

It's In The Bag

Name _____ Date/Event _____

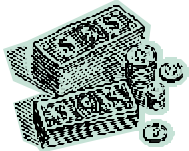
Address _____

Hm # _____ Wk # _____ Cell # _____

Hostess _____ Email _____

Consultant _____ Best time & place to call _____

Some of the reasons women choose to become Independent Beauty Consultants are...



Please number each of the benefits in the order of importance to you.

It's In The Bag

The main idea is to put little items in a bag that each represent a topic for marketing (or reason for doing Mary Kay). Pass the bag around, having each guest take out an item, until all the items are gone. (In a small class each may have 2 or 3 items.) Then go around the table and have each guest try to guess what her item represents in Mary Kay. Each correct guess wins a ticket(s).

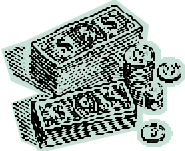
If she cannot guess it, another guest may have the opportunity to guess it.

Below are topics (reasons) and examples of items that can be used.

Please turn all completed forms in to your Director at the end of this session!



CARS: Small toy cars, laminated cutouts of the Grand Am from the company postcard, a set of keys.



MONEY: A copy of your recent paycheck or your Director's recent paycheck, a small piggy bank.



FLEXIBILITY: Small plastic watch, a picture of your family with a rubber band around it, and hourglass.



TAX BENEFITS: A copy of a 1040 form (you can print from www.irs.gov)



SELF-ESTEEM & PERSONAL GROWTH: A box of heart candy, a small mirror, children's vitamins.



PRIZES & RECOGNITION: Laminated pictures from the Star brochure, ribbons, MK logo pin, a ring box, MK gold Medal.



TRAINING: Training tape, notebook, Career Essentials tape, coach whistle.



DISCOUNT: A flattened box of product, a small gift bag, a product sample, Beauty Book.

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