

# Marketing Guide

If we had only 5 minutes together, what questions would you ask about this career to help you make a decision? (Answer Questions at the End.)

## Five things we're going to do today:

- ⇒ Tell me about you!
- ⇒ Tell me about me
- ⇒ Tell you about our company
- ⇒ Answer all of your questions
- ⇒ Ask you for a decision

## Interview Questions:

- ⇒ Tell me about you!
- ⇒ What brings you Joy?
- ⇒ Tell me about a time when you accomplished something and what about that moment made you proud?
- ⇒ If time and money were not an issue, what dream would you like to accomplish the next year?

## Share your "I" Story

### About our company:

- ♥ **No Quotas**—Company ask you to order \$225 every three months to stay active
- ♥ **Don't have to give up anything**—You can work Mary Kay around your current situation because you choose your own schedule.
- ♥ **No Territories**—You can sell and recruit anywhere in the country. There are no boundaries!
- ♥ **Priorities**—We operate our business under the Golden Rule "Do unto others as you would have them do unto you." We put God First, Family Second, and Career Third.
- ♥ **Prizes**—Could you get excited about being with a company that allows you to make what you are worth and reward you with Cinderella gifts too? Mary Kay awards top directors with diamond rings, Pink Cadillac's, Diamond Bubble Bees and all expense paid trips, All for a job well done.
- ♥ **Six Avenues for Income**
  - ☆ Skin care classes—3 to 6 ladies you teach to care for their skin. Average income \$200.
  - ☆ Facial—1-2 ladies you teach to care for their skin. Average income \$100
  - ☆ Re-orders—We have the best selling brand of skin care and color cosmetic. Add good customer services and you will build a great customer base
  - ☆ Team Building—Mary Kay is not a pyramid or multilevel. We are a dual marketing. All consultants make 50% of their sales. Consultants earn:4% of sales with a team of 1 -4 members, 9% to 13% with a team of 5 and up and eligible to earn the first car. (Various options on our cars. (Share them)
  - ☆ Directorship—Build from 10-24 active team members in 1-4 months and become an independent Sales Director.
- ♥ **Inventory**—Recommended but not Mandatory. Mary Kay does offer a 90% buy back on all products.
  - ♥ **Are you willing to take a 10% chance on you?**
- ♥ **MK Foundation**—The foundation supports fight against cancers affecting women, Help stop and educate about domestic violence and up to 3 million given annually.
- ♥ **Looking for 3 things:**
  - ☆ Someone who enjoys people.
  - ☆ Someone who is a woman of her word.
  - ☆ Someone who wants to make a change in her life for the better.

**Does any of this sound like you?**

**Now, answer the questions she asked in the beginning!**

### Closing Question:

It will only take \$100 plus tax and shipping. You may use a Visa, Mastercard, Money Order or Personal Check.  
*Is there any reason why we couldn't get you started today?*