



CHOCOLATE DELIGHT



Please allow me to introduce you to some calorie-free indulgence...Okay, so we're going to splurge a little, but after all, Mary Kay is a box of chocolates- you never know what you're going to get! Oh, and by the way, it's been said that if you share chocolate in the company of a friend the calories don't count! So enjoy!!

C is for CASH (how we earn \$\$ in Mary Kay)

You can benefit from 5 main avenues of instant income: *On the face, On the Go, Online, On Paper* and *On with the Show*. We are the highest paid direct selling company and because of our "try before you buy" philosophy, the products actually sell themselves. By sharing the opportunity you can receive as high as 13% commission checks on personal recruit product purchases.

If I could show you how, would you be interested in earning some extra money? Yes No

Would you be excited about paying yourself what you're worth? Yes No

H is for HOURS (flexibility)

In Mary Kay, you decide how many hours YOU want to work and when you want to work them. Most of the women in our sales force work another full or part-time job and have children at home as well.

Do you have enough time with your family doing the things you enjoy? Yes No

Do you feel you are paid enough for the hours you currently work each week? Yes No

O is for OPPORTUNITY (unlimited)

You get to enjoy the benefits of being your own boss. Although you are in business FOR yourself, you are never BY yourself. Ultimately, you make all of your own business decisions with the entire corporation behind you for support! Mary Kay is listed as one of the 10 best companies for women to work for. You can achieve a top management position in as little as 4 months.

Wouldn't it be exciting to know that you can control your own future? Yes No

Would this kind of self-promotion motivate you to work? Yes No

C is for CAR (color options)

This is an executive style reward you can choose for yourself on even a part time basis. We refer to our Mary Kay cars as "trophies on wheels" and our significant others just love this benefit!

If someone gave you the use of a brand new FREE car, would you be inclined to take it? Yes No

O is for OODLES of FUN

LIVE, LOVE and LAUGH is one of my favorite Mary Kay philosophies! We literally make money while we 'play makeup'. In Mary Kay, P & L statements stand for PEOPLE and LOVE, not profit and loss!

Could you be interested in having a fun career you loved so much you'd do it for FREE? Yes No

Is your current job FUN, FUN, FUN? Yes No **Are you completely satisfied there?** Yes No

L is for LOVE (spirit of sharing)

Our company was built on the foundations of 1) God first, family second & career third, which allows us to keep a balance in lives while working a successful career. 2) A Go-Give attitude which inspires us to do more for others than ourselves and 3) the Golden Rule encouraging us to "do unto others as you would have them do unto you".

Does your current employer endorse these kinds of philosophies? Yes No

A is for AWARDS (and recognition)

We recognize and reward everything you do in your business with a strong belief in "praising women to success". Mary Kay always prided herself on giving prizes that women simply would not justify going out and buying for themselves.

Could you be motivated by gifts, including elegant diamond rings and fabulous trips? Yes No

T is for TAX ADVANTAGES (small business)

As a small business owner, you may take advantage of many in home tax deductions. In Mary Kay, there are no sales quotas or territory rules to follow. You may be eligible to write off a portion of your mortgage, utilities, telephone, travel or car expenses, etc.

Could you get excited about the benefits of reducing your income tax payable each year? Yes No

E is for ESTEEM (personal growth)

In Mary Kay, we build up self-esteem through step-by-step education and support which gives you the confidence you need to grow a profitable business.

Would you be inspired to "earn while you learn"? Yes No

On a scale of 1 to 10, with 1 being not interested and 10 being very interested, please circle your interest level relative to choosing Mary Kay as a part-time position for yourself? (Please do not choose 5 – it confuses me!)

1 2 3 4 6 7 8 9 10

If you choose 6 or higher, could we either get together for coffee or may my Director call you to more thoroughly explain the Mary Kay Marketing Plan and answer any questions you may have? There is no obligation to you.



Name _____

Address _____

City _____ State ____ Zip _____

Cell Number _____ Best time to call _____

Email _____

Consultant's Name _____

