

Chocolate Delights – Business Evaluation

Please allow me to introduce you to some calorie free indulgence. ..

O.K., so we're going to splurge a little, but after all. Mary Kay is like a box of chocolates. "You never know what you're going to get!" Oh, and by the way, it's been said that if you share chocolate in the company of a friend, the calories simply don't count!! So enjoy ...

C -is for "CASH" (how we earn \$\$ in Mary Kay)

You can benefit from 3 main streams of income by sharing the products: Classes, Facials, & Reorders. We are the highest paid in our field and because of our "try before you buy" philosophy, the products actually sell themselves, If I could show you how, would you be interested in earning some extra spending money? ____Y____N

Could you find as little as 2 extra hours per week? ____Y____N

Would you be excited about paying yourself what you're worth? ____Y____N

H- is for "HOURS" (flexible)

In Mary Kay, you select how many hours YOU want to work and when you want to work them. Most of the Women in our sales force work another full or part-time job and have children at home as well. Do you spend enough time with your family, doing things you enjoy? ____Y____N

O -is for "OPPORTUNITY" (unlimited)

YOU get to enjoy the benefit of being your own boss. Although you are in business for yourself you are never by yourself. Ultimately, you make all of your own business decisions with an entire Corporation behind you to Support you and provide you with benefits. Mary Kay Cosmetics is listed as one of the 10 best companies for Women to work for. By sharing the career with others you will receive commissions and bonuses from Mary Kay as well as the opportunity to achieve a top management position in as little as 4 months.

Wouldn't it be exciting to know that you could run your own show? ____Y____N

Would this kind of self-promotion motivate you to work? ____Y____N

C -is for "CAR"

This is an executive style reward you can choose for yourself on even-a part-time basis. We refer to our Mary Kay cars as our "trophies on wheels", and our significant others just love this benefit.

If someone gave you a brand new FREE car every other year, would you be inclined to take it? ____Y____N

Just out of curiosity , which vehicle would you select? A wide-track Pontiac Grand Am, a sporty Pontiac Grand Prix, or an exquisite Cadillac with On Star OR Cash? _____

O- is for " OODLES OF FUN"

Live, Love and Laugh- we literally make money while we "play makeup and drink coffee". In Mary Kay, P & L Statements stand for People and Love, not profit and loss. The more fun you have, the more money you'll make. This is a "girls just wanna have fun" kind of Company.

Could you be interested in having a job you love so much that you would do it for FREE? ____Y____N

Do you have a giant inside pf you screaming to get out? ____Y____N

Is your current J.O.B. fun? ____Y____N

Are you completely satisfied there? ____Y____N

Does your current employer endorse this kind of philosophy? _____Y_____N
Is personalized service a quality that appeals to you? _____Y_____N
Are you a "Team Player?" _____Y_____N

A-- is for "AWARDS" (and recognition)

We recognize and reward everything you do in your business, with a strong belief in "praising women to Success". We encourage everyone to earn all the prizes available and adopt the motto, "If *it's* free, it's for me!" Mary Kay always prided herself on giving prizes that women just simply would not justify going out and Buying for themselves.

When was the last time you were presented with a prize or given a round of applause from your employer just for doing a good job?

Could you get motivated by gifts, including elegant Diamond Rings? _____Y_____N
Would you enjoy never having to make another car payment? _____Y_____N

T- is for "TAX BENEFITS" (small business)

As a small business owner, you get to take advantage of many tax deductions. We get to write off part of the Mortgage, utilities, telephone, car expenses, travel, business supplies, etc. In Mary Kay there are no sales quotas or territories. This is truly a "no pressure" business.

Would you enjoy having a few extra tax deductions each year? _____Y_____N

Do you have family or friends living outside this area you could share the products and the career with? Y N

E -is for "ESTEEM" (personal growth)

In Mary Kay, we build up your self-esteem through step-by-step education and support, which gives you the Confidence you need to grow a profitable business. Our personal growth program is truly priceless and most precious gift that Mary Kay has given to me.

Do you like the idea of being able to "earn while you learn"? _____Y_____N

Would you be interested in receiving training in time management, marketing, etc. ? _____Y_____N

CHOCOLATE

Which letter is YOUR favorite and why?

Name: _____

Address: _____ City _____ State _____ Zip _____

Phone: _____ (Home) _____ (Work) Best time to call: _____

Your consultant's name: _____

On Our A B C D grid with:

A meaning -absolutely, where's the form, I want to start today!

B meaning -buy me a cup of coffee as I'd like more details and get some questions answered.

C meaning -not today, but invite me out again and I will come!

D meaning -not for me, but I'll remain a faithful customer. .

Where is your current interest level in choosing Mary Kay as a part-time of full-time career for yourself?

A B C D