

C) MRS. W. CAB PURSE GAME “You will need to have your purse in order to play the game” DON'T SKIP THIS. IT IS VERY IMPORTANT FOR BREAKING THE ICE AND GETTING THEM FAMILIAR WITH THE COMPANY.

The whole point of this game is to get information about the company out there and look for new team members. Look for the competitive people, the people that seem really interested and the people that ask a lot of questions at the end.

M: M stands for Money. As a consultant you earn a 50% discount on your product. That means when I have a \$500 skin care class, I just made \$250 for two hours of my time. Some women come into this business to just get their product for ½ off and they never do anything else with it. Some women come in to service their family and friends to make a little extra cash. Some women come in to be a part time consultant and do a class or two a month. Other women are considered full time consultants and they do 2 classes a week and build their team to win their car or become a director. Full time in Mary Kay is 10-15 hours a week. You can also make corporate type pay by becoming a director and working your business 25-40 hours a week. Nationals are the women at the top— they make the ‘Big Girl Pay’ \$150,000– 1 Mil a YEAR!

R: R stands for recognition. There is a ton of recognition for the consultants in Mary Kay. When I first came into the company I wasn't all that excited about all the recognition. But when you start winning the rings and prizes you start to like it. I have won... or I am trying to win (example: a ring for doing 30 faces in 30 days, my car, a trip to _____).

S: Stands for Self-confidence or self-esteem. Mary Kay is all about increasing the consultants self esteem and the self-esteem of our customers. I am passionate about helping women feel good about themselves. Mk has helped me improve my self confidence by _____.

W: Stands for Watch What I Do. I realize most of you wouldn't consider doing what I do with Mary Kay but Mary Kay used to say that there is always 1 or 2 people at each appointment that would be good. I always pick two people from each class to hear a little more about the opportunity. I will be sending two people away with more info about the company and I will be taking those people out for coffee to get your feedback on the info. If you are slightest bit interested let me know—you'll get someone else off the hook.

C: Stands for Cars. Mary Kay actually allows consultants and directors to earn several cars. We are all about choices! You can earn a car as a brand new consultant. The first car that you can win is the _____. As a sale director you can earn the _____, and of course the famous Pink Cadi the current choice of the _____. It isn't as hard as people think to earn your first car in Mary Kay. If you earn your car and you don't want to actually drive the car you can take the cash option. _____ are \$375 a month. The _____ are \$500 a month, and if you don't want to drive your gorgeous Pink Cadi you can take \$900 a month for a 2 year period. If you take the car Mary Kay pays for tax and title, and up to 85% of your insurance.

A: Stands for Advantages. I have already mentioned a ton of advantages to being a consultant, 50% off product, extra money, recognition, cars... but there is also the advantage of **being your own boss**. You work your business when YOU want to work it, you make the amount of money YOU need to make. You also get a ton of tax advantages. Some business deductions would be your cell phone bill, internet access, mileage, and office supplies.

B: B stands for Belief. I think this is the neatest thing about Mary Kay. She began this business solely to enrich women's lives after she retired early from a successful direct selling career. She was going to write a book about the perfect business for women her 19 year old son Richard convinced her to start Mary Cosmetics in 1963. She built it on the principle that you do unto others what you would want done unto you. She also wanted women to be able to put God first, Family second, and career third.

I am going to give you a chance to earn some tickets real quick. If you ask me a question about the product you get one ticket, if you ask me a question about the business or opportunity you get 2 tickets. WHAT QUESTIONS DO YOU ALL HAVE (Invite the questions by asking WHAT questions NOT does anybody have any questions?) Answer questions and keep asking “what other questions”. I keep the tickets going so they can ask questions during the skin care portion of the class.