



Corporate Gift Basket & Joy of Giving Rollup

Here's the list of items in the basket and the order for the roll up so it will close properly:

Basket: 1 set each Favorite Things, powder puff, satin hands w/o eenc (melts in the car) placed separately around the basket, favorite things candles in the bear's arms, velocity candle, lemon cookies (anything but chocolate chip/meltable chip cookies), 2 bags of werther's candy in a mini basket for easy serving, bag of tootsie rolls, nuts in can or bag placed in a mini basket for easy serving, tons of candy canes or holiday lifesavers, holiday popcorn tin ... these are things that can be bought at the dollar store. Always buy an extra one so you can taste it and make sure the batch is fresh. I've never had a problem with the quality yet -- i always just assumed it was 2nd hand food since it was at the dollar store but what i learned is that many manufacturers purposely send products to these discount stores to increase their sales! Be sure and use lots of holiday garland or sprigs of holly, cover with cellophane, buy or make BIG ribbon, close and GO! Just a note, these food items are mainly used for CORPORATE baskets priced at 150+++ . I would NOT recommend diluting a customer's basket with NON mk items -- you should use ALL the money you can for PRODUCT when it comes to customer baskets!

The Holiday Roll Up contains ALL items in the holiday line in the PRICE, but the actual bag will not hold the favorite things gels so leave them out of the bag, but be sure the customer does receive them!

Pocket 1 is the powder puff, frame, and all velocity eyes/glosses

Pocket 2 is the favorite things candles

Pocket 3 is the velocity candle and mini fragrances folded OPEN

Pocket 4 is the favorite things LOTIONS only.

Cost is 246.50 including the BAG priced at 12.50!!! WOWOW! Thanks judi rosintresser for the idea! I sold 6 of these bags last week -- 3 to the SAME customer! They can break them up and take care of ALL their holiday needs and keep the bags for themselves or even give the bag as a separate gift as well! WOWOWOW! Cheryl Warfield also recommends putting some holiday fluff in the pockets like holiday grass, holly berries, or candy canes! GREAT idea to spruce it up!!!! ENJOY and GET PAID!



Gifts for Her



Bella Belara Limited Edition Gift Set

Indulge in the Ultimate Fruity Experience with Bella Belara Body lotion and shimmerific Body Powder, beautifully packaged in a pink Satin Ribbon drawstring Bag.

Gift Set \$68



Miniature Fragrance Collection

This special edition Womens miniature fragrance collection, features mini replica bottles of all six of the MK fine fragrances – Journey, Elige, Bella Belara, Belara, Velocity and Affection- White Journey. Nestled in a beautiful decorative box, its the perfect gift.

Gift Set \$85

Fragrance Duos

One for the dressing table and one for on-the-go start each day with Eau de Parfum and top up with the gorgeous fits in your bag, no leakage, solid compact. Its cream to the touch, leaves a silver shimmer and it comes in its own pouch. The perfect secret for all day fragrance.



Belara Fragrance solid compact \$39

Bella Belara Fragrance solid compact \$39

Belara Eau de Parfum \$62

Bella Belara Eau de Parfum \$62

Minty Moments

Yummy limited edition Peppermint cream MK Body Care gift set includes a refreshing shower gel and moisturising body lotion

Peppermint Cream Gift Set \$35



Gifts for Them

Satin Hands Pampering Set

Treat her to the sweet sensation of hands that feel renewed, soothed & pampered every day.

Satin Hands Pampering Set \$68



Tropical Treats

A skin delighting treat! Each set includes a sugar scrub, body lotion and rollerball fragrance in delicious pineapple scent, all tucked into a zippered bag that makes a gorgeous present.

Tropical Pinapple Gift Set \$58



And don't forget them...

Joy to the Girls

Here's what the pros know ~ you need the right tools to have a polished look. **Brush Collection \$75**



Lashes of Luxury

Turn up the volume & take your lashes from simple to **simply sensational** with MK Signature Ultimate Mascara. Then make a clean sweep with MK Oil Free Eye Makeup Remover.

