

**Some of the reasons women say yes to Mary Kay! Which apply to you?**

Circle as many as you'd like! (This will be explained later.)

**Name:** \_\_\_\_\_ **Phone #:** \_\_\_\_\_ **Consultant:** \_\_\_\_\_



**Make Money**



**Retirement Plan**



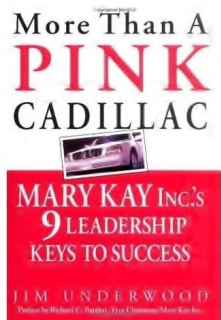
**Prizes & Awards**



**Fun & Friends**



**Be Your Own Boss**



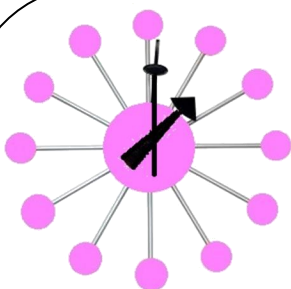
**Leadership**



**Recognition**



**Travel**



**Flexibility**



**Extra Income**



**Tax Advantages**  
(Consult a tax professional)



**Advancement**  
(You decide when)



**Priorities & Values**



**Personal Growth**



**Corporate Support**



**Training & More Training**

Circle the car you would choose!



Chevy Cruz



Toyota Camry



Chevy Equinox



BMW 320i



Cadillac SRX

## PLEASE CIRCLE ONE

1. WOW! Only \$ 100! I'd like to give it a try! I can get my products at cost, have fun, make some extra money, & who knows, maybe even earn the use of a Career Car?!
2. Maybe? I'm not sure. Please give me some more info to take. I'd like to get together to at least hear all the details, with no obligation.
3. I'm really curious and would love to take some information home to look over.
4. Sounds like a GREAT Opportunity, but I'd rather support my Consultant as a customer and have the privilege to earn FREE products periodically with updated make-over parties.



## INSTRUCTION SHEET

### **Here it is in a Nut Shell:**

After the skin care portion of your facial or party, hand out this sheet and tell everyone:

“We are going to play a game and there is a PRIZE involved. There are some of the reason women are excited about our Mary Kay opportunity. Go ahead and circle all that apply to you. I’ll explain more later.”

Then after you have finished foundation with them, have them go back to this and ask who circled for example money? Then share a little about how we make out money. Do this for a couple more of the categories then ask them to put a STAR next to the one that is their favorite.

Next, they turn the sheet over and circle the number that sounds best to them.

Collect all the sheets and do a drawing....you choose what to give away. By the way, check the sheet out....the 4 sections represent DISC!!

*This is a great tool. I LOVE it because it’s a fun visual that will be easy to use to follow up with anyone! It gives you lots to talk about!*