

MRS. CAB

Created by Exec. Sr. Director Bett Vernon

Just Read These Words ... "Did you know that women come into Mary Kay for 6 different reasons? Would you like to know what they are?"

MONEY - Would you like to know how to make an extra \$20,000 a year just working part-time? a week at the national appointment, this if \$450 per year! If each client reorders just \$36,000 per year which would be the year and over \$20,000 in profit for you! Isn't that exciting!??



If you held 3 appointments average of \$150 per week and over \$20,000 \$10 per month, that's over \$50,000 in sales for the

Why Women Come Into Mary Kay

Money

Recognition

Self-improvement

Car

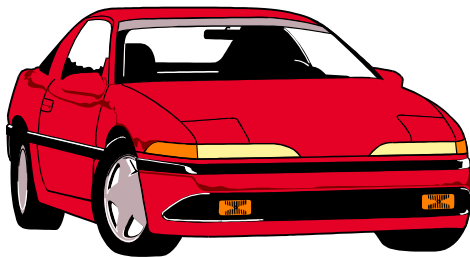
Advantages

Be Your Own Boss

Recognition. The second reason people join Mary Kay is for the prizes and recognition. When do we get recognized in our other jobs? - When we mess up! In Mary Kay you get a standing ovation. Isn't that the way you'd like to have the world to be?



Self-Improvement. The third reason is to build self-confidence. (At this point, tell her how you have grown.)



Car. The fourth reason is a FREE CAR! Can you imagine a company giving you a free car for part-time work? Isn't DRIVING FREE the smartest thing a Mother can do for her family? Imagine the additional money for your family because you no longer have a car payment or insurance payment.

Advantages. The fifth reason is the Tax Advantages! Did you know that most people work from January to May each year just to pay their taxes? Wouldn't it be nice to work from your home and take all the tax advantages available to small businesses? What would the advantage be of having your children home with you and not having to pay day care? Wouldn't it be great to keep more of your hard earned money?

Be Your Own Boss!! The sixth reason is that we get to be our own boss - could you get excited about being your own boss? Would you like that? Not having someone else telling you when you can go and come and when you're hungry for lunch. In Mary Kay we don't go to lunch, We Do Lunch! Wouldn't you like to be able to promote yourself when you are ready to be promoted and not have someone tell you? Now, _____, out of these 6 reasons, which one of these appeals to you most?

