

ALLSTARS UNIT - WHAT TO SAY ABOUT THE OPPORTUNITY

What's in my bag: tell your guests "I want each person to take one thing out of this bag that interests you, hold onto it AND PASS THE BAG ALONG." Once everyone has an item, "Each one of these items represents a benefit of being a Mary Kay Consultant. Now, you are going to guess what your item is, and guess the benefit."

Money: Most Americans have a side hustle, there's so much power in having the ability to generate \$. If you need \$500 by next week could you get it? We make our money in 3 ways - 1. Selling the products, we make 50% of what we sell. The better you are at relationships the more you sell -- women won't purchase and re-order from pushy sales people. 2. Adding people to our teams. Mary Kay isn't a multi-level marketing, we don't get paid just for signing people up. We get paid based on how well people are doing, so it's a great women helping women system. 3. Leadership- Anyone can become a sales director you work your way into it. I'm finding more women are wanting leadership because even if they love their job there's maybe no where else to go.

Recognition: Mary Kay believed that women would ultimately work harder for appreciation than they would for even money. If you ever come to our success nights, there is clapping and hugging and music so we can recognize people! We also get a ton of prizes--there's fun quarterly prizes (name some), diamonds you can earn at seminar, and trips around the world (talk about some).

Self Confidence: We say Mary Kay is a personal growth course you get paid to take. We teach you business skills, how to wear makeup/present, personality testing and everything helps to increase your confidence in a supportive in a supportive environment. Many women use Mary Kay as a vehicle to increase their confidence!

Cars: You can earn the use of a MK Career car! Does anyone know the most famous? -THE PINK CADILAC! (pull our flyer) We also have the silver Chevy Malibu and a Chevy Equinox SUV! Mary Kay pays for most of your car insurance, all our license and tabs. Imagine your budget if you weren't making a car payment? Shout out some things you'd do with that cash? You can also take the cash option of \$425, \$500 or \$900 cash per month! WHO WOULD TAKE THE CAR? CASH?

Advantages/Advancement: Mary Kay is not a get rich quick thing (that doesn't exist right?) You get out of it what you put into it! Isn't that exciting? Nothing else matters- education level, age how long you've been in. It's so neat to see so many women from different backgrounds that are that successful. We also have advantages like no quotas, no territories, tax deductions and free training/membership.

Be your own boss/flexibility: Most consultants do an average of 2-6 hours a week, which would be one appointment like this per week, which would be an appointment like this. It's totally based on YOUR goals!! If you want to earn your first free car, you're probably looking at around 10-15 hours per week. The point is that you don't need big chunks of time, you can weave it into what you're already doing!

HAVE THEM FILL OUT THE 1 -10 SURVEY FORM! 1 MEANS I'D NEVER DO THIS, 10 MEANS I'D START TODAY