

Most Common Questions

Who is Mary Kay?

- Mary Kay was a real live lady who created her dream company to enrich women's lives.
- We were established on Friday, Sept. 13th 1963 so today we are ____ years old.
- We are privately owned, debt free and a global leader in skin care and color.
- Our green initiative has a Zero emissions state of the art manufacturing facility in Dallas Texas!
- The Mary Kay Ash Charitable foundations mission is to ending domestic violence and fund research to find a cure for cancers affecting women.
- We planted over 1 million trees do our corporate recycling program.

How much money can I make?

- You earn 50% commission on everything you sell.
- Our product is consumable so you have a reorder business from your initial facials and parties.
- You earn team building commission.
- As a new consultant you can earn bonuses that when sold become 100% profit.
- How much money you make will be determined by how committed you are to learning the business and building a customer and team. When you put in little effort you won't make a lot, when you get out and work it, the rewards can be substantial.

How much time does it take?

- There are no quota and no territories, so you are the boss and you control how much time.
- An average sesh takes an hour.
- You decide your schedule and commitment based on how much you want to make - most consultants start with 5 - 10 hours per week
- This is a business that works around your life versus feeling that you must fit your life around your job.

Who do I sell to?

- First they MUST have skin! LOL
- Start with family and friends
- Look at your social accounts
- Get referrals from friends and family
- Don't rely on Family, you won't get rich until you branch out.
- Facial boxes
- Vendor show leads

Most common Questions cont'd

How much is it to get started?

There are several options:

1. \$30 E-start with this option you get a website and a Pro-Pay account to process on line sales through your website. With this option you can add a \$45 sampler kit for virtual parties!
2. We have our starter kit option which is \$100 plus tax and shipping. See starter kit image below! With this option you can also add the \$30 E-start and/or the \$45 Sampler Kit.

This gives you 5 business building options to begin your business!

Closing the Coffee Date

- **Do you have any other burning questions that you have?**
- **So...after having all your questions answered, what do you say? Are you ready to give this a shot?**

If she says yes:

- Great! We can get you all set up right now!
 - (Go to Intouch and you and her can manually enter her agreement! Whether in person, over Zoom or over the phone!
 - You will want to close her at least 4 to 5 times; this is called "over coming objections.")
 - See Overcoming Objection flyer below.
 - Keep in mind your director will be doing your first shares with you; however is someone is really ready to listen, this is the outline to follow to do one on your own.