

MRS. G. CAB

Have each guest hold her purse in her lap. You will call out the letter and the first guest to pull something out of her purse that starts with that letter, gets a ticket for a product giveaway. The guest must pull an item from her purse AND call out the name of the items that starts with the letter. After you've given a ticket, explain what the letter means in the Mary Kay. See below!

M - Money: We earn 50% profit on each item we sell. An average class is about \$200 in sales, so we make \$100 profit in the time we are there, which is about 2 hours. In addition our customer/client use their product up in 4-6 months and I call them to follow up for reorders. We also earn money by adding consultants to our team, helping them reach whatever goal they set for themselves. Mary Kay compensate us for helping others reach their goals, essentially training, coaching and loving our team.

R - Recognition: We earn jewelry, purses, household items, trips and all kind of fun stuff just for doing our normal business! How come all of our prizes or bling, pretty, or extra beautiful? Mary Kay wanted us to be able to earn things we would never buy for ourselves. (Tell the Flounder Light story)

S - Self Confidence: Cheryl Anderson is a psychologist and NSD, she said every woman should spend a year in Mary Kay, because Mary Kay builds confidence. We party and make women feel beautiful for a living and with the praise and recognition, we grow to appreciate and value ourselves.

G - Girlfriends: We make new friends, often for a lifetime and support each other creating the lives we want.

C - Cars: Everyone know that Mary Kay is famous for their Pink Cadillac! Though there are two levels of cars prior to the Pink Cadillac. Silver Chevy Cruze, and for Directors, Gun Metal Gray Chevy Equinox, or Ford Fusion. Mary Kay pays our tax, title, and tags and 85% of insurance. OR you may choose the cash option instead! (Show Steps to Success)

A - Advancement: Where most people work, they can't just go to their boss and get a raise because their husband lost his job, or the kids needs braces, though we can! We get to determine when we get promoted, how much money we make, we are in charge of our income, career path and our future.

B - Be Your Own Boss: We don't have any quotas, no set amount to sell, no requirements for moving up. You get to do, whatever it is, that is right for you. You can fit Mary Kay into the nooks and crannies of your life, holding parties, day or night, week or weekend, one day per week or five. There are no territories lots of tax benefits and even your Starter Kit.

If you want to know more about the Mary Kay opportunity, please ask your consultant or see me for some information. Anyone participating in the Sharing appointment will receive a FREE gift!

