

## MRS. F. CAB PURSE GAME

There are many reasons why people come into Mary Kay and many more why they stay. Ask your potential team members to listen and see which one interests them.

I love what I do, can you tell? Now I will share with you the top reasons why women open a Mary Kay business and how you begin it. So put your purse on your lap and get ready. I will call out a letter, then you will pull out something that starts with that letter. The first person to pull something out and say what it is gets a ticket, gift, etc. (If you are doing tickets or gifts)

1. **MONEY:** The number one reason why women come into Mary Kay is for money. Most people have to choose between money and time. If they want more money then they work more hours and vice-versa. In Mary Kay you can determine your own hours and the amount of money you want. Of course we know that money doesn't buy happiness but it does buy choices. Choices let us determine where we want to live, what schools we want our kids to attend, our medical care, how to take care of our parents if needed and so forth. How much good could you do for your family, community and others with unlimited income? Whether you choose an extra \$100/week or \$1,000/month it's up to you. What would you do with your first \$1,000 that you earned from your Mary Kay business? Think about that for a second.
2. **RECOGNITION:** The second reason why women come into Mary Kay is for recognition. Most companies recognize you when? When you make a mistake. In Mary Kay it's wonderful to be constantly recognized by praise, prizes, a ribbon, a pin, sometimes a hug, a seat of honor, or a crown for a really great week and...for a really great year, a diamond ring. I mean really big diamonds and trips all around the world. How would you feel about your career if you were constantly praised and appreciated for everything you do? It's a wonderful feeling.
3. **SELF CONFIDENCE OR PERSONAL GROWTH:** What would you do if you weren't afraid to try? Here's some food for thought. The only true failure is failing to try. Think about your children. What do you say when they're apprehensive about trying out for gymnastics, a dance class, T-Ball, the basketball team or cheerleading? Don't we say, "Just try!"? Perhaps we should take your own advice. We can't pass on what we do not possess. Wouldn't it be great to build our self confidence in the supportive nurturing environment Mary Kay provides? Can you imagine how rewarding it would be to set that kind of example for those you care about?
4. **FAITH, FAMILY & CAREER FUN, FLEXIBILITY & FRIENDS.** Mary Kay's philosophy is to put our faith 1st, family 2nd and career 3rd. Most women feel out of that order; it just doesn't work. We have so much fun, can you tell? The flexibility is the best part; doing what you want when you want and how you want. The friends, well they are the most encouraging, fun, kind & compassionate women in the world - you just have

to experience it. No words can explain. Aren't you excited about what we have to offer?

5. CAREER CAR. Total up in your head what you're paying each month on car payments, registration, tags and insurance. Now with a career car from Mary Kay you can take most of the money and put it back into the family. What would you now earmark it for? College, vacations, remodeling, investments...these are only a few. The fun thing is you get to decide.
6. ADVANCEMENT. Have you ever worked really hard for a promotion and then got passed over? You might know that feeling of disappointment. Well in Mary Kay it is different. You can promote yourself depending upon the quality of your work. In Mary Kay advancement is unlimited. Each step is mapped out and we can show you the way. Here's a question to ponder. If I could teach you to do what I do - do you think you could learn? You know if I walked into your office tomorrow I would be quite clueless. I'm convinced if I paid attention and you were patient with me I could learn. So can you!
7. BEING YOUR OWN BOSS. Do you have all the flexibility you could ever want in your current job? Whether it's a school play, sick child or a hot date with your husband, could you just drop everything and leave anytime you choose? With Mary Kay, you choose which hours and if any you want to work based on your family's needs. Mary Kay's policy of no territories and no quotas allows you to keep your priorities in order...I'll be you'd be the best boss you ever had!

Now tell me out of all these reasons people love Mary Kay, which appeals to you the most?

To open a Mary Kay business, you first order a starter kit (**Show yours or a picture**). It costs \$100 plus tax and shipping; that's it! You receive over \$600 worth of products to demo and supplies. It's not like you're having a baby or getting married; it's a \$100 decision. Any questions?

**Answer questions then....**please fill out this little survey and we will discuss on a one-on-one your interest level. (**Hand out "I'd love your opinion" sheets, collect and ask questions, then take picture of each to text to director. If they check "absolutely", sign them up! If they check "buy me a cup of coffee", give them literature and set up phone or in person within 24-48 hours. If they check "love these things", book them for a party and to be a model again.**