

You can earn up to
50%
on the Mary Kay®
products you sell,
one of the **HIGHEST**
MARGINS in
the industry.

MARY KAY

P



(you can use the back of the profile card for them to write down...P.I.N.K.)

P

Stands for

PRODUCT sales...

ASK: How much do you think we earn as consultants?

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!!

TOP 5 globally for skin care and color cosmetics!!!

53 year reputation

(share what your sales have earned)

Ask: what would you spend an extra \$100 a week on if you were to hold one party a week? (let them DREAM)



Over
150,000

Independent sales force members worldwide who have earned the use of a Mary Kay Career Car



MARY KAY®



I

Stands for

INCOME POTENTIAL / INCENTIVES!

ASK: What other ways do you think we can make money in Mary Kay besides selling the fabulous products?

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 Cruz, Equinox...*and the legendary* Cadillacs! All Cars include 85% of your insurance paid for you plus your spouse! NO CREDIT CHECK!!!

ASK: What would you choose, car or cash?

ASK: How much time do you think you would have to work a week to earn a car? (10-15 hrs)

Monthly & Quarterly Prizes for everyone that achieves Star Sales Status, Additional prizes and World class trips for winning Sales Directors! (show prizes you have earned)

ASK: What choices would \$500- \$10,000 a month give you?



N



N
Stands for
Nothing To Lose

100% Customer Satisfaction Guarantee! Company will reimburse us for any product we make good with our customers: either via exchange or refund! THIS IS FOR LIFE...not 30 days; 60 days...etc.

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. WHAT other business has this safety NET?

NEVER ALONE: mentorship and training!

No Quotas, NO Territories...FREEDOM and flexibility!!!

NO MORE WRINKLES!!!

ASK: What is the worst thing that could happen to you if you decided to give Mary Kay a try? (let them share)

ASK: what is the best thing that could happen to you if you decided to give Mary Kay a try? (LET THEM SHARE AND DREAM)



K



K
Stands for
Kit

SHOW starter kit bag – romance it.

ASK: This bag is designer-inspired. How much do you think it would cost to go to a designer bag shop and purchase this bag? **WRITE DOWN!** Then cross off!!!

Turn over placemat and show starter kit contents!
WRITE DOWN \$100!!!

You will receive over \$318 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 \$100 in samples, testers, DVD, brochures, sales tickets, profile cards, all in this beautiful tote!
The Kit costs \$100 plus tax and shipping!
Repeat after me...”SHUTUP”

ASK: If you were able to go to your favorite store and sign up to be in their 50% off discount club for the rest of your life for only \$100, would you do it?

PINK



PINK

Great! Now, I'm going to ask you some questions:

GO AROUND TABLE AND HAVE THEM SHARE!!!

If you were to join Mary Kay, what would bring you the most joy?

Affirm yourself in one word. "I AM _____"

After hearing all this great information, what is your opinion of what I just said?

Have them write down D. C. B. A.

Choose one: (circle their choice)

D-I would rather stand naked in Alaska and sell pencils on the street (hee, hee)

C-I want to be a happy customer and schedule my follow up and share you with my friends!

B- Buy me coffee....I have some more questions!

A-ABSOLUTELY! Sign me up! I want to look twice as good for half the price!!!

Who do you know in your life that could benefit from something like Mary Kay?

Write them down. I offer referral gifts!!!

(you choose what to give if their friend joins your team)