Lashes of Luxury Gift Set \$45



Romantic Notions Gift Set

Modern Romance- its simple, its soft, its empowered femininity. Choose from 2 hot off the runway looks with these Romantic Notions sets beautifully

packaged in a romantic inspired pink lace bag. [compact is not included]

Romantic Notions Set Deep \$75

Romantic Notions Set Delicate \$75



Gifts for Him



Treat Him to one of these MK Mens Fragrance Sets

Available in the ambery fragrance of MK High Intensity or Domain a blend of lavender and oak moss. Each set includes 2 cooling after shave gels 73ml retail and 29ml travel size and two body and Hair Shampoos 129ml retail and 60ml travel size in a reuseable draw string bag

Domain Gift Set \$65

MK High Intensity Gift Set \$65

No Nonsense Gift Set

Simple. Effective. No Nonsense. Its just what a man needs, the Dynamic Duo – When used together MK Men Face Bar and MK men Moisiriser Sunscreen SPF 25 can reduce the effects of fine lines and wrinkles.

No Nonsense Gift Set \$48



And the little extras...

Coffee and Cream Set \$20

Perfect for him or her, your choice of shaving foam or hand cream with gourmet coffee in a mug.



In the Bag Gift Set \$25

Mini Satin Hands cream and Lip gloss duo makes the perfect gift for any girl as on the run she can pop it in the bag.



Clean Shave Gift Set \$35

Man oh man... Smooth and Cool... Your mans gonna' love it! MK Shave Foam and Cooling after shave Gel



The Perfect Present

Gift giving has never been easier! Let me select just the right gift for this Holiday Season. I offer a variety of specialty and special order gift baskets. My baskets are custom designed and filled with the highest quality product.



Take the Hassle Out of Your Holidays



Exclusive Executive Gift Services



Exclusive Executive Gift Service

Professional service and quality products that you deserve!
Gift sets are designed with you in mind.
Customer satisfaction is my highest priority!

Exclusive Executive Gift Services By:



I specialize in corporate gifts and personalized gift packages. All gifts come with a 100% satisfaction guarantee. My gift creations are made from the finest products available.

Packaging may vary based on availability. Substitutions of equal or greater value may be made.



Gifts for Her



Bella Belara Beautiful

It doesn't get any more luxurious than this rich shimmery body lotion combined with our exclusive NEW fragrance. This new delectable scent is a medley of apricot and red nectarine, dew-covered rose petals and Moroccan jasmine.

Bella Belara Gift Set \$75



Give Her an Experience

The Mary Kay Body Care Collection can transform an everyday experience into an extraordinary one. Choose from two collections.

Body Care Set \$47 each



Add the spritzer and really indulge her!
Deo Spritzer \$28 each



Color Fusion Collection

Stocking stuffers for gorgeous eyes & kissable lips! They're just what a girl needs to create looks for all her occasions. Purchase an Eye Color Quad + Lip Color Duo and receive a colorful FREE makeup bag!

Eye Color Quad \$25 each
Lip Color Duo \$25 each



Gifts for Them



Satin Hands Pampering Set

Treat her to the sweet sensation of hands that feel renewed, soothed & pampered every day.

Satin Hands Pampering Set \$51

Satin Lips Set

Satiny soft lips are yours with the Satin Lips Set. Buff away dry skin with the Lip Mask, then moisturize with the Lip Balm to keep lips soft.

Satin Lips Gift Set \$26



And don't forget them...



Joy to the Girls

Here's what the pros know ~ you need the right tools to have a polished look.

Brush Collection \$75

Additional products not included.

Lashes of Luxury

Turn up the volume & take your lashes from simple to **simply sensational** with MK Signature Ultimate Mascara. Then make a clean sweep with MK Oil Free Eye Makeup Remover.

Lashes of Luxury Gift Set \$38.50



Smart Girl Set

She does her homework, volunteers and makes good grades; she's earned great skin care! Reward her with the Smart Girl Set. Velocity® Facial Cleanser and Velocity® Lightweight Moisturizer. Mary Kay® Lip Protector Sunscreen SPF 15* helps protect lips and seals in moisture.

Smart Girl Set \$50 *Packaging may vary*

Gifts for Him



An Irresistible Gift Set

It's as irresistible as the man that wears it! He has an intensity for life ~ an intensity you find irresistible. MK High Intensity Cologne Spray, Body and Hair Shampoo & Cooling After-Shave Gel in a gift bag.

