

Let MRS. CAB work for you in the Purse Game!

Have each guest hold her purse in her lap. You'll call out a letter, and the first guest to pull something out of her purse that starts with that letter gets a ticket for a product giveaway. The guest must pull an item from her purse AND call out the name of the item that starts with the letter. After you've given a ticket, explain what the letter means in Mary Kay. See below!

M Money: We earn 50% profit on each item we sell! An average class is about \$200 in sales, so we make \$100 in profit for the two hours we're there! Also, when our customers run out of their products in 3-6 months, they call me and I earn another 50%! Isn't that great?! But that's only ONE way we earn money. When we add people to our team, they start earning profit and we start earning commission! The company pays commission out of their profit, not our team member's, and you should see what people are earning! My director earned \$19,000 in commission for June working about 15 hours a week! *It is very helpful to keep a copy of the Applause magazine with you to show how much money people make in MK or show a copy of my commission check.

R Recognition: We earn jewelry, purses and all kinds of fun stuff just for doing our normal business! The queen of sales gets to wear a tiara for a night, and we all clap and cheer for those who've held classes the previous week. Maybe I'll be next week's Queen of Sales! *Show any jewelry you've earned.

S Self-confidence: sometimes women tell me they could never do what I do, but really there's just something about sitting around a table with women, playing in makeup, to really make you feel confident! They like what they're putting on and how they look, and that makes me feel good! And we all know that higher self-confidence equals higher income, no matter where you work.

C Cars: Everyone knows that Mary Kay is famous for their pink Cadillac, but there are two other cars we can earn. You see, they ease us into pink...First there's the red Chevy Malibu, then there's an Equinox, and then finally the pink trophy on wheels! When we earn cars, Mary Kay pays our tax, title, and tags, plus 85% of our car insurance! BUT, if we choose, we can take the cash option instead: for the Vibe, you'll be paid \$375 on the 15th of every month if you choose the cash option instead! My director earned her first car 6 months after she started Mary Kay, and she's earned 6 cars altogether! *Ask your director for a copy of Steps to Success, a brochure that has pictures of all 3 cars on the back.



A Advancement: Where most people work, they can't just go to their boss and get a raise because their husband lost his job or the kids need braces, but we can! We determine when we get promoted into Leadership, or earn a car, or make more money. When we need extra money, we hold a class! We're in charge of our income and our career path.

B Be your own boss: We don't have any quotas, so there's never any set amount I have to sell. I sell as much as I need to give me the money I want to earn, and work as often as I want to. We have the flexibility to work only evenings, only afternoons, only weekends, whatever works best for us. Or if I want, I can just hand out books and take orders and never hold appointments. There are also no territories, so people I know from other states can still be my customers, or they can even join my team! And we have tons of tax benefits, just like any business owner. I'm writing off the mileage to drive here, plus even the \$100 it costs to get started is tax deductible! Since you have a home-based business, you can write-off a portion of your mortgage and utilities too! And lunches - how many of you eat lunch out? Try this: go out to lunch with a friend or two, talk about Mary Kay, and write off your lunch bill! They say that if anyone sticks with Mary Kay through one tax season, she'll never quit because of the tax benefits!

Pity tickets: Go around the room and give 1 ticket to each person who didn't earn any. Have the hostess draw from all the tickets and present the winner with a small gift, such as a hand cream sampler wrapped in tulle, something cute but inexpensive.