

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

ASK: What do you think gives a company like Mary Kay an advantage when it comes to the sale of products?

Recession Proof: ‘we can all handle being broke,
BUT NOT broke AND ugly!’

Large Target Market: *Everyone* with skin is
a potential client!

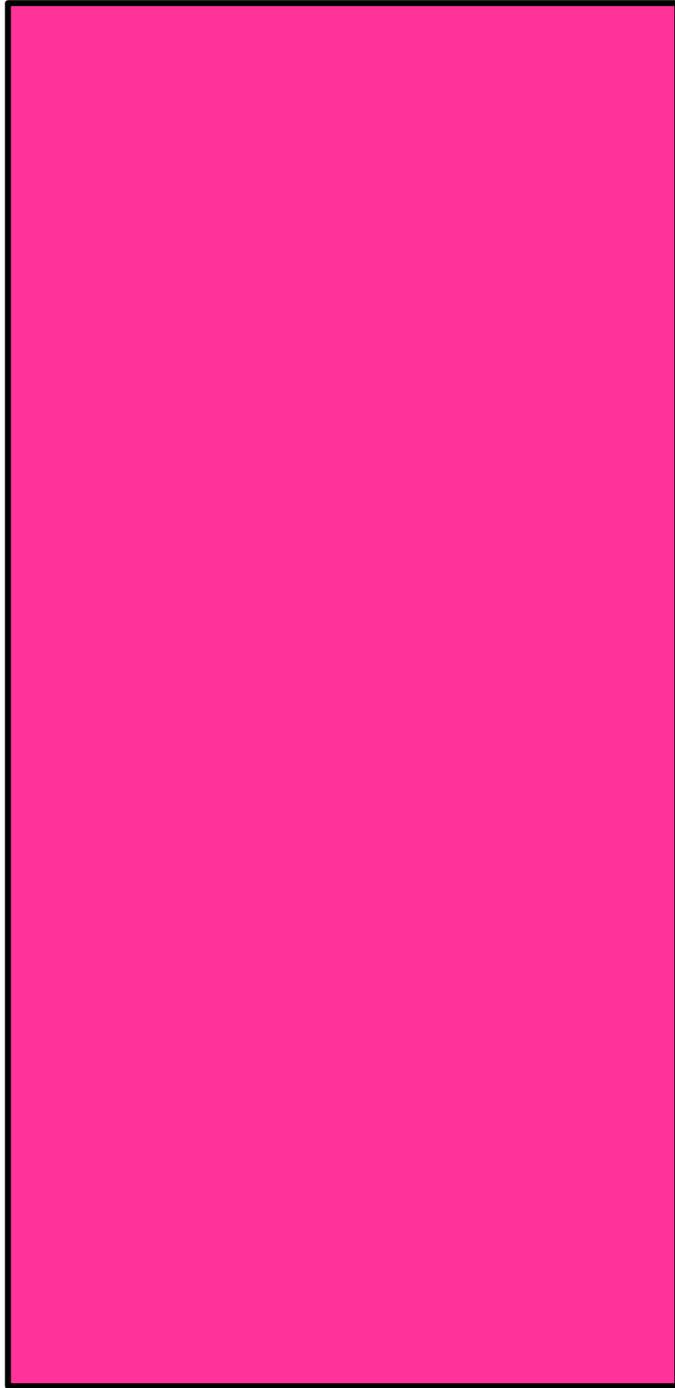
Daily Consumable Product: Every morning you put it on,
and every evening you take it off!

Customers for Life: Not just a one-time sale, earn same
great commission on all reorder sales!!

#1 selling brand for years

50 year reputation

**ASK QUESTION TO PUT by P: What would you do with
any extra \$100 a week or \$400 a month?**



I *Stands for*

Income Potential

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 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!

