



5 in 25

Join me for a
FAST FUN ZOOM

5 FAV PRODUCTS

5 FUN FACTS

5 FAV PERKS

5ⁱⁿ25 SCRIPTS

Save the date goes out to your guests!

BOOKING SCRIPT: "Hi Jen, we are doing this fast fun zoom to kick-off my new MK Biz! Could I borrow you virtually for just 25 min?"

3 DAYS BEFORE: "Hey girl! So excited that you are joining us Sunday! Get ready to sit back, relax and enjoy fast products and facts... Plus no taking your makeup off! AND we will have giveaways! If you have any questions between now and then, just let me know!"

2 DAYS BEFORE: "Thank you so much for coming Sunday to our 5 in 25! My mentor is picking out a "Thank You" gift for you! What are your favorite colors?"

DAY BEFORE: "Hey! So excited about tomorrow! Thanks so much for your support! Here's a short video about MK, just so you know who we are and our mission for women.

Just for watching and filling out a survey, you go into a drawing for a special giveaway

Here is the link to listen and fill-in: <http://bit.ly/PeekIntoPinkFocusGroup>

DAY OF EVENT: "Hey girl! We have your gift ready! I can't wait to see you at ____ today! Thank you so much for sharing your time! Did you want to do your 10 minute personalized Beauty Chat right after the event or tomorrow? See you in a bit!"

5 FAV PERKS

of being a Mary Kay Beauty Consultant

D: Driving the Dream...Mary Kay has a one of a kind Career Car Program.

- Which would you choose: A car leased in your name + tags, title, license and a portion of the insurance paid by MK **OR** Cash for 2 years?
- If you did not have a car payment, what would you do with that extra money?

R: Recognition... Harvard did a case study on Mary Kay Ash's philosophy of praising women to success.

- Who feels they deserve more recognition?
- Who would like to win diamonds, world class trips, and prizes just for doing their job? My next prize is....

E: E-Commerce...Mary Kay Beauty Advisors have the opportunity to connect with clients in multiple ways — through e-commerce, virtually, or in person.

- If you were to ever look into Mary Kay, which ways would you enjoy the most?

A: Advantages...We get to create our own work-life balance with no quotas and no territories.

- Who could use some tax advantages, additional insurance options or retirement options?
Mary Kay offers a retirement program for our National Sales Directors
- Do you think Mary Kay Ash wanted us to be known as a Selling or Teaching organization?
Teaching first, then sales. Who loves encouraging and mentoring other women?

M: Multiple Streams of Income... Mary Kay is a direct selling model where you can earn up to 50% commission from day one simply by sharing products you love, with no requirement to team build.

- Let's have some fun — what would you do with an extra \$600 to \$1,000 a month?

Which were your favorite perks?

5 FUN FACTS

The Power of Washing Your Face with Mary Kay

1. **You are directly investing in a woman-owned business** In fact, when you get your products from me, my MK money is _____ for me and my family.
(insert YOUR WHY)

You are choosing a company created by a real woman, Mary Kay Ash — we are built by a woman, for women — on priorities: faith first, family second, career third.

What does it look like to live with your priorities in order?

2. **Fast forward 63 years later**, Mary Kay is the #1 Best Selling, direct-sales brand in the World! We are a multi-billion-dollar, family owned company that produces over a million products a day right here in the United States!

What are you liking so far? There is a lot of power in your skin care/beauty purchases.

3. **Mary Kay products are backed by real science.** Tested to meet EU standards, supported by 1,400+ patents and over 500,000 product tests a year.

Also, when you choose MK products, **you are helping the environment** with our Pink Doing Green efforts — including zero-landfill, our buildings are run on 100% renewable energy, and we have planted more than 1.4 million trees with the Arbor foundation

4. **Did you know Mary Kay is also committed to giving back?** Through the Mary Kay Charitable Foundation, more than \$220 million has been donated globally to find a cure for cancers affecting women and investing in domestic violence shelters all across the country. Who knows someone effected by either of these?

5. **When you choose Mary Kay products, you're making a global impact —** Supporting thousands of employees and millions of Beauty Advisors in almost 40 countries, including me. WE ALL SAY THANK YOU!

Which ones were your favorite?