



Success In A Bag!

Intro with: "These are reasons women join Mary Kay"
If possible take all the items out and lay them in front of you and then place them into the bag as you talk about each one. If it is a smaller group you can ask them what they think each item represents.

- A** 1/2 of a product box = 50% off
- N** Jewelry box w/ring = prizes
- Y** Mirror = self improvement
- R** Rubberband = flexibility
- O** Thumb tacks = tax benefits
- R** Empty lipstick tube = consumable products
- D** Map = No territories and No quotas
- E** Red /silver/pink cadillac matchbox cars
- R** Color 101 card = Mary Kay does it all for us
- P** Play Money = \$50., 100. 500. per week

Last 3 in this order

- 1. Pink Bra = All the support you get**
- 2. Agreement = "The only thing that comes between you & purchasing at retail or wholesale."**
- 3. Playtime shoe = "You'll never know if the shoe fits unless you give it a try!"**

ASK: Is there any reason why, you wouldn't want to get started today?



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