

Your Key to Sharing: M.R.S. C.A.B.

By: NSD Bett Vernon

*“Did you know that women come into Mary Kay for 6 different reasons?
Would you like to know what they are?”*

MONEY

Would you like to know how to make an extra \$20,000 a year just working part-time? If you held 3 appointments a week at the national average of \$150 per appointment, this is \$450 per week and over \$20,000 per year! If each client reorders just \$100 per month, that's \$36,000 per year, which would be over \$50,000 in sales for the year and over \$20,000 in profit for you! Isn't that exciting!??

RECOGNITION

The second reason people join Mary Kay is for the prizes and recognition. When do we get recognized in our other jobs? When we mess up! In Mary Kay, you get a standing ovation. Isn't that the way you'd like the world to be?

SELF-IMPROVEMENT

The third reason is to build self confidence. (At this point, tell her how you have grown.)

CAR

The fourth reason is a FREE CAR! Can you imagine a company giving you a free car for part-time work? Isn't DRIVING FREE the smartest thing a mother can do for her family? Imagine the additional money for your family because you no longer have a car payment

ADVANTAGES

The fifth reason is the Tax Advantages! Did you know that most people work from January to May each year just to pay their taxes? Wouldn't it be nice to work from your home and take all the tax advantages available to small businesses? What would the advantage be of having your children home with you and not having to pay day care? Wouldn't it be great to keep more of your hard-earned money?

BE YOUR OWN BOSS!

The sixth reason is that we get to be our own boss - could you get excited about being your own boss? Would you like that? Not having someone else telling you when you can go and come and when you're hungry for lunch. In Mary Kay we don't go to lunch, We Do Lunch! Wouldn't you like to be able to promote yourself when you are ready to be promoted and not have someone tell you?

OUT OF THESE 6 REASONS, WHICH ONE OF THESE APPEALS TO YOU MOST?

THE CLOSE —

THREE SIMPLE QUESTIONS!!!

1. “WHAT EXCITES YOU THE MOST?”
2. “WHAT QUESTIONS DO YOU HAVE?”
3. “WHAT, IF ANYTHING, WOULD KEEP YOU FROM GIVING IT A TRY?”

Why Women Come Into Mary Kay

- Money
- Recognition
- Self-improvement
- Car
- Advantages
- Be Your Own Boss