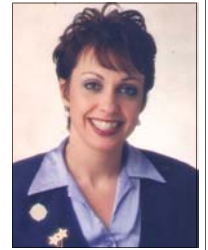


The instruction below and the sets sheets are from Shaw Area, FESD Barb Rabiega!



Hey Gals,

If you want great reorders from your customers, you must get them started on the Miracle Set! Use the attached Set Sheet to sell sets. Say something like this when closing the sale:

"It's really not my goal to talk you into any products you do not want, however, *it is* my goal to help you get what you *do want*. Here's a sheet with my sets and specials. You do not have to purchase in sets, but you will save money when you do purchase in sets. I take cash, credit card, and personal checks. In fact, I'll break it down into several payments if you decide you want one of the sets. Remember, it's my goal to help you get what you want. I can save you *time* and *money*. Mary Kay products are considered to be included in the *prestige line*, comparable with the finest quality at department stores. Yet we cost less! You'll notice *our foundation is only 14, and our mascara is only 8.50. You pay almost that much at Walmart*. You will never get the same quality at a drug store that you would get with the prestige line. Plus quality products last longer than the others. Think about generic dish soap. It's a terrible deal because you have to use so much, and it still doesn't deliver. Remember that concept when you think of Mary Kay. Quality products for a great price! So, fill out this half sheet with your preferences and I'll help you find a way to get what you want. Never say Mary Kay costs too much, because Mary Kay can be free!!!! I can help you get a \$50 shopping spree with Mary Kay just for allowing me to pamper a few of your friends!!! I'll explain more at our individual consultation. Plus, our unit is having a drawing for a beautiful gift basket of Mary Kay Products, and I can enter you when you fill out the half sheet."

"So, let's go over the sets together. Let me show you my Beauty Essentials Travel-Roll-Up Bag!!!!"

Because the payments are shown on the set sheet, she's more likely to take you up on it. NEVER give out product without the payments. Let her post date checks if she needs to. I even tell them I'll work the checks around their pay period. If you are ever suspicious about a client, ask to see her drivers license number and write it on the check. This would protect you in the event it wasn't a good check. (I personally do not do this because I try to choose people I trust...however, you would have the legal advantage if you chose to do so.) I also let them know I have a "husband proof plan." (A little cash, a little check, and a little on a credit card. I always giggle when I say this....it lightens the moment.)

Remember, get the sale whenever possible at the appointment. *Having the product with you will increase sales!* And having an inventory will make it easier for you to take payments. THIS IS AN IMPULSES MARKET, SO SELL AT THE APPOINTMENT. Don't ever push, but instead *entice!* Say *"if money were no object, what would you want?" FIND A WAY TO HELP HER GET WHAT SHE WANTS!*

### **Women will buy more when:**

1. You have the product with you (as in a full inventory.)
2. When you have confidence in your products and know them well! You can't know them unless you use them. Only put Mary Kay on your face and body!
3. You help them like *you!* So, be all about them and forget about yourself. Help them have fun!!!!
4. When you look, and act the part of the professional in every way! That doesn't mean you have to be stuffy. It just means getting their respect.

**USE THE ABOVE TRAINING AND WORDS, BECAUSE I PROMISE, IT WORKS!**

# Mary Kay Is America's Best Selling Brand



## I deserve it all!

Includes the following:

Miracle Set	\$104
Custom Compact (filled)	\$62.50
Finishing Set -	\$61.50
Mascara	
Eyeliner	
Lip liner	
Lip gloss	
Concealer	
Loose powder	
Eye Makeup remover	\$14
Timewise Eye Cream	\$26
Indulge Soothing Eye Mask	\$15
Satin Lips Set	\$18
Eye Primer	\$12
Satin Hands Pampering Set	\$28
Visibly Fit Body Lotion	\$22
Products listed above	\$363
Roll Up Bag Value	<u>\$45</u>
<b>Total Value</b>	<b>\$408</b>

**\$408 Value for only \$299**

Cash, checks, M/C, Visa, and Discover accepted.

Today's Price \$299

Tax 17.94

**Total for today! \$316.94**

2 Payments: \$158.47

3 Payments: \$105.65

## Basic color Set

Filled Custom Compact  
\$62.50

Includes:

Refillable Compact, Dual Eye Applicator, Cheek Brush, Cheek Color, Three Eye Colors, and Lipstick.



Only \$62.50

tax 3.75

**Total \$66.25**

1 payment of \$33.12

1 payment of \$33.13

## Color me Beautiful Set

Color 101

Filled Custom Compact (see set above)	\$62.50
Mascara	\$8.50
Eye Liner Pencil	\$9.50
Lip Liner Pencil	\$9.50
Lip Gloss	<u>\$12.00</u>
	\$102.00
	<u>Tax 6.12</u>
	<b>\$108.12</b>



Only 2 payments of \$54.06 for a New You!

Ask about free products!

# Mary Kay is America's Best Selling Brand



Name \_\_\_\_\_

Day Phone \_\_\_\_\_ Evening Phone \_\_\_\_\_

Consultant Name \_\_\_\_\_ Date \_\_\_\_\_

1. If Money were **No object** and you could have any set you wanted, which set would you take home with you today?

*(circle your answers)*

- The Basic Set - \$52
- The Miracle Set - \$102 value for only \$90.00
- The Ultimate Miracle Set—\$150 value for only \$135
- The Makeover Set - \$169 value for \$150
- Beauty Essentials Collection with the Travel Bag!  
\$390 value for only \$299! Plus, the Travel Bag FREE!

2. Please check any other pampering sessions you would enjoy!

\_\_\_ Mary Kay 101 \_\_\_ Glamour Class \_\_\_ Tootsie-Footsie

\_\_\_ Hot Lips And Nails \_\_\_ Eye Cream Social \_\_\_ Trunk Show

3. I would be interested in sampling (check those that apply)

\_\_\_ nail colors \_\_\_ fragrance \_\_\_ body lotions

\_\_\_ anti-aging products \_\_\_ pedicure set \_\_\_ glamour colors

4. \_\_\_ Yes, I would consider being a face model at a weekly Success Event and receive \$10 in free Mary Kay!

5. From the little bit you have seen today and what I shared with you about Mary Kay, is this something you would consider for yourself spare time, part-time or full-time, now or in the future?

*( check all that apply)*

\_\_\_ Yes I am interested in the MK opportunity!

\_\_\_ Yes I would like to take home some information about the MK opportunity!

\_\_\_ I know someone that would be great at this.

Her name is \_\_\_\_\_.

Her phone number is \_\_\_\_\_.

# Mary Kay is America's Best Selling Brand



Name \_\_\_\_\_

Day Phone \_\_\_\_\_ Evening Phone \_\_\_\_\_

Consultant Name \_\_\_\_\_ Date \_\_\_\_\_

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