



HOW WOULD YOU LIKE TO RECEIVE YOUR  
ORDER FOR LITTLE OR NO MONEY?  
*SPECIAL THIS MONTH*  
**\$40.00 FREE MARY KAY PRODUCTS**  
**OR**  
**30% OFF EVERYTHING**  
**YOU BUY FROM ME FOR THE NEXT**  
**6 MONTHS!!! ISN'T THIS WILD?**

Here's all you have to do....

Have 4 girlfriends come to your house or mine for ONE HOUR to sample our "hot new product— Microdermabrasion" and the #1 skin care program in America and you will have the choice of \$40 FREE at the presentation

**OR**

30% off for a full 6 months

This is the most exciting and probably the craziest thing I have ever done, but it is so much fun!!!

Don't miss out! Call me today to set your one hour appointment!  
I love being your Beauty Consultant,



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**“Guaranteed to Work” Script**

(taken from David Cooper)

Hi \_\_\_\_\_, this is \_\_\_\_\_ and I am so excited!! I am having a “personal best” contest with myself to have the most “MDA” presentations in a ten-day period. It could be a state record!! Do you have just a quick minute for me to explain?? (pause for answer) \_\_\_\_\_, I’m only calling a few people that I feel I can count on. For just having a quick demonstration of our “hot product—Microdermabrasion” and our #1 skin care in the next ten days, you’ll get (listen to this, \_\_\_\_\_) the choice of either \$40.00 FREE Mary Kay products OR 30% off EVERYTHING you buy from me for the next 6 months!!! Isn’t this wild? I am having so much success with this because everyone loves the word “FREE”!! And it is soooo easy to get your girlfriends or neighbors there! All you have to say is “come as you are and you’ll leave looking like a star!” Corny, I know, but so far, everyone is getting on my date book and looking forward to “shopping FREE”!!

Here’s all you have to do....Have 4 girlfriends come to your house or mine for ONE HOUR to complete our new products test panel form, and then sample the #1 skin care program in America! We can do this in ONE HOUR! It’s so much fun too!!!

\_\_\_\_\_, I know you are a busy lady, so I want to make this easy for you! Which do you prefer---the instant \$40 FREE at the presentation or 30% off for a full 6 months??

(Allow her time to answer, but continue quickly) \_\_\_\_\_, this is the most exciting and probably the craziest thing I have ever done, but it is so much fun!!! My date book is filling so fast, but I still have a couple of great spots open next Friday afternoon and Saturday morning. (don’t pause) Or would the following Monday night be better for you?