

SELF-ESTEEM CONFIDENCE

on-going training

positive
attitude

personal growth

company
support



CAR PROGRAM



Pink Cadillac



Platinum Grand Prix



Red Grand Am



ADVANTAGES

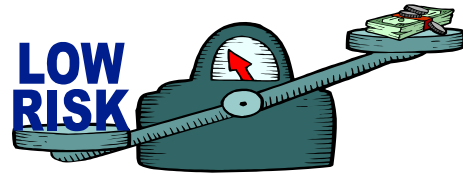
- Purchase products at wholesale, save on gift-giving - 50% discount
- No territories - sell or recruit anywhere in U.S.
- No Quotas - you control your activity level and income
- Dual-Marketing - NOT pyramid or multi-level marketing
- Adoptee Program - if you move, your business goes with you
- Company Support - referrals, corporate website, personal website maintained by company, magazine ads, sweepstakes, MK checks
- Positive Work Environment, Employment and Financial Security

Tax Benefits & Deductions:

- starter kit, class & office supplies
- SEP plan - self-employed pension plan
- automobile expenses
- office-in-the-home: % of house/rent
- telephone, utilities
- travel - business related
- entertainment - business related
- child care - when conducting business

Guarantees:

- Customer: 100% Satisfaction Guarantee
- Consultant: 90% Buy-Back Guarantee



BE YOUR OWN BOSS



set
own
hours

flexibility

*Financial
Security*

**UNLIMITED
EARNING
POTENTIAL**

*faith
family
career*

SOMETHING TO CONSIDER

If you picked up the newspaper tomorrow, and you saw an ad like the one below . . .

Nordstroms
\$100 One-Time Fee

Pay a one-time-only fee of \$100 and receive a professional skin care and color cosmetics kit worth \$400

PLUS . . . wholesale privileges for all your future cosmetic needs

OR . . . you may decide to choose our part-time or full-time career path

Would you do it?



COMMON QUESTIONS

How much does it cost?

How much can I make?

How much time will it take?

Where will I find my customers?

Take the 1st Step toward Living your Dreams!



It's easier to say **"YES"** and try than it is to say **"NO"** and forever wonder **"what if"**

Did you know?

only 1% of women earn over \$100,000/year

of the 1%
70% are in Mary Kay

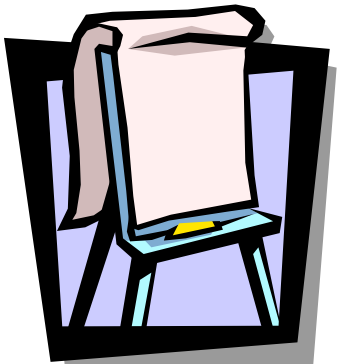
\$100 + tax and shipping: all you have to **"buy"** to give it a **"try"**

DECISION MAKING TOOLS



SLEEP TEST

Fill out agreement, submit payment for your Starter Kit . . . sleep on it, and if you wake up still thinking about Mary Kay, you've passed the "sleep test" and should give it a try!



PROS/CONS LIST

What's the worst thing that could happen if you give it a try?

What's the best possible thing that could happen?