

The Mary Kay Opportunity

What's relevant to women today? (Use the comments to cover key facts about Business Opportunity.)

OR

MRS CAB

One of my favorite things about sharing our products is getting to share what I love about the business. It's ok if you've never had any desire for your own business, play along for door prize points and who knows, you could be a talent scout for me, & I'll give you FREE products if you connect me with someone who would love their own business.

For each letter I say, write a word that you think represents that reason why women start a Mary Kay business.

For every correct answer give yourself a point. (After she writes the answer. Tell them the correct answer)

- **M**- Clue: 50% of women start for this reason.
 - **MONEY** -We earn 50% on everything we sell, whether in front of someone, or residually on reorders!!!
 - We can also choose to build a team if we want and earn 4-36% on what our team members order (whether they order to sell, use for themselves, or gift out) No tracking for us, MK tracks and pays us out of its own profits. Each consultant still gets her 50%
- **R** - Clue: If more companies gave this, women would be more excited and incentivized to work.
 - **Recognition or Rewards:** We give weekly recognition and frequently receive Prizes and perks - trips, jewelry and more! (Tell what you've earned so far)
- **S** - Clue: this is the 1 characteristic more women lack than any other.
 - **Self-Confidence** (Share your self-confidence growth or someone else's)
- **C** - Clue: I'm going to earn this in pink.
 - **Car** (We actually have 4 levels of cars.
 - The 1st you can earn as a consultant; it's a Chevy Malibu or \$425 cash each month
 - The 2nd level is a Chevy Equinox or \$500 per month.
 - The next level is either a Chevy Traverse or a Black Mini-Cooper with pink racing stripes
 - There's the gorgeous pink Cadillac or \$900 per month!!! Plus, we get a new car every 2 yrs unless we qualify for a higher level one sooner!
- **A** - Clue: I get to choose to promote myself whenever I want
 - **Advancement** - That's right, I get to move up the career path whenever I want to. There is always someone there to support me, mentor, train, and encourage me.
- **B** - Clue: I am this for myself and I'm the best one I've ever had!
 - **Boss**; MK gives me the opportunity to not just design my day, but **design my life**.
 - I get **incredible tax advantages**: I can deduct a part of my mortgage/rent, a portion of all of my utilities, and mileage to & from all things I do involving my MK biz, including buying cotton balls at the grocery store - where I also happen to pick up my groceries at the same time! I love how much money my MK biz allows me to save/get back on my taxes.
 - Plus, it's so easy to get started!!! (Explain different options) Share starter kit on your zoom screen

I'll take 3 questions for an extra point. If you stump me, you get 2 points.