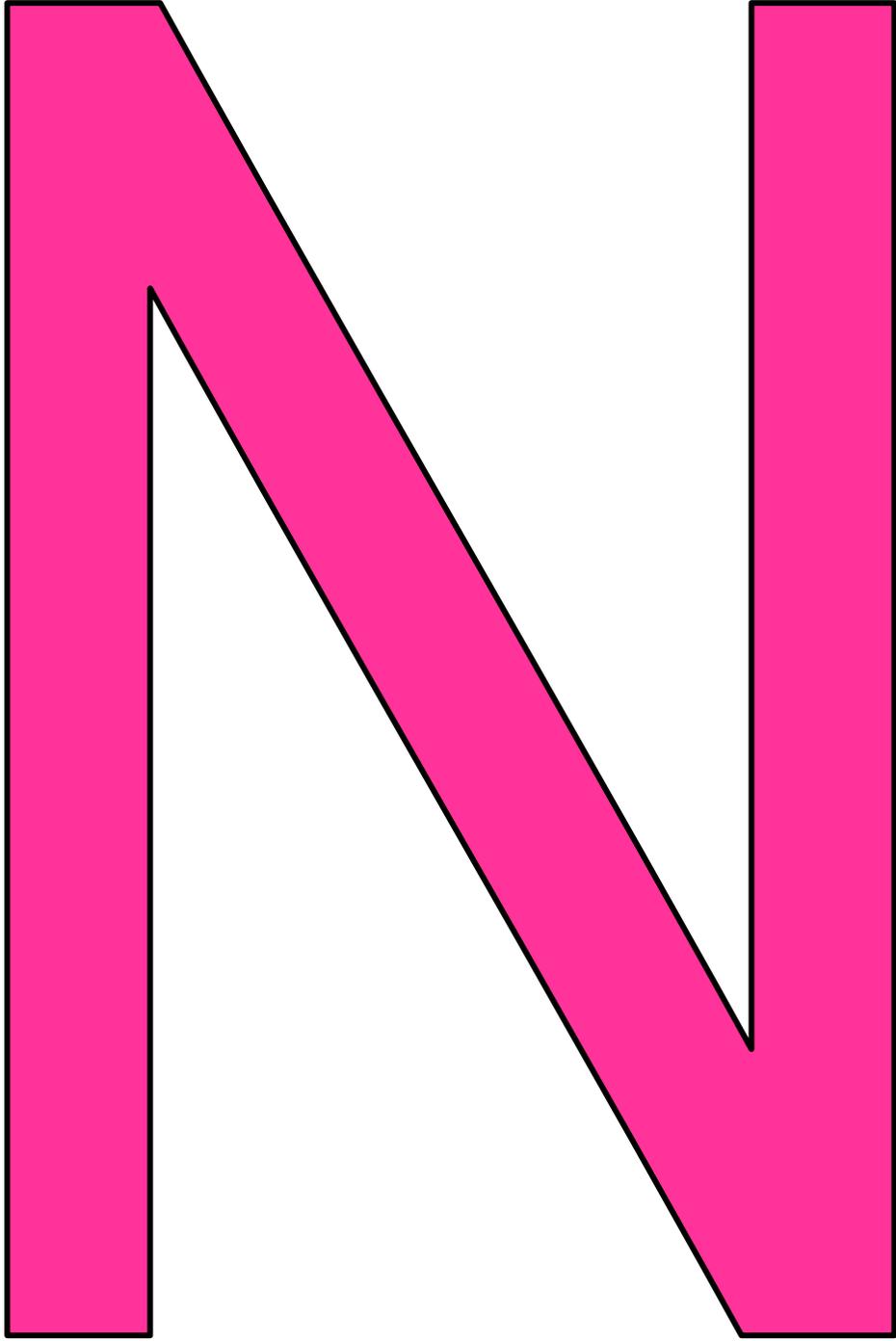
ASK: What would you choose, car or cash?

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!

Yearly Term Life Insurance for all Sales Directors, *regardless of insurability!*

Ask Question to Put by I: What choices would you have?



