

## Different Philosophy...

Corporate – Expects your best performance whether you have a life or not.

MK - We feed self-esteem, build confidence, and praise you to success!

### 6 Key Qualities in Successful consultants: (some have all)

1. **They are busy people**
  - \* Therefore they know how to prioritize
  - \* They're good time managers
  - \* The average consultant (73%) works full time.  
Is married and has two children.Maybe not 10 hours per week, but 10 minutes 3 times per day.  
Need time managers to capitalize on these opportunities.
2. **They have more money than money.**
  - \* Therefore they're motivated to make more money
  - \* They're goal oriented and ambitious
  - \* They can find access to some money.  
Women are more creative with finances.Can you get excited about reducing your debt?
3. **They are not the "Sales Type"**
  - \* They're not pushy but informative
  - \* They like people and want repeat business for happy clients
  - \* They're not aggressive – attract not attack
4. **They don't know a lot of people.**
  - \* We know nobody gets rich off friends and family!
  - \* They want to build a business with real customers.
  - \* Wonderful way to meet people
  - \* Developing clientele is covered in training and with ideas shared at weekly meetings.
  - \* We'll teach you how to stretch.
5. **They are family oriented; motivated by the needs of their family.**
  - \* They don't use their family as an excuse but as a reason to do well.
  - \* They want more for their family and want to present a good example to their children.
  - \* They pass on a good work ethic.
6. **They are decision makers not procrastinators.**
  - \* There's never a good time for something new.  
You'll never have 100% time freed up.
  - \* The lights on the highway are never all green at the same time.
  - \* They live by dreams and **not** circumstances.

Some people need to think about it – still thinking 5 years later and are in the same spot.

Want to give 100%: Give job 40 hours per week, Mary Kay 100% on Monday at meetings and maybe 3 hours per week.

### 6 Reasons someone may choose to start a business with Mary Kay:

1. **Money**
  - \* Classes average \$150 profit is \$60 for 2 hours
  - \* Facials average \$85, profit is \$34/1 hour.
  - \* Product reorders
  - \* Dovetail at 15%
  - \* 4, 9, and 13% commission
  - \* Directorship
2. **Recognition**
  - \* Prizes weekly, monthly, quarterly, yearly
  - \* People in general will work harder for the pat on the back and feeling of success than for money.
  - \* Known for our recognition.
3. **Self Esteem & Personal Growth**
  - \* Never met a shy person who says "I'm shy and I love it."
  - \* Self-improvement course you get paid to take.
  - \* The only way to grow is to stretch your comfort zone get your heart racing.
4. **Car**
  - \* Build team from 5 to 12 and meet wholesale production in a 1 – 4 month period.
  - \* Leased vehicle with 85% of insurance paid  
Spouse and teenagers too!
  - \* First in Red Grand Am, then Jimmy, Grand Prix, then Pink Cadillac
5. **Advantages/Advancement**
  - \* Best part is you advance at your own pace.
  - \* You decide to promote yourself.
  - \* Tax breaks, auto costs, and mileage.
  - \* No territories.
  - \* Not a franchise.
  - \* Full Training.
  - \* Retirement available to NSD's
  - \* Insurance available to purchase.
  - \* **NO QUOTAS!!**
6. **Be your own Boss and BALANCE**
  - \* Faith, Family, Career
  - \* You are in control. You decide.
  - \* This can be tricky – you could be the best boss or the worst boss.
  - \* To be your own boss is \$106 + tax.
  - \* Inventory is options – a privilege to carry
  - \* 3 Guarantees
    - \* From me, 100% satisfaction to you.
    - \* MK to me on your returned product.
    - \* MK to me a consultant (90% Buy back)  
2 catches: Not a get rich scheme and 90% can never be consultants again.