

The background features a soft pink watercolor wash with a repeating pattern of small white hearts. The text is centered in the middle of the image.

PINK
Marketing

PINK

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

1. What did you hear that impressed or surprised you the most?
2. What qualities do you have that would make you good at a business like this?
3. It's multiple choice ... after hearing all this great information, what is your opinion of what I just said?

Select one: A, B, C or D

A – ABSOLUTELY! Sign me up! I want to look twice as good for half the price! I'm excited to see what I can do with this business!

B – Yes, I want to make a few extra bucks by passing out brochures at work and selling to friends and family.

C- Buy me coffee ... I have some questions and want to chat more about it.

D – I want to be a happy customer and pay full price, and I want to schedule my follow-up appointment.

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

Write them down. I have a great referral program!



P



Stands for

PRODUCT SALES & PHILOSOPHY

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

Some of my favorite things about my MK business are:

Earn a 50% Commission on all product sales

Recession Proof: women will take the meat out of the chili and substitute with beans to be able to buy their moisturizer!

We have a large target market: *Everyone with skin is a potential client!*

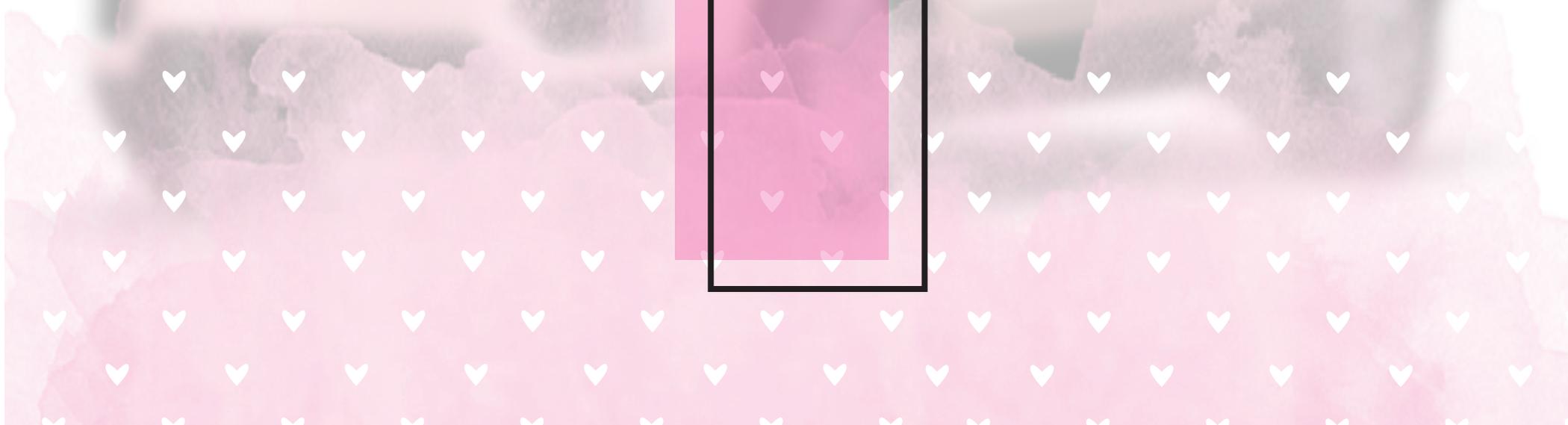
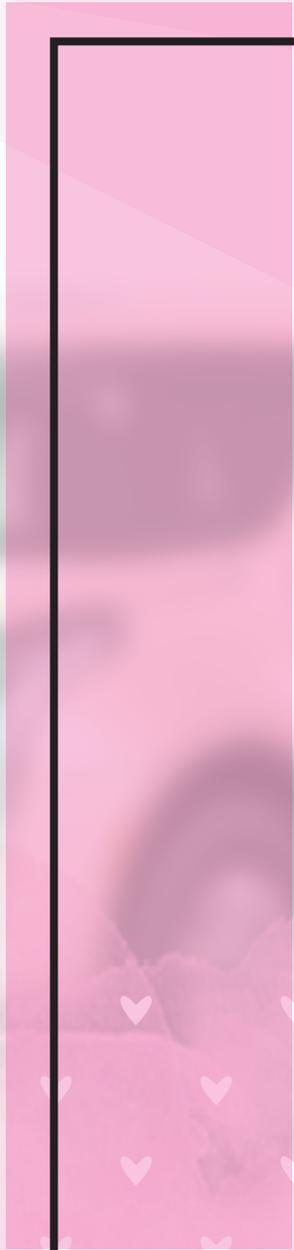
Our products are consumable: Every morning you put it on and every evening you take it off!

We build relationships to have customers for life: Not just a one-time sale.

We are in the TOP 5 globally for skin care and color cosmetics!

We have a 56+ year reputation

(share one of your favorite things you've done with your MK earnings)



Stands for

INCOME POTENTIAL/INCENTIVES

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

Monthly Commission + Bonuses when you help others start their own businesses.

Additional monthly commissions plus bonuses for promoting yourself to a Director position where you train and mentor others!

Cars or Cash! Chevy Malibu, Equinox and the legendary pink Cadillac! All cars include up to 85% of your insurance paid for as well as 100% of the tax, tags and registration!

Or you can take the monthly cash option instead of the car.

Ask: Which would you choose – car or cash?

Ask: How much time per week do you think you would have to work to earn a car? (on average 10-15 hours per week)

We can also earn monthly and quarterly prizes based on our sales!

**Ask: What choices would \$500+ a month give you?
(let them share and dream)**



N

Stands for
NOTHING TO LOSE

You are NEVER ALONE when you are a MK beauty consultant.
Mentorship and training are always available.

We match our time with your efforts!

No quotas or territories

Freedom and Flexibility

*I believe every woman should have a side hustle! Why not make
yours Mary Kay?*

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

**Ask: What is the best thing that could happen to you if you decide to
give Mary Kay a try?**



MARY KAY
start
something beautiful
Party With Confidence

OPEN THE DOOR TO SUCCESS

GET THE PARTY STARTED

MARY KAY
READY, SET, SELL!

Get your FREE PRODUCT SAMPLES NOW!

MARY KAY

MARY KAY
SAIN
TANER

MARY KAY
SAIN
HANDS

MARY KAY

K

Stands for

KIT

Show Starter Kit bag/contents and 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?

You will receive over \$400 in full-size products in your kit to use to conduct your appointments. Plus business supplies to facial 30 women.

You will also receive samples, mirrors and trays, flip chart, brochures, sales tickets, profile cards, color, cards, disposable wash cloths, Look Books and more in this beautiful tote!

Ask: What do you think you would have to pay for all of this?

The kit costs \$100 plus tax and shipping!!

I know, right?!

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