N
Stands for
Nothing To Lose

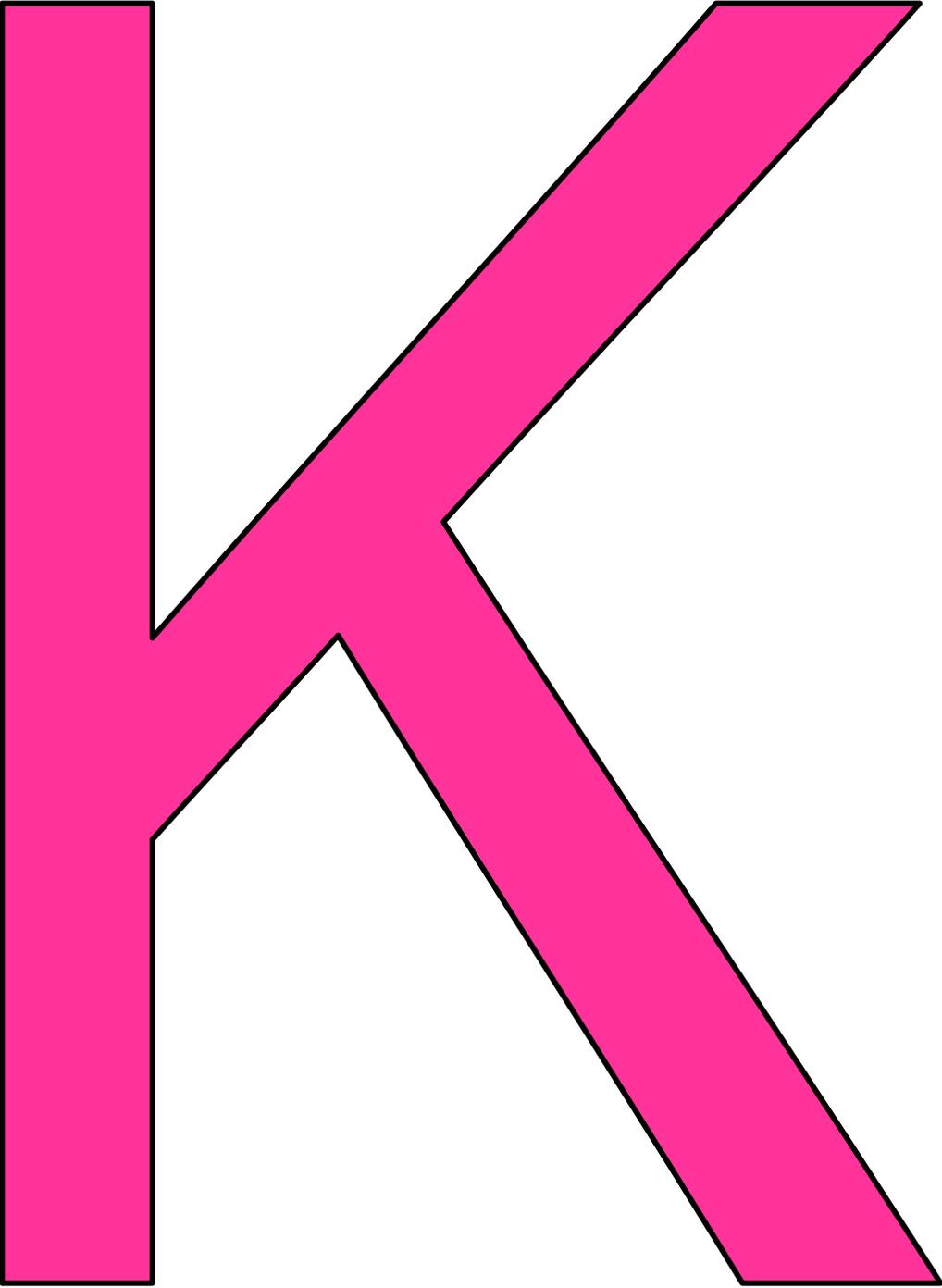
MK has a 90% 'bail out' if you change your mind & choose a different option. We may send back orders, from the last 12 months, and the company will reimburse us .90 on every \$1.00 returned.

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...after that, you would just need to resign.

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

Question to ASK for N: what is the best thing that could happen to you if you decided to give Mary Kay a try?



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?

Put their guess down by letter K

SHOW or explain contents of starter kit.

ASK: what do you think the retail price is for all the product, samples, materials, etc. that comes in the bag?

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 this beautiful tote!

The Kit costs \$100 plus tax and shipping!

CROSS off their guess- WRITE \$100 – look at placemet
Ask: HAVE YOU ever spent \$100 on something that didn't
you any money? Why not try this!

PINK

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

*Please write your answers on
the corresponding line!*

- 1. What impressed you the most?**
- 2. What would you gain from being a MK consultant?**
- 3. After hearing all this great information, what is your opinion of what I just said?**

CHOOSE A, B, or C

C- happy customer

B – Buy me coffee- IT's FREE!

A- Absolutely! Why not?

- 4. Who do you know in your life that could benefit from something like Mary Kay? Just write em down 😊**

During close ask them what did THEIR letter mean to them?

Name: _____ Phone: _____

Consultant: _____

Thank you!!!

P

I

N

K

1. _____

2. _____

3. _____

4. Referral Name _____ Phone _____

Name: _____ Phone: _____

Consultant: _____

Thank you!!!

P

I

N

K

1. _____

2. _____

3. _____

4. Referral Name _____ Phone _____