

ISTORY

If you would have met me.....time ago and told me I'd be selling Mary Kay, I would have said no way.

I didn't have time-----

I Also didn't feel like I was the Mary Kay type. I had never had any formal training in Make Up or Skin care. How could I possibly teach it to others., not the sale type, etc.

At the Mary Kay meeting(class/brunch)

A)I heard some really great facts about MK>

- a. Mary Kay is on the list of the best 100 companies to work for and on the top 10 for women
- b. More women make 50 – 100,000 in MK than in any other company in the USA
- c. There are more self made millionaires in MK than any other company

Aren't these facts amazing!! I couldn't believe how great this company is.

B) **I also heard about this amazing Starter Kit which is only \$100**, and for that \$100 I would get over \$450 worth of great MK stuff, including: 1 full size set of TIMEWISE, 1 full size set of Day and Night Solution, a set of Velocity Skin Care, an Oil Free Eye Make Up Remover, an Oil Mattifier, mascara, foundations, mini satin hands and pre designed make up looks and color samples. I also saw the money that people were making and the fun they were having. The Director said that there were no quotas and Well this was quite a deal and since there were no quotas, I said of course I would get a kit.

I decided to give Mary Kay a try. It was so easy. **Everything I needed to go into business** for myself was in my kit, including mirrors, trays, applicators, catalogs, receipt—even a datebook. In Mary Kay there is incredible training. You can self train at home with workbooks and tapes that come in the kit or go to wonderful classes that are free.

My (friend, family member, etc) let me practice on their face. They knew that if they had a couple friends join them that they would get free product so it was easy to get a group together. **And then people from that group book and so on and so on.....**that is how we develop our business---its simple and fun.

At my first appt. **I was scared to talk in front of people** , but I just flipped and read this brochure, had them fill out a card about their skin that told me exactly what to use on their face, and the colors were already put together for me with instructions too. I was not very excited about the idea of selling something, but I found that everyone loves to have a free facial and makeover and that when they tried MK, it changed their skin the very first time they tried it and they wanted it. **The product truly sells itself.** Also this product is also consumable, so I have a very bright future in **re-orders/money on my answering machine.**

I have decided that this business is great. I have room to advance at my own pace and I decide when to promote myself. I am my own boss, I am earning a free car, and MK will allow me to stay home and raise my own children. I am so glad that I finally listened.

If you want any more information---even how you can get a kit and just buy your MK at cost,
I would love to give it to you at the end when we meet one on one today.