

Welcome to the world of...

Mary Kay
COSMETICS



*America's Best Selling Brand
of Skin Care and Color Cosmetics*

Thank you for listening and helping me reach my goal!

◆ The Agenda:

1. I'm going to ask you to tell me a little about yourself.
2. I'm going to share with you some information about me.
3. I'm going to share some information about Mary Kay.
4. I'm going to ask you if you have any questions.
5. **And**... I will ask you if Mary Kay is something that you'd like to try.

◆ Things to keep in mind:

1. Mary Kay may or may not be for you, but please listen with an open mind.
2. No question is off limits, so please don't hesitate to ask me anything that you need to know to help you make your decision.
3. I value your opinion, so please share with me any concerns that you might have during this presentation.
4. Once you have heard this information, you will be in a great place to make an educated decision, and help others understand our business plan.
5. **And**... if you cannot make a decision today, please spend the next 24 hours really thinking if this might benefit your life. I truly believe that if you are a little bit interested, you must give this a try to see if it's right for your life!



I'd like to get to know you better...

- ◆ Tell me a little about yourself and your family.
- ◆ What do you **VALUE** most in your life right now?
- ◆ What do you **NEED** most in your life right now?
- ◆ What do you like **BEST & LEAST** about your current job or situation?
- ◆ In a working environment, do you prefer to be part of a team, or a leader/manager?
- ◆ If you were in a position to change anything about your life right now, what would it be?
- ◆ If you could create the perfect career just for you, what 3 things would be the most important?
- ◆ Is there anything that you can do today to immediately change your financial situation?
- ◆ Based on your personal and family goals, where do you see yourself 5 years from now?
- ◆ What do you think your husband or family would say about you starting your own business?

Which box best describes you:

- ◆ Results Oriented
- ◆ Quick Decisions
- ◆ Direct Style
- ◆ Achievement Motivated

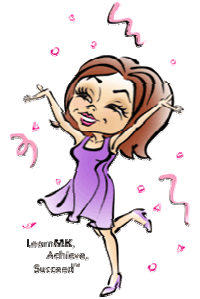


Values:

- ◆ Time and Effectiveness
- ◆ Fast Worker
- ◆ Powerful Influence

1

- ◆ People Oriented
- ◆ Intuitive Decisions
- ◆ Motivational Style
- ◆ Recognition Motivated



Values:

- ◆ People & Relationships
- ◆ Enthusiastic Worker
- ◆ Inspirational Influence

2

- ◆ Family Oriented
- ◆ Slow, Paced Decisions
- ◆ Team Playing Style
- ◆ Security Motivated



Values:

- ◆ Guidelines & Structure
- ◆ Consistent Worker
- ◆ Loyal Influence

3

- ◆ Detailed Oriented
- ◆ Analytical Decisions
- ◆ Perfectionist Style
- ◆ Service Motivated



Values:

- ◆ Organization & Excellence
- ◆ Thorough/Precise Worker
- ◆ Crucial-Thinking Influence

4

Why so many women... Look at a Mary Kay Career!

Let's take a look at the many
reasons to begin
YOUR Mary Kay Business...



1. Company Philosophy

FAMILY PICTURE HERE

Faith 1st, Family 2nd, and Career 3rd!

2. Money

Main Avenues of Income:

1. Skin Care Classes and Facials
2. Reorders
3. Team-Building
4. Car
5. Directorship



COPY OF CHECK HERE

A Consultant averages between \$25 - \$75 per hour!

3. Recognition

PICTURES OF PRIZES HERE

4. Flexibility

FAMILY & EVENT PICTURES HERE

5. Free Car

Can you **IMAGINE** driving one of these cars **FREE?**

Pink Cadillac



Mary Kay pays for:

- Taxes
- Licensing
- Registration
- Most of your Insurance

A portion of your gas and oil changes are tax write-offs



Grand Prix



Pontiac Vibe

6. Self-Esteem & Personal Growth

PICTURES OF YOU HERE

7. No Territories or Quotas



8. Great Product

- ◆ #1 Best Selling Brand in the United States for the past 13+ years!
- ◆ Highest percentage of “Brand Loyal” customers among all other brands!
- ◆ 100% Customer satisfaction guaranteed!
- ◆ All products are FDA approved, and do not clog pores!
- ◆ Mary Kay products were among the first in the US not to test on animals!
- ◆ Every product sold can be sampled before purchase!



9. Friendship & Fun

SEMINAR OR OTHER MK PICTURES HERE

10. Helping Others

TEAM MEMBER PICTURES HERE

11. Being your own Boss

FAMILY & VACATION PICTURES HERE

Which of these would be important to you?

1. **Company Philosophy**: Faith first, Family second, and Career third!
2. **Money**: Unlimited earning potential!
3. **Recognition**: Prizes and awards just for doing a good job!
4. **Flexibility**: Being able to work around your priorities and family schedule!
5. **FREE Car**: Saving hundreds of dollars on car payments every year!
6. **Self-esteem and Personal Growth**: Having a positive support system that encourages success!
7. **No territories or Quotas**: Being able to work your business whenever and wherever you want!
8. **Great Product**: Being able to purchase your products at a 50% discount!
9. **Friendship & Fun**: Making great friends for a lifetime!
10. **Helping Others**: Being able to help other women feel good and have success!
11. **Being your own Boss**: Tax deductions & being in control of your schedule and income!



The 6 Qualities of a Successful Mary Kay Consultant:

1. Women that are busy!

- Know how to prioritize
- Excellent at time management
- Very productive and ambitious

2. Women that are motivated by money!

- Don't want to live paycheck to paycheck
- Goal-oriented and driven
- Motivated by a better lifestyle

3. Women that are not the “sales type”!

- Not pushy or aggressive
- Want to build a reorder business
- Interested in building relationships & offering a service

4. Women that do not know a lot of people!

- Want to build a business with real customers
- Understand that we don't get rich from family & friends
- Willing to go outside of comfort zone just a little

5. Women that are Family oriented!

- Motivated by the needs of their family
- Use their kids as a reason, not an excuse
- Want a better lifestyle for their family

6. Women that are good at making decisions!

- They know a good thing when they see it
- They realize that nothing changes until something changes
- They realize that they'll really never know unless they try

How many do you have?

Now... Let's make a decision!

◆ On a scale of 1 - 10...

“1” being you’d starve before selling Mary Kay, and “10” being you’d love to get started today. **And**, you can’t say “5” because it is very confusing. What is your level of interest in starting your own Mary Kay business?

◆ Pro & Con List...

1. What’s the worst thing that could happen if you do this, and what would hold you back from getting started?

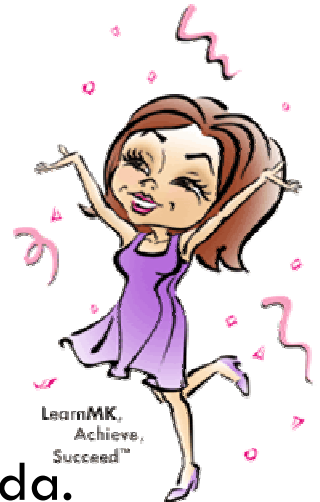
2. What’s the best possible thing that could happen, and why would this be good for you?

◆ What does it take to get started?

1. Order your started kit for \$100 + tax and shipping.

2. Schedule your orientation training with Brenda.

3. **Congratulations!** You have just made a decision that can change your life, and the lives of those around you!



You're going to do Great!