

**Independent National Sales Director GLINDA CHILDRESS'
FORM FOR VISION CASTING**

Tell them why you are doing this.

Why? So they know what is available from their efforts in Mary Kay
and so they can make an informed decision.

TEACH

Sharing the Product

On the Face
On the Go
Online
On Paper
On with the Show



Perfect Start (5 skin care classes or 15 faces in 2 weeks)
Power Start (10 skin care classes or 30 faces in 30 days)



Glinda's Perfect Skin Care Class:
A. Sell sets
B. Book future skin care classes
C. Book hostess + at least 1 more for interview

This is the means to every end in Mary Kay!



You can be 16 skin care classes away from DIQ
That's 4 people/class x 16 classes = 64 faces
If you conduct 2 interviews per class = 32 interviews
If 1 out of 4 people close = 8 new team members!

Sharing the Marketing Plan

Interviews
Tapes
Events
Success meetings
Literature



1 active team member = 4% commission



3 active team members = red jacket



5 active team members = 9% or 13% plus
\$50 team-building bonus on 4+



8 active team members = Future Independent Sales Director/DIQ

8 + you = 9 people

You now take 9 people and together grow to 30

Whatever your goal -- positive relationships, personal growth, recognition, time with family, job security, advancement opportunities, to be your own boss, make little or big money, or achieve the position of Independent Sales Director -- the means to each is THE SKIN CARE CLASS!

This material was provided by Independent National Sales Director Glinda Seceast. Her tips, suggestions and figures are based on her own experience. Naturally, the results achieved by you might be different from those discussed.