

## Purse Game

Everyone get out your purses, we are going to play a game. Alright, what we are going to do is, I am going to tell you reasons why women are interested in Mary Kay. The person who finds what I tell them to look for will get two tickets, and everyone else who finds it will get a ticket. Then, we will draw for a fabulous prize. (Use a limited edition product and wrap beautifully.)

1. Money – (Any kind will work) Why do any of us work? Money of course. Did you know that in Mary Kay, we average \$25-50 per hour? Do you make that at your job? Did you know that it is documented in the Wall Street Journal that we have more women earning over \$100,000 per year than any other corporation in America? And we get to control our income. We don't have someone who says you only get so much money per hour and so many hours and that is all you get. We decide our paycheck.
2. Recognition and Prizes – (Anything someone has given you) Does your job give you Cinderella prizes just for doing your job? In Mary Kay we will win all sorts of prizes such as diamonds, jewelry, designer handbags, TVs, etc. We get to choose a prize every 3 months just for doing our job, and they call that being a STAR! Talk about recognition!!! Plus, at our success night, if you even try to sell something, people stand up and clap for you.
3. Self-Confidence and Personal Growth – (Mirror or anything w/reflection) In Mary Kay our goal is to enrich women's lives, and if you get nothing else from Mary Kay we guarantee you will get a better you. Mary Kay teaches you to feel good about yourself and have more confidence.
4. Car Program – (Car Keys) Most people know about what car in Mary Kay? The Pink Cadillac of course. But did you know we actually have 5 cars you can win in Mary Kay. The consultant car is a gorgeous 2011 Chevy Malibu, the second set you can choose between is a 2011 Chevy Equinox or 2011 Toyota Camry. Then our famous Cadillac's the SRX and the CTS. On all of our cars the company pays our lease, tax, title, tag, and approximately 85% of our insurance. Could you imagine not having a car payment right now? How much would that benefit your family? Or if for some reason you choose not to take the car, you have the option of taking cash. On the 1<sup>st</sup> level you get \$375 per month, on the 2<sup>nd</sup> level your get \$500 per month, and on the 3<sup>rd</sup> level you get \$900 per month. So either way, you are driving free. The shortest time it has taken someone to win a car is 7 days.
5. Advantages – Tax advantages – (Receipt) How many of you drive a car? Wear cosmetics? Have a cell phone? Well these are just a few of the many tax deductions we receive for having a home based business. It really helps at the end of the year.
6. Be Your Own Boss – (Calendar) How would you like to set your own hours? Work around your family? Well, in Mary Kay we choose how often we want to work and what days are most convenient for our family. Our philosophy is God first, family second, and career third. Wouldn't you love that?

Now, there is one other thing that attracts women to Mary Kay and you probably won't have this in your purse and that is the quality of our training. One of my biggest fears when I started Mary Kay is that I would not receive the training to know how to run my business, but in Mary Kay, training is very thorough. I didn't know how to apply my own makeup, how in the world was I going to teach someone else? Did you know that they actually teach our marketing at Harvard and Yale? All you have to do to get the training is come to our Weekly Success Night, which is held on Monday Nights at 6:30 at \_\_\_\_\_ . We will teach you everything you need to know to have a successful business!!! Ok, now does anyone have any questions about the MK opportunity? Ok, well there is a bonus question that you have to ask me and whoever gets the right questions gets 10 tickets for our drawing. (Q. How do I get started? Or How do I become a MK consultant? Etc.) Well, since you asked all you have to do is buy your starter kit and you get \$\_\_\_\_\_ in full size product, plus mirrors, trays, mascara wands, books, everything you need to get your business in gear. The whole kit is worth \$\_\_\_\_\_, and all you pay is \$100 plus tax and shipping its only \$115-\$119 depending on your tax rate. I don't know about ya'll but I've spent that at Wal-Mart and don't even know what I bought. Plus, they really make it win/win, worst case scenario you stink and can't sell water to dying man in the desert your got \$\_\_\_\_\_ in product for a \$100 bucks that's a really good deal, right? Plus, anybody who signs up within 48 hours of hearing this information gets this beautiful ring just for signing up. So again, what have you go to lose? What could you gain? So, don't delay, get started today!!!

Remember, also if MK isn't for you and you know someone who would be great at MK please give me her name and # and if she becomes an active consultant, you get \$\_\_\_\_\_ in free product, so please be my talent scout.