

MONEY

***Could you get excited about having an extra \$300-\$400 CASH per week part time on a consistent basis? Would that be helpful right now? Is the timing for extra cash good for you right now?**

***Wouldn't it be wonderful if you could work part time 5-8 hours a week and have the real potential of earning an extra \$50-\$75 per hour part time?**

***Wouldn't it have been good to start this 6 months ago?**

RECOGNITION

***Besides the money, wouldn't you like to also be winning prizes, receiving awards and getting recognition for doing a good job?**

SELF-ESTEEM AND PERSONAL GROWTH

***Wouldn't it be great to have a personal development course you get paid for?**

***Isn't it reassuring to know that in Mary Kay you'll be in business for yourself but not feel by yourself?**

***Wouldn't it be wonderful if you could just about double your current self-esteem, self-image, and self-confidence in the next 30-60-or 90 days?**

CAR

***Wouldn't it be nice to drive a brand new car and have someone else make the payments?**

***Wouldn't it be fun to drive a rolling trophy?**

***Wouldn't you love to have certain family members, neighbors, previous employers, whoever, seeing you driving that brand new car and have to think wow...she really did it! Are you looking forward to that?**

QUALITY OF THE PRODUCTS

***Would it be important for you to always be able to say that we offer 100% satisfaction guarantee on every product we sell? I thought it would!**

QUALITY OF THE TRAINING

***Aren't you glad that you'll receive such excellent training in your first 5 to 7 days so that the products will seem to practically sell themselves? Wouldn't that be helpful?**

BE YOUR OWN BOSS

*Have you ever wanted to be your own Boss?

*Isn't it amazing that the more you help other people, the more you earn yourself- matter of fact, several years from now, after you've helped hundreds of others reach more of their financial goals, wouldn't it be awesome if you could be enjoying an annual income on a monthly basis?

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 . . .

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 DECK!!!!