High Intensity Gift Set \$90

No Nonsense Gift Set

Simple. Effective. No Nonsense. It's just what a man needs. Dynamic Duo... when used together MKMen Face Bar and Moisturizer Sunscreen SPF25 can help reduce the appearance of fine lines and wrinkles.

No Nonsense Gift Set \$48



And the little extras...

Coffee and Cream Set \$15

Perfect for him or her. Your choice of Hand Cream or Shaving Cream with gourmet coffee or tea in a mug.



Clean Shave Set \$35

Man, oh, Man... Smooth & Cool Your man is gonna' love it! MKMen Shave Foam & Cooling After Shave Gel.

Ski Bunny Set \$30

Have another reason for a sunny disposition! Ban the Day's Rays & Give Lips Some Service!



The Perfect Present

Gift giving has never been easier! Let me select just the right gift for this Holiday Season. I offer a variety of specialty and special order gift baskets. My baskets are custom designed and filled with the highest quality products



I specialize in corporate gifts and personalized gift packages. All gifts come with a 100% satisfaction guarantee. My gift creations are made from the finest products available.

Packaging may vary based on availability. Substitutions of equal or greater value may be made.



Take the Hassle Out of Your Holidays



Exclusive Executive Gift Service

*Professional service and quality products that you deserve!
Gift sets are designed with you in mind.
Customer satisfaction is my highest priority!*

Exclusive Executive Gift Services By:

MARY KAY®
*America's Best-Selling Brand

Exclusive Executive Gift Services



Full Service Gift Consulting



Contact Business Gift Buyers and Boost Your Holiday Sales! Who knows best but the person that started everything we use for Business Boosting Sales!!

By VelerieJean

I have lists of businesses throughout many states: FL, GA, NY City, and Ill. I started in those places because I lived in FL and went to NY to see my Mother and Ill. for my Husband's business. Now I have expanded into MA over the last year since there is no Mary Kay representation there. If there is some one out there working Mary Kay none of the businesses have seen anyone. Once I find out no one is working the businesses then I jump on it.

Before I ever held a facial I was selling merchandised items. I got the idea from my retail days when we had 44 gourmet stores. To impact the market with our gifts I would sit up nights making ceramic moles. I used to make ash trays (can you believe that - now I know why people tell me to write a book). When we were in the cheese & wine gourmet business I would take those ashtrays, stain them the color of all the different cheeses from around the world, turn them upside down, slap a label on them and now it was a dumpy for my gift boxes. I would make up several different ones, take a picture, and do a mailing.

Well, now I am in the Mary Kay world, afraid to do a facial, and hope and pray no one wants one because I do not wear glamour etc. I needed money, had just gotten my inventory, now what (title of my book - "Now What, So What"). MERCHANDISING? YES!!!! I CAN DO THIS!!!! That is how it all started. Mary Kay did not have any merchandising ideas back then. I had sent into the company my coffee and cream idea 16 years ago and well, it is now part of Mary Kay. Same with the mock basket also known as 12 days. I have always collected business cards from businesses to create my mailing lists. I don't know why it is so easy to me but it is. My first year in Mary Kay I had 1500 names of businesses. Sent out my flyer. 6 Owners showed up at my open house. Sold \$2400 in 6 hours and one owner purchased \$1200 in gifts that I delivered on Christmas eve.

I have always done all my own merchandising. While today I have people working for me to help me with all the deliveries, shipments, packaging, and maintaining the inventory, back then I did it all my self. My first year I sold my whole \$20,000 inventory in 8 months. The next **year I sold \$70,000** in the same time frame (Oct 25th - May 30th) and was #2 in the court of sales and still had not done a facial. I did not do a facial until my 3rd year in Mary Kay. That is the year I won my first car.

I see many e-mails saying you cannot make money just selling the product. While it is always my goal to be a big director and I continual work on that area since it does not come as easily to

me as does the selling, I am here to tell you I put us back into a home and paid off 450,000 of debt in 6 years. I joined the company in May 1984 and was back in a home September 1987, paid off most of my debt by 1988, and had 25,000 in my savings account. Sharon Harmon was my banker for my first year. I did orders weekly so I could be a star. Because I was in such bad financial shape I had to sell every week. So I gave her the money to hold so I would not spend it. At the end of each week (Monday night meeting), I paid myself, reinvested in my business, gave her my Seminar allotment for the week, and went out and did it again. After the first year I was able to account for my money myself and that is when I came up with my Money Management System and the Piggy Bank ideas.

