday night and Suzee is getting together with a co-worker from her full-time job after work for a Holiday Show. She has 10 guests in attendance and her total sales are \$400. How much is her pay for tonight?? That's right \$200. (Pay her 2 of the \$100 bills). And she worked only 2 hours.

Jane heads to work at 6 pm this Tuesday night and works from 6 - 10 pm again. At \$10 an hour her pay for tonight is \$40. Does she get paid tonight??

- ❖ Wednesday is church time and family time so both ladies have the night off.
- ❖ Thursday night Suzee has another party -- this time it's a relaxing spa party with her neighbor as the hostess. There are 4 women in attendance and her sales are \$400. Her take home pay is \$200. (Pay her 2 \$100 bills). And she only worked 2 hours.

Jane once again heads to _____ to work the 6 - 10 pm shift at \$10 an hour. Her pay for tonight is \$40.

- ❖ It's Friday and finally Jane gets to go in to receive her paycheck for the week. Let's see-

Jane worked a total of 12 hours at \$10 an hour her paycheck would be about \$100 including withholding. (Give her 1 \$100 bill).

Now Suzee over here worked 6 hours but we're going to say 8 hours due to phone time with her hostesses and driving time to and from her classes. So she worked 8 hours and her take home was how much?? Suzee count those \$100's out for us -- \$600 for 8 hours of time!!

(Then we have them sit down and we tell them about our marketing plan packets and that their name will be entered into a drawing for a \$50 gift basket at the end of the month for helping their consultant with training and then we show what each consultant can earn for doing 7 interviews this month).