

*10 Great Reasons to*  
**BEGIN**  
*Your*  
**Mary Kay Career**  
*during the*  
**HOLIDAY** *Selling Season!*



1 You get to take the tax benefits at the end of the year! It's just like having a baby in December.

2 You'll be ready for the new year, when women are looking for new looks, new opportunities, and time-saving services. They also have gift money to spend. Everyone is looking for the post-holiday fun thing to do. January is one of our best sales months. If you wait until then to start, you will miss the opportunity.

3 You'll be ready to start your new year with a bang! You'll have a career that allows you to shoot for the stars without hitting a glass ceiling.

4 You will be able to take advantage of a fantastic discount (50%) on all of your Christmas presents for your friends & family. You'll also be able to help friends & family spend money they received as gifts.

5 Are your friends and acquaintances going to holiday parties? Help them with a great holiday look! Over the holidays, you will see lots of people that you won't see otherwise. What a wonderful time to be able to tell them about your new Mary Kay career and arrange for post-holiday bookings!

6 Make immediate sales by letting your friends and family know that your store is open for 12 Days of Christmas gifts, fragrances, last-minute stocking stuffers, and wrapping services.

7 Since Mary Kay has no territories, when you are making all of your holiday telephone calls to friends, keep good records, because you can tell them about your new Mary Kay career and write off the calls!

8 You will look fabulous this holiday season! You will receive great training and ideas on Christmas glamour techniques to look your best from Mary Kay and our unit.

9 Are you going to travel to see friends and family over the holidays? When you travel to visit long-distance friends and family, you can take your showcase and practice your skin care class skills. You can also write off part of the trip! Are your relatives visiting over the holidays? Practice on them over the holidays and get part of your Perfect Start done.

10 A camera (for before and after photos), an answering machine, voice mail service, or a computer are just a few of the tax-deductible business presents you might buy yourself in December.