I do everything you can think off with a business. From a realtor buying the house warming gift for a new owner or Holiday Thank You Gifts for purchasing a home this year, to the favors at a Hotel for an upcoming seminar or convention. The one we have in the wings for October is a resort in the Catskills where we are doing the favors and the door prize and we will be in a room available for the wives to come see us for glamour tips etc. while their husbands are at their meetings.

I buy merchandising all year long at Dollar stores, Christmas Tree Shops, Basketville, etc. Always after a holiday or way before a holiday. That is another reason why I can do a shopping spree for my consultants without it being costly. I do not buy much from the vendors. I buy merchandising items and they love to win that for their business.

To get the word out about my service I attend business activities. And I constantly hear I did not know Mary Kay had such a service. As a result I am constantly invited to attend business activities. I am seen as a business person who means business. Just got invited to a Good News Breakfast to present my service on October 11th to 150 business owners. I know I will pick up some new business accounts. I would say it is mainly letting business owners know I have this service. Today I have an appointment at the local hospital for Doctors to hear how my service can help them with their Holiday needs for patients and staff. On one of my trips to Alabama a number of years ago to a new consultant debut over the Thanksgiving Holidays, I went to the local Medical Arts Building inquiring about who used a Gift Buying Service for staff and clients. One of the doctors there placed an order for 16 of my 12 days baskets. I had to go to the local Michael's store to buy supplies since what I brought with me was for the debut. I spent the next 2 evenings in a hotel room putting these baskets together. The most expensive one was 750\$ and since I was driving back to Sarasota and going through Jacksonville, I delivered it directly to the recipients home. That was exciting.

Hope I answered most of your questions. If not, let me know. And you have a great Executive Service Week.

Thanks. Love Ya, VJ

went to 1726 business in MA. I have lists of businesses throughout many states: FL, GA, NY City, and Ill.

PS: The following letter is solely for businesses in the month of September. That particular one just



Holiday Wish List

Who's Your Santa?

Fill out the form below and return it to your Independent Beauty Consultant. She'll contact your "Santa" and suggest items from your wish list!

My name _____

My Santa's name _____

My Santa's telephone number _____

The best time to reach my Santa _____

My wish list:

Don't forget these special people when making your holiday gift list!

! Priest/Minister/Rabbi

! Teacher

! Secretary

! Boss

! Co-workers

! Baby sitter

! Paper carrier

! House Sitter

! Mail Carrier

! Landlord/Apartment
Manager

! Neighbor

! College Roommates

! Hairstylist

! Manicurist

! Housekeeper

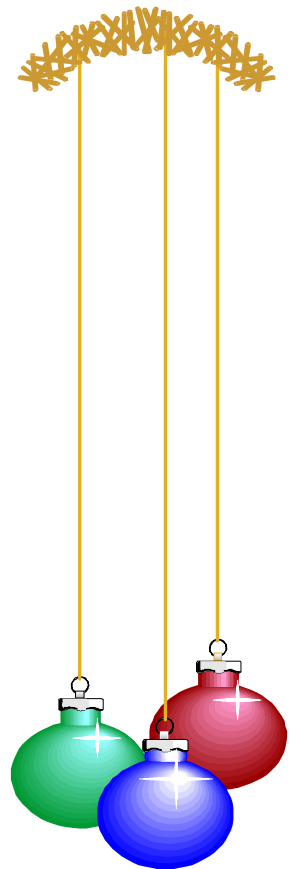
! Unexpected holiday guest

! Seamstress/Tailor

! Doorman

! Car pool riders

! Security guard



FIVE GREAT GIFTS FOR YOU!

IN THE SPIRIT OF THE HOLIDAYS JUST FOR SHOPPING WITH MARY KAY!

