

Dollar Bill Marketing

(you can photo copy a \$1 bill or use “funny money”)

Heres how I make Money with Mary Kay

(Hold up fake dollar and tear it in half) 50% is yours

(place that half on the table)

(Keep other half in your hand) This half goes back to Mary kay Corporate

(tear about a fifth of the half in your had off and place it in a pile with the “Consultant Half”)

”If you grow your team, Mary Kay will pay you between 4,9 and 13% from their half for a consultant.

They will pay upto 26% to a director”

(tear another fifth off the part in your Hand and place it on the pile) “Our Car Program also comes out of Mary Kay’s pocket. We have lease cars or monthly cash awards”

(tear another fifth of the part in your hand off and place it on the pile) We also have bonuses for all of our Top people and incentive trips

(tear the last piece in half) and For the very top of the Company, our National Sales directors, we have a retirement program that will be paid out to you and your family for 15 years after your retirement.

(Hold up the pile with your tearing hand) this is all from Mary Kay, and it’s yours

(with the other hand hold up the remaining bit) And this is what Mary Kay runs corporate on, because we are what’s called a dual marketing concept. we only need 9% of our retail dollar, because we are privately owned and debt free.

The Start up cost is only \$100 to get started. We will teach you everything you need to know, you have an option for inventory. IS there any reason you couldn’t get started?

Follow up with closing questions or the Google Forms survey to get credit for monthly unit drawing