



# Eight Reasons Why Women Come Into Mary Kay

(by Dacia Weigandt, NSD)



1. **Money** - highest direct commission paid in U.S.- 50% commissions on all products
2. **Free Car!!** - Cash compensation or car. 85% of Insurance paid
3. **Friends** — Support system. In business for yourself, not by yourself!
4. **Freedom from Corporate America** - no glass ceilings, unlimited earning potential!
5. **Flexibility** - full time pay for part time work, on the go selling, great for any busy woman, mom, full time employee, etc...
6. **Website opportunity** - You can have your own website fro \$25.00 a year!!
7. **Tax advantages** - self-employed, so tax benefits and deductions are endless.
8. **Company Values** — God first, family second, and career third. Golden Rule applied to all business in the sales force and corporate in Dallas.

## What does it take to get started?

**\$100 plus tax and shipping (\$450.00 value in the kit) - show photo of contents on next page**

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We have the privilege of investing in inventory.

However, it is not required, but recommended.

You could purchase 1 skin care set or 100. It is all up to you and how much you feel you would need to service your customers. My Director will answer all of these questions for you and your husband at training. **There is a 90% buyback on all inventory purchased making it a risk free investment.**

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I understand that this may or may or not be something you are interested in, however, in your WILDEST dreams, if you were to ever consider getting started making some extra money with Mary Kay... is there any reason why you wouldn't want to go ahead and get your Starter Kit now?

(Remember, if she doesn't sign on the spot, fill out the Guest Questionnaire (attached) and if still "no" leave her with an MK career brochure, *Your Future is Now* c.d. or a *Consider the Possibilities* video. Also leave a career car flier, *Living a rich Life* brochure, and an agreement.)



Get ready to fall in love...  
become an  
Independent Mary Kay Beauty Consultant!

**Your Starter Kit  
"Gift with Purchase"**

**\$323**  
Retail Value!

**3-1 Cleanser  
Normal/Dry \$18**



**3-1 Cleanser  
Combination/Oily \$18**



**Age-Fighting Moisturizer  
Combination/Oily \$22**



**Day Solution SPF 25/  
Night Solution Set \$60**



**Ultimate Mascara  
Black \$15**

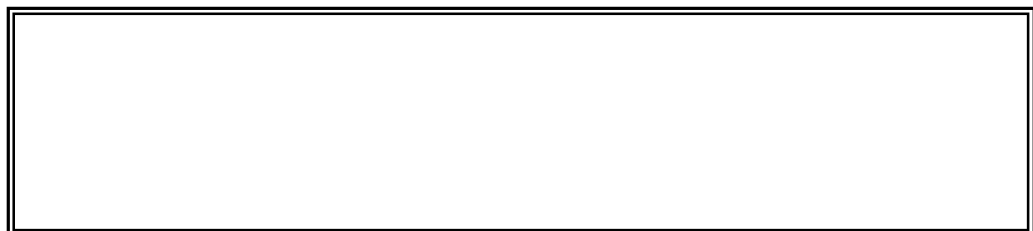
**Age-Fighting Moisturizer  
Normal/Dry \$22**



**Oil-Free Eye  
Makeup Remover \$14**



**11 Medium Coverage Foundations  
In our most popular shades! \$14 Each—Total \$154**





Get ready to fall in love...  
become an  
**Independent Mary Kay Beauty Consultant!**

**Your Starter Kit... \$100**

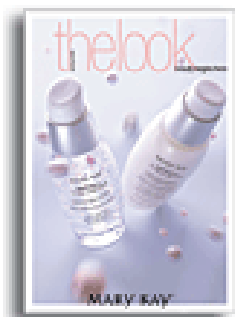
\*plus applicable tax and shipping



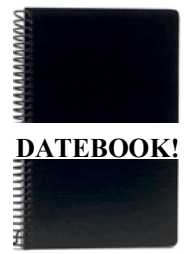
**Starter Kit Bag**



**On The Go Tote**



**10 LOOK BOOKS**



**DATEBOOK!**



**1 Team Building CD**



**6 Team Building Brochures**



**Consultants Guide includes:**

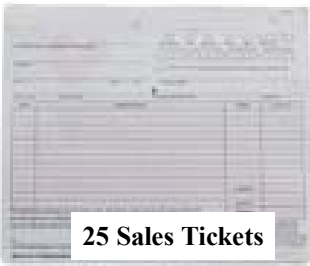
- Business Basics Workbook
- Product Guide
- Skin Care Class DVD
- Success Stories CD



**15 Beauty Books**



**6 Hostess Brochures**



**25 Sales Tickets**



**NEW! FLIP CHART!**



**50 Customers Profiles**



**Dual-Coverage Powder Foundation Samples**



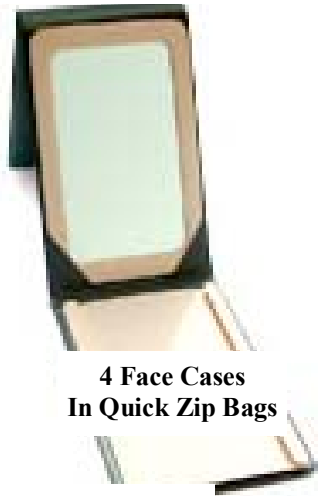
**30 Classic Look Cards**



**1 Shade Selector Tool**



**30 Disposable Facial Cloths**



**4 Face Cases In Quick Zip Bags**

\*Not pictured:  
30 Blank Business Cards  
2 Independent Beauty Consultant Agreements



\*Not pictured:  
Satin Hands Pampering Set  
samples with instructional insert included in Quick Zip Bag



**30 Disposable Trays**

**15 Disposable Mascara Brushes**

# Guest Questionnaire

1. What are some things that I have shared with you that could get you excited about the Mary Kay opportunity?

2. Why would you be good at this business?

3. What would be something that would concern you?

4. If you knew you couldn't fail, and that Mary Kay, my director and I would teach you everything you needed to know to be a successful beauty consultant, is there any reason why you wouldn't want to get started today?

5. On a scale from 1-10, where would you be?

Never 1 2 3 4 No fence 6 7 8 9 10 Yes

6. If not a "10" what would it take for you to be a "10"?

7. Comments / Questions?

8. Name:

Address:

Phone #:

best # to call:

Email: