

# 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.

### 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.

### SELF CONFIDENCE

There is no better personal growth plan for a woman than 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.

### 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.

### CAR

Earn a FREE Chevy Cruze in less than a year working your business 10 hours a week. Directors can earn a Chevy Equinox, Ford Fusion, BMW or the prestigious pink Cadillac! 85% of car insurance, tax, title and license fees are paid for by Mary Kay.

What would it be like to have no car payment?

### 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!

### SURVEY QUESTIONS

#1 What means the most to you in your life right now?

#2 From everything you heard today about the MK business opportunity, what was the most appealing?

#3 If you had an extra \$100-5,000+ a month, what would you do with it? How would it benefit you?

#4 If you could ask two questions about the Mary Kay opportunity, what would they be?

#5 On a scale of 1-10, 1 = Never in a million years, 10 = Sign me up today! What is your interest level? No 5's allowed!

#6 If you aren't a 10...what need would have to arise in your life - big enough to overcome whatever obstacle is holding you back - to motivate you to give the Mary Kay opportunity a try?



NAME \_\_\_\_\_ PHONE \_\_\_\_\_

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