

# Red Hot!

## Build your lifestyle through helping others:

- ◇ One active (\$180) recruit means you will also receive your Senior Consultant "Pearl Enhancer", and a 4% commission check.
- ◇ Two active recruits entitles you to order your Crested Red Jacket and receive the Red Jacket Pin.
- ◇ Three active recruits entitles you to WEAR the Crested Red Jacket, receive the Challenger Publication, and receive a \$50 rebate!!! (Boy, will it feel great!)
- ◇ Four Active recruits earns you not only the 4% commission check, but also a \$50 Team Building Bonus!
- ◇ Five active recruits earns you a 9 or 13% commission, \$50 Team Building Bonus, recognition in Applause and McKean Area Newsletter, and can put you ON-TARGET for you SHINY RED GRAND AM!!!!

The odds are one out of five "qualified" women will decide that this is something for them, after they've heard the facts! Qualified means...

- ◇ She loves the product.
- ◇ She has a need... She feels unappreciated at work. She needs money and is living paycheck to paycheck. She's looking for a way to work at home. She'd like to own her own business. She would enjoy the fun of getting together with positive people and doing exciting things. She wants more time with her family.
- ◇ She has \$100 (to pay for the starter kit) in cash or credit or can find it.
- ◇ She is over 18.
- ◇ She does not already have another Mary Kay consultant, or a close relative who is a consultant.

What to say...

**"As part of my training I need to listen to my Director explain the facts about the company to five women this week/month. I thought of you, because... (pay her a sincere compliment)... I think you would be great! This is probably nothing you are even interested in, but that doesn't really matter, all I need you to do is to listen. Not only will you be helping me with my challenge, but your name will go in my Director's drawing for \$50 in Free Products! You never know, after you hear the facts you might be a little bit interested (and that would be great!) or you might think of someone else who should hear about this, and you can be my talent scout. If you refer someone to me that becomes a qualified consultant, I will have a special gift for you! Is there any reason why we couldn't set up... a time to get together or a three way phone conversation...?"**

Hold 5 "interviews" with your Director in the next 30 days, turn in this voucher, and receive a special prize!

Date due: \_\_\_\_\_ Consultant: \_\_\_\_\_

Date	Name
1	
2	
3	
4	
5	