As a busy executive, you know that time is a precious commodity in achieving success in your business. With the Holiday Season fast approaching, now is the time to start planning your gift giving for valued clients and employees. We are offering to you our Executive Gift Shopping Service to meet your Holiday Gift-Giving needs. The Executive Gift Shopping Service provides you with the following features:

- Customized Gift Baskets
- Gift Certificates
- Bonus Checks can be included in the Gift Baskets
- 100% Product Satisfaction Guarantee
- Products for Men & Women
- Prices start as low as \$10 for Office Grab Bag Gifts

In the spirit of the Holidays, Mary Kay would like to give you these FIVE GREAT GIFTS for shopping with us:

- DISCOUNTS on All Orders over \$100
- Use of our Layaway Plan (pay 1/3 now, 1/3 in October, and 1/3 in November)
- Gifts may be exchanged by Recipient
- FREE Gift Wrapping
- FREE Delivery of Gifts to your home or office

We look forward to assisting you with your Holiday Gift-Giving needs. Call for one of our Holiday brochures.

Sincerely,

Independent Beauty Consultant



Dear Business Executive:

I would like to offer a special EXECUTIVE SHOPPING SERVICE to busy executives, and business owners like yourself.

Knowing that your time is very valuable, I would like to make an appointment with you, at your convenience, to discuss your personal gift giving needs. Your employees and business associates, both men and women, will be delighted with the “personal” gift they will receive for the holidays.

In about 10 minutes you can make your selections in the price range you desire. All gifts will be beautifully wrapped and delivered to you on the date desired - at no extra charge. I'll take over the date remembering task for you and you'll find this to be a great time saver.

I will call you in a few days for an appointment.

Thank you for your consideration.

Cordially,

Professional Beauty
Consultant



Dear

As a busy executive, you know that time is a precious commodity in achieving success in your business. With the Holiday Season fast approaching, now is the time to start planning your gift giving for valued employees and clients. As an

Independent Beauty Consultant for Mary Kay Cosmetics, I am offering Executive Gift Shopping Services to meet your holiday gift-giving needs.

The Executive Gift Giving service provides you with the following features:

- Customized Gift Baskets
- A Variety of Beauty and Fragrance Products for Men and Women
- Gift Certificates
- Bonus Checks Included in the Gift Basket (Optional)
- 100% Product Satisfaction Guarantee
- Variety of price Ranging from \$10-\$250
- Discounts on All Orders of \$100
- Payments by Cash, Check, Visa or MasterCard
- Free Delivery of Gifts to Your Home or Office.

This service eliminates the hassle of holiday shopping at crowded malls while still providing a personal gift to every employee and client on your list. The delivery date will be determined according to your scheduling needs, either to your home or to your office. All products are 100% satisfaction guaranteed and may be exchanged if needed by the gift recipient.

I know your time is valuable and it will only take about 15 minutes for me to show you our gift selection and answer any questions about the service. Next week I will call you to set up a time when we can meet at your convenience, to review your holiday gift giving needs.

Sincerely,

Dear

Take a minute to look over the exciting brochure I have sent for your review.

These gift sets are perfect for employees of your distinguished company. I am so excited to be offering them to you as Christmas presents.

As you will see as you browse through the brochure all the products are reasonably priced, practical and best of all can be used daily. The gift sets are available for both men and women making it easier for your selection. Also, with our products they are 100% satisfaction guaranteed. Most employees love our gifts but if they dislike it for any reason we will come to you for a pick up and replacement, no standing in line, filling out paperwork, and asking for receipts.

These sets really do make the best gifts. Best of all, ordering is easy. Simply call me. I'll be happy to take your order right over the phone and set up a delivery date and time. Any company purchasing 10 or more sets will receive a 10% discount on their entire order. For your convenience we take checks, Visa, and Master Card. Also, we can do three monthly payments to better service your needs. So, order early and have the satisfaction of knowing that a small part of your holiday season is done. Then you can truly enjoy the season without the hassle of finding the perfect gift for your valued employees. We have found the perfect gift for you.

Sincerely,

WHO IS THE BUSIEST PERSON YOU KNOW?

YOU, OF COURSE!!



I know that you would like to spend time selecting appropriate gifts for your employees, business associates, friends and family if you were given the chance. Like most of us, your days are filled with the ongoing tasks of running your business.

Well here is that chance, with the holidays fast approaching; my company would like to help you solve your gift-giving quandary. My company can custom design personalized gifts to please everyone on your list. Gifts personally selected by you in the comfort of your office, beautifully gift wrapped and delivered to you free of charge.

