

## **MRS. CAB PURSE GAME**

### **REFERRAL GAME:**

We are going to play a fun game now... everyone turn over your Customer Profile Cards and get out your cell phones. The best compliment you can pay me is by referring your family and friends. Did you have fun so far? Did you learn something today? Great, here is how it works. All you have to do is write down names and phone numbers of women you know that would like to be pampered and be willing to give me their opinion of our great Mary Kay Products. What I'm going to do is give her a call and tell her that you gave her a gift of a free pampering session and a \$10 Gift Certificate. The best part is that you don't pay anything and it comes from me. There will be 2 ways she can redeem it – get together with me for her pampering session or shop on my website. Everyone that gives me 5 names will get a ticket and the person that writes the most names in 3 minutes gets 10 tickets. Okay, on your mark, get set... GO!!

### **4 WAYS TO TAKE YOUR PRODUCTS:**

1. Cash or check
2. MasterCard, VISA or Discover
3. Creative Financing
4. Hostess Free Product Plan – Share your check-up apt with 3-4 friends and earn free product

### **SHARING OPPORTUNITY:**

At the end of the class (after the referral/name game) have them write 1-5 on the back of their profile card and answer the following questions:

1. Am I paid what I am worth?
2. Can I give myself a promotion?
3. Can I take a day off without asking the boss?
4. Is my current career where I want to be in 5 years?
5. Do I have job security?

If you answered “no” to any of these questions, you owe it to yourself to take an informational packet that I have today to make an educated decision on whether Mary Kay may be right for you.