

CHRISTMAS CLUB PROGRAM

This program is for women who are not sure a Mary Kay career would be right for them on a full or part time basis, but would like to make some extra cash for the holidays!

Try it and see what you think through the best selling season of the year: *September through December!*

Devote: 1-2 hours per week to train and learn via conference call, unit meeting, or going to appointments with your current consultant to watch her conduct shows/facials/holiday presentations.

4 hours per week to teach/show products to friends, co-workers, family, etc.

Invest: \$100 plus tax for a Starter Kit.

Product inventory to sell is optional, but recommended. There is a 90% buy-back guarantee in the event that you decide not to continue your Mary Kay business.

Hold: 2 Christmas shopping shows per week or facial parties, Holiday Open Houses, or stop-n-shops at a work place during lunch time.

Profit: Your **AVERAGE** show will be \$200+. Many will be much larger, but a conservative average is \$200 each.

\$400 in sales-50% (cost of product) =\$200 per week in profit
For 5-6 hours

October, November, and December=12 weeks

12 weeks x \$200 profit per week=\$2,400 profit

Could you make \$2,400 at another job for 5-6 hours per week?

At the end of the season, re-assess the 12 weeks. If you have not had lots of fun, made an excellent hourly income, and let others have fun at the same time; return any unsold product and Mary Kay will refund you 90% of what you paid!

No strings attached! A totally risk-free opportunity!

10 Great Reasons to Start Your Mary Kay Career Before the End of the Year!

1. You get to take the tax benefits at the end of the year, without doing much to earn them. It's like having a baby in December!
2. You will be able to take advantage of a 50% discount on all of your Christmas presents for your family and friends.
3. A camera (for before and after pictures), answering machine, or computer are just a few of the tax deductible presents you might buy for yourself in December.
4. Are you going to travel to see family and friends over the holidays? Take your beauty case, practice on them, and write off the entire trip.
5. Are your relatives visiting you over the holidays? Practice on them and get lots of great sales and reorders.
6. Are your friends and acquaintances going to holiday parties? Help them with a holiday look. Christmas parties, New Year's Eve. . .it's the most glamorous time of the year!
7. Make immediate sales by letting your friends and family know that your store is open for stocking stuffers, gifts, and gift wrapping services.
8. Get some training underway so you are ready to take advantage of the New Year. . .when women are ready to make a change for the better. They also have gift money to spend. Everyone is looking for a post-holiday fun thing to do. January is one of our best sales months. If you wait until then to start, you miss the opportunity.
9. Over the holidays, you will see lots of people that you won't see very often otherwise. What a wonderful time to be able to tell them about your new Mary Kay career and arrange for post-holiday bookings! Put your business card in that special Christmas letter and/or card you send out!
10. Since Mary Kay has no territories, when you are making all of your holiday phone calls to friends, keep good records. You can tell them about your Mary Kay business and write off the calls!

Bonus Reason : Most importantly, be ready to start your New Year with a BANG because you have a wonderful new opportunity to look forward to!