

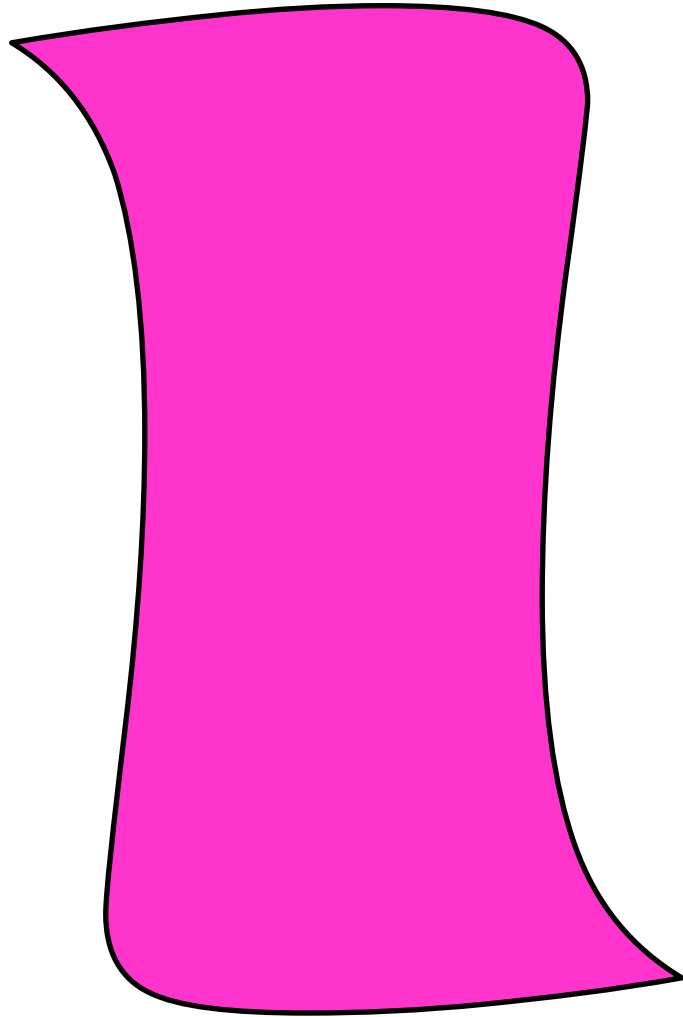
P

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!!



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

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.

K

K
Stands for
Kit

- **The Kit costs \$100** plus tax and shipping!
- **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 one beautiful tote!

PINK

**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

Today's Date: _____

Age Group: 18-24 25-34 35-49 50+

Name: _____ Phone: _____ Best Time To Reach You: _____

Address: _____ Email: _____

Occupation: _____ What do you like best about your job? _____

What would you change about your job? _____

1. Did you have fun? YES or YES
2. How does your face feel? _____
3. Do you have any questions on how to use Mary Kay Skin Care Products? YES or NO
4. I need to schedule your follow up appointment in approximately a week to ten days. What day of the week and time works best for you?
Day _____ Date _____ Time _____
5. When I come to do your follow up appt, how many friends would you like to share it with? _____ (maximum of 6)
6. Would you like to do your follow appointment at my house or your home?
7. If I were to give you a \$500 shopping spree, which products would you take home today?

8. Which products would you like to start with today?

9. 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

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YES or NO

NAME: _____ PHONE: _____

Consultant: _____ THANK YOU!



1. _____
2. _____
3. _____

NAME: _____ PHONE: _____

Consultant: _____ THANK YOU!



1. _____
2. _____
3. _____