

## **GETTING STARTED PAGE**

**\*As you look at some of these huge incomes – isn't it amazing to think that each of them began with just a Starter Kit? Don't you believe they are glad they did?**

## **TRAIL CLOSE (One on One?)**

**We covered several of the main reasons most people get involved with Mary Kay. They are . . . Money, personal growth, prizes, recognition, car, quality product, Tax benefits, friends, flexibility, ongoing extensive training. I am curious, of those 6 or 7 things which 2 or 3 did you feel appeal the most to you? (Lips giant zipper-ears satellite dish). That's amazing! It seems like no matter how many times I go through this, those same 2 or 3 things keep coming up. Aren't there more reasons for getting involved with Mary Kay than you may have thought just a few minutes ago?**

## **MAIN CLOSE (One on One?)**

**\_\_\_\_\_, Are you really ready for the money? Are you as eager to have an extra \$300 or \$400 cash per week in your pocket part time, an extra \$1,200 to \$1,500 additional income per month as much as I believe you are? (Shrug shoulders) You know how important additional income could be better than I would, just remember—the faster you go through the training, the faster the money can start happening. To get a head start on the money, would you rather be in this week's training class or would next week's training class really seem better? Whichever seems better for you will be fine by me.**

**If they are hesitant try——\*Just maybe start Mary Kay on a trial basis for 30 days and have me help you earn \$100, \$800, \$1200 your first 30 days, part-time, and then decided at that time if Mary Kay is right for you. Wouldn't that be the easiest way to do it?**

**NEED VICTORIES???? STACK YOUR OWN DEC**