



## L-I-P-S-T-I-C-K

**Your Name:** \_\_\_\_\_ **Consultants Name:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Date:** \_\_\_\_\_ **Occupation:** \_\_\_\_\_

**In a job situation I like to: Have a Boss** \_\_\_\_\_ **Be a Boss** \_\_\_\_\_

**What do you like best about your job?** \_\_\_\_\_

**What do you like least?** \_\_\_\_\_

**Please circle all that appeal to you...**

**L = Love what you do!** Are you excited to go to work everyday?

**I = Income!** Do you have unlimited income potential?

**P = Promotions!** Can you give yourself a promotion and a raise when you want?

**S = Self Esteem & Self Confidence!** Do you receive recognition for a job well done?

**T = Tax Advantages!** Do you have great tax deductions?

**I = Incentives!** What was the last prize you were awarded?

**C = Cars!** Will your company award you a FREE car?

**K = Keep It Simple!** This business is really so simple! Step by step training & guidance.

You can start your own independent Mary Kay business for just \$100! This includes everything to get started plus over \$250 in retail product! So why not give it a try...who knows you might be surprised at what's hidden within you!

**A - Absolutely!** This sounds fun and I'd like to try it.

**B - Buy me coffee,** I'd like more details. (no obligation) choose any item at 1/2 price!

**C - Check back another time,** right now I'd like to remain a happy customer paying full price. ☺

However, I think my friend needs to hear about this! \_\_\_\_\_  
Name Phone #

IF you started a business with Mary Kay, which would you choose:

\_\_\_\_\_ Spare Time: 3-5 hours per week

\_\_\_\_\_ Part Time: 5-10 hours per week

\_\_\_\_\_ Full Time: 10-15 hours per week (free car!)

Thank you for helping me reach my goal by completing this sheet.

I put this on page 3 of the beauty book



## L-I-P-S-T-I-C-K

I'd like to take a moment to share with you a little about myself and why I love what I do in this fun format. Just for having these filled out you will be helping me with my training as I move into Directorship and I will do a drawing for a free lipstick with these sheets! So please fill it out completely or it won't count. Circle all that appeal to you as I go thru it.

**L = Love what you do!** Are you excited to go to work everyday? Prior to Mary Kay 14 years ago I worked full-time as a legal secretary and I was not excited about going to work, especially having to put my daughter in day care. Now I am so excited every day to go to work because I'm always meeting new people! And with 3 children ages 16, 12 & 9 they are my purpose! My husband says how lucky I am to love what I do. So my goal is to be able to provide him the opportunity to do something he loves to do too! (fun & fam pics, office pic)

**I = Income!** Do you have unlimited income potential? Before Mary Kay I didn't know there was such a thing. When you work for someone else they are in control of your income. Now I am my own boss & I control how much I make. Wouldn't you love that freedom?! So in Mary Kay you can make an extra \$50 a week or \$5,000 a week and more! You really can make a mint! (copy of checks, fake \$, mints)

**P = Promotions!** Can you give yourself a promotion and a raise when you want? This is where a lot of people can feel stuck. I did! I thought oh my gosh, this is all I'll ever do. That's why I'm so excited to promote myself to Director, drive free & share this dream oppty! Thousands of women are doing it, why not me? Why not you? Why wish & hope for a promotion when YOU can make it happen! And with no quotas and no territories, there is no ceiling! (career levels)

**S = Self Esteem & Self Confidence!** Do you receive recognition for a job well done? I lacked self-confidence and was very shy. This could have held me back but I saw this as a safe place to grow! The support system we have is incredible and the friends I've met thru appts like this and my sister consultants is priceless! Truly friends for life! (prior Mk pics, friends)

**T = Tax Advantages!** Do you have great tax deductions? Being that we are a home based business there are lots of tax deductions like...cell phones, internet, mileage, trips, portion of your home and so on. (tax info)

**I = Incentives!** What was the last prize you were awarded? Mary Kay believed in Cinderella prizes not a turkey or ham and \$50 million annually is awarded in incentives! I believe our hostesses are awarded more than a lot of employees out there. We also praise people to success. This has become a way of life and my kids are MK kids. (prizes, ribbons, cind shoe)

**C = Cars!** Will your company award you a FREE car for consistent 10-12 hour work weeks? This intrigued me because I knew I would never have a brand new car. Plus, the tabs and most of the insurance are paid for! Or, if you prefer a different car than one of these, take the cash! What would you do with that extra income without car and insurance payments? (car pics)

**K = Keep It Simple!** This business is really so simple! Good thing! Because I didn't know a thing about teaching skin care let alone applying color and because I was shy I thought where am I going to find the people and when I do find them I'll be too scared to say anything! That could have also held me back. But because of the step by step training and guidance it's all mapped out for us. And everyone shares their ideas.(trg tape) This company is truly go give and has heart! And in Mary Kay it's always a party!(bubbles) So I want you to know that this was something I certainly wasn't looking for, me a beauty consultant? But the facts don't lie & I thought it can't hurt to try it. Too many people let oppty's slip away because they're afraid to just give it a try. So I encourage you to at least hear some more information, it's a no obligation appt, and you'll be amazed. Plus, as my thank you for helping me out with my training you can get any item for 1/2 price! So watch how fun this is. And Mary Kay believes as so do I that at every appt there is at least one person here looking for "something more". You just never know. So please finish this sheet before the close of this class and we'll have the drawing!