

Mary Kay Makes a Difference In Family, Friends and Career!
10 Great Reasons To Start Your Mary Kay Career In December

1. You get to take the tax benefits for the year without doing much to earn them. It's like having a baby in December!
2. You will be able to take a 50% discount on ALL of your Holiday gifts for your friends and family (with a \$400 retail order).
3. A camera (for before and after photos), answering machine, and/or computer are just a few of the tax deductible 'presents' you might buy yourself in December!
4. Are your relatives visiting you over the Holidays? Practice on them and get part of your Perfect Start done!
5. Are your friends and acquaintances going to Holiday parties? Help them with a new "Holiday look"!
6. Are you going to travel to see friends and family over the Holidays? Take your Beauty case with you and practice on them, and write off a portion of the trip!
7. Make immediate sales by letting your friends and family know that your Mary Kay business is open for Holiday gift sales, last minute stocking stuffers, gift baskets with free gift wrapping!
8. Get some training under way so you are ready to take advantage of the New Year . . . when women are ready for a new look and 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 will only delay your success!
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 business and arrange for post Holiday bookings!
10. Since Mary Kay has no territories, when you are making all your Holiday telephone calls, keep good records, because you can tell them all about your new Mary Kay business and write off the cost of the telephone calls!

Most importantly, be ready to start your New Year with a bang,
because you have already been trained and you have a
wonderful new opportunity to look forward to!