Within the next few days I will phone you to set up a brief appointment to determine your needs and share my ideas. I'm looking forward to our meeting.

Sincerely,

Independent Beauty Consultant



You can sell \$15000 in the Christmas Quarter (Oct – Dec) no problem!

When to start: 25th October - 23rd December

You can average \$2000 in sales per week if you go every day for just 2 or 3 hours.

Morning is always better than afternoon, but anytime is great if you bring your smile with you.

Rules:

I do not go back at morning tea or lunch. (I don't have time to come back, so sorry about that)

I do not leave my phone number, business cards or even a book.

All I have is my beautifully wrapped products. My perfumes to smell and a Triplicate invoice book.

One copy for them. One for delivery and one for me to keep with the ladies name and phone number of who I will be giving a facial to next year after xmas. (no loose paper work. All safe in a book)

Some interesting Statistics to help you be successful quickly! I probably took 3 years to learn this.

You will only sell to 1 in 7 so, don't feel bad if you get 13 no's in a row! KEEP GOING.. the next place you go into you could sell \$700!! It is sooooo worth it.. The sales, the people! Very exciting

So, it is a must to at least get your foot in the door..

- Be nice! Be helpful. Act confident. Don't be flirtatious.
- They will respect you if you act like a lady and respect their time as you are interrupting their work place, so be aware of how long you are taking and promise to be very quick.
- Be quick and very courteous! You are offering them a great service.. but you have to get that across pretty quickly for them to allow you in.
- If you get to show your products you are in a great position to sell them.

Be Prepared and Know your prices.

Don't give too many choices. Have limited options..

We have 4 Perfumes, allow him to smell the lids.. watch his face on which ones he liked and then describe them in colour to him.. The one you liked is Bella Belara and it comes in this Red Cylinder and it is 70 (don't say dollars)..

All I take out with me is

- 1 perfume in cylinder
- Satin Hands set in cylinder
- 1 foot set in cylinder
- Complete Forever Orchid Set including the perfume.
- Order forms (the triplicate invoice book)
- Make sure you wear your MK badges as well..

I will add on \$5 - \$7 for the packaging and just round off the amount.

Round figures are easier to remember for everyone.

You can do baskets, but cylinders have the WOW FACTOR and are easier to get and keep getting.. Great for all occasions.

Elige would be \$75

Bellara's would be \$70

Velocity would be \$70

Satin Hands would be \$75

Forever Orchid would be \$140

And the Foot spa set will be \$45

Brush Set \$80



I do not offer hand creams in coffee mugs.. I do not want to sell \$30 at a time, I want to sell \$70 and up. Otherwise it will take you a long time to make money..

Don't take out the little things.. but you can offer them at the end... as an add on or a stocking stuffer

Your Service

1. You are offering the guys out there a great service!!
2. You are helping them choose a great gift (very stressful to them)
3. You are bringing it back to their workplace already gift wrapped..
4. You are taking credit card or cash.. !!
5. Plus the lady he gives it to will be getting a complimentary facial in the new year to make sure that she likes his choice (if not, she can swap it for anything else in our range) She will also be offered the complete MK experience.
6. So FEEL PROUD! Do not act apologetic. If they want your service great. If not, move on. No big deal
7. Remember, your time is worth \$250 an hour!!!

HOW:

You have to be committed to staying out there and going to every single place of business.

Take a big gulp. Put your big girl pants on. Make sure you are wearing your Mary Kay imaginary Pink Bubble (so that no one can hurt your feelings)

Walk Tall, Walk Proud and Act, Look and Smell Beautiful!!

Pick a street: Park the car: Start at one end and just go into every business until you have come to the end of the street.. Cross the road and head back to your car.

WHAT TO SAY: DO NOT STOP TALKING UNTIL YOU FINISH YOUR SPIEL..

