



Welcome, New MK Husband!

Congratulations on being the husband of a new Mary Kay Independent Beauty Consultant! This is a very exciting time because it is the twelfth year in a row that Mary Kay products have been named the best-selling brand of facial skin care and color cosmetics in the United States based on the most recently published industry sales data.

Most people begin a career with Mary Kay to make extra money. However, because of the great opportunity to help others, your wife can gain a tremendous amount of self-satisfaction from her career. Her new career could provide anything from a little extra spending money to a business from which the entire family can benefit. A Mary Kay career offers the flexibility to fit your goals and lifestyle. The sky is the limit!

Weekly and daily activity is vitally important to any business. Please encourage your wife to attend all her business meetings--- it is the **LIFELINE** to keeping a positive attitude, learning and being productive each week. "Teaching skin care" is a business and we never stop learning.

Another important aspect of your wife's new business is inventory, and it's a decision you may want to consider jointly. It can be beneficial to begin any business with inventory, and Mary Kay is no exception. As your wife starts her business, it is my role to offer advice on how to sell products and manage her business income wisely.

I look forward to meeting you in the near future. If you have any questions concerning the Mary Kay opportunity, please contact me. Also, feel free to join her at any of her unit functions. We are looking forward to sharing with you your wife's steps up the ladder of success! Her belief in herself, coupled with your belief, can help your wife achieve whatever she desires for her Mary Kay career and family!

Sincerely,

Elizabeth

Elizabeth Elder

Future Executive Senior Sales Director

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