

# 10 great reasons TO BEGIN YOUR



## Mary Kay Career DURING THE **HOLIDAY** SELLING SEASON

- 1 You get to take the tax benefits at the end of the year! It's just like having a baby in December.
- 2 Earn money immediately by letting your friends and family know that your store is open for 12 Days of Christmas gifts, fragrances, Satin Hands, last-minute stocking stuffers and wrapping services.
- 3 You will look fabulous this holiday season with new products and great glamour! You will learn new glamour techniques and ideas to help you look your best.
- 4 Are your friends and family going to holiday parties? People spend a lot of money on the perfect outfit for the party; help them find the perfect glamour and skin care to complete the look!
- 5 Over the holidays, you will see and talk with lots of people you won't see otherwise. What a wonderful time to be able to tell them about your Mary Kay career and arrange for post-holiday bookings!
- 6 Are your relatives visiting you over the holidays? Take some time to pamper them, practice your new skills and get your business off to a great start.
- 7 Mary Kay has no territories. Are you going to travel to see friends and family? When you travel, you can take your Starter Kit anywhere you go and share the products. You can also write off part of the trip. Flying? You don't need the whole Starter Kit. Just take Satin Hands and your favorite skin care products, plus some glamour and foundation samples! You can gather at a bathroom mirror! It's a party, right?
- 8 In January, people focus on looking and feeling great! You will be ready to share TimeWise Repair and help them turn back the hands of time! Or share the New Formula Satin Lips Set, or Satin Hands with Shea Butter. Plus you will be able to offer them a new look, a new opportunity, time saving services and can help them spend their holiday cash! It will be the post-holiday FUN thing to do.
- 9 A camera (for before and after photos) or a computer are just a few of the tax-deductible business presents you might buy yourself in December. Ask your accountant for more information.
- 10 You will be able to take advantage of a fantastic personal discount (50%) on all of your Christmas presents for teachers, neighbors, co-workers, friends and family! Use skin care products, Satin Hands, Glamour, and fragrances for men and women as stocking stuffers, or to have as gifts on-hand for someone who brings an unexpected gift.