Hi, my name is Maree Smith from Mary Kay Cosmetics, I realise you're very busy, so I promise to take just a minute of your time and offer you an "Exclusive Range of Hand Treatments, Foot Treatments or Perfumes for Xmas. I am only taking orders today and I will bring it back gorgeously Gift wrapped just like this in 2 weeks time. Prices range from \$45 right up to whatever price you would like to spend. PLUS, as part of the present in the New Year, your wife or girlfriend or mum will receive a complimentary skin care treatment and I get to check whether she actually liked the products that you chose, and if she doesn't, she can swap them for anything in our current range! This is an exclusive offer that you will not find in a regular department store. We don't have many to choose from so, it will only take me a minute to show you..... put your basket down and start showing them... If they are not interested, they would have interrupted your spiel by now and told you.. > "thanks, but no thanks".. YOU SAY "No worries.. thank you so much for your time and you have a lovely day" and move on to the next place. If you get to show them, then you pretty much should get the sale.. **Important:** Don't keep raving on.. get to the point! Women tend to go on and on and men lose interest and you will lose the sale.. No one can make you feel terrible except you. They simply did not need your service today.

A couple more rules..

Get Bookings:

Try to see the secretaries last.. If you go in their first.. she will tell you that they wouldn't be interested.. I go to the guys at the back first and then go in and see the secretaries..

To the Secretaries.. Introduce yourself.. "At Xmas time we come around and try and see the guys who need some help with their xmas shopping but what we really do the rest of the year is show women our gorgeous range of skin care and make-up.. I didn't want you to miss out, so I thought I would pop in and just offer it to you.."

"Have you ever tried MK before?" You haven't? Awesome, let me be the one to offer it to you. I come to you or you can come to me and I will provide you with the complete Mary Kay Experience which includes,

1. Fabulous Satin Hands Treatment.
2. An Anti-Aging Skin Care Routine,
3. Microdermabrasion! (have you ever heard of it? No! Instant Black Head Remover!)
4. We then do a foundation match that is perfect for your skin type and colouring and then we
5. Do a 5 minute Makeover!

All in under 2 hours!.. Your allowed to share it, but only with 3 friends.! What do you think? Sounds Great! Ok.. Give me your daytime phone number.. (am I allowed to disturb you at work here just for a minute)? Good, then I will give you a call tomorrow and see if we can organise our schedules within the next 2 weeks, does that sound ok for you ???

Don't be surprised when you get **Sales, Bookings** AND new **Team Members** because there are lots of ladies out there who are bored at their current jobs! I got a Gold Medal in December just from Xmas selling!

WHERE:

Go to areas that are full of little businesses like: The repair shop, the tyre shop, The radiator place, Car yards just places where you will find 3 – 6 guys working there. There are so many options.. start looking and mapping in August!
Not big industrial places. Don't worry if you know someone else has been there before you, they may not have bought from them, and they might buy from you ! Nothing is bad.. You be nice, everyone will be nice.

If you want success, you must be prepared to go: RAIN HAIL OR SHINE!

And last but by no means least.....

WHAT TO WEAR:

Wear a nice summer Lightweight business suit? Or Skirt and lightweight jacket.. or a lovely summery outfit. Your Mary Kay Badges, Name Badge.. Low heels or comfortable walking shoes as you will be doing a lot of walking.

You must look professional! Yes, it's very hot (I'm from Queensland) it gets to 42 degrees here! Places can be quite dirty, You will face quite a few no's.. but IT IS WORTH IT!

Take home \$5000 or more cash to your family this xmas!!! And have a lovely holiday on YOU!

The law is: Some will, some wont, so what! Keep going and don't quit..

Map out your area. Go every single day if MK is your business. If you work full time, then concentrate on places that are open on Saturday and go for as long as you possibly can, EVERY SATURDAY.

Results:

You should sell on average \$250 an hour - so the longer you are out there the more people you will see, the more you will have a chance to sell.

You will learn everything you need to know if you just stay out there and don't quit!

Success comes to those who Persevere.

Be brave!

It's not easy..

But it is worth it!

Act confident until you become confident.

If you never go, you will never grow!

As Mary Kay says - "You can Do It"

NO EXCUSES.. NO SURRENDER.. DON'T QUIT!

Packaging supplied by www.swannagenices.com.au

They are a florist accessories wholesale supply store.
East Brisbane. 3392 4011 (yes they deliver interstate)

I couldn't find the cylinders on line.. or the ribbons.. but I assure you there have them.

Cylinders \$5 each – supplied by the dozen . Red, White, Gold, Silver

Ribbons \$1.3 ea – supplied pks x 50

Buy all other accessories at cheap shops ?