

# WHAT WOMEN WANT

## WHY DO HIGH-ACHIEVING WOMEN START A MARY KAY BUSINESS?

### PEOPLE

What would it be like to surround yourself with really great people of excellence?

The women in Mary Kay are visionaries, passionate, and others-focused.

### MONEY

50% profit made from selling the products, which is the highest direct sales commission in the U.S.

Team-building commissions, along with a lot of bonuses and extra perks, give women earning potential that is very hard to match, which is why Mary Kay produces the most women around the world earning six figures and higher!

### CONFIDENCE

There is no better personal growth plan for a woman than with Mary Kay!

Women build confidence in a positive environment. If you want to build a better life, you often need to better who you are. Women in Mary Kay become stronger in other areas of life as a result.

### CHALLENGE

Imagine being rewarded for your hard work. Yes, it's challenging.

Women in Mary Kay get to do quality work that stretches and grows them into stronger people. Women find it's also very rewarding when they empower other women!

### CAR

Earn a FREE Chevy Malibu in less than a year, working your business 10 hours a week. Directors can earn a Chevy Equinox, Chevy Traverse, MINI Cooper, or the Prestigious Pink Cadillac!

85% of car insurance, tax, title and license fees are paid by Mary Kay.

What would it be like to have no car payment?

### ADVANTAGES

What could flexibility do for your family?

Women in Mary Kay have the opportunity to advance/promote themselves at their own pace, while holding strong to their values and beliefs.

1. Today I want to learn more about you. And I would love to share more about the Mary Kay Business Opportunity. Tell me a little about you.

2. What do you know about Mary Kay? And what would you most want to learn about today?

3. Reflect on a time in your past that you felt really successful. You were at the top of your game!

4. After reviewing the video, what was your most significant takeaway from it?

5. Of the categories listed above, which two appeal to you the most?

6. What could you see yourself enjoying about the Mary Kay business; and what would be your greatest concern?

7. Who is your biggest support person and why?

8. Would you like to work with me and be part of an organization that encourages creativity and achievement?



NAME \_\_\_\_\_

PHONE \_\_\_\_\_

OCCUPATION \_\_\_\_\_

CONSULTANT'S NAME \_\_\_\_\_