

How to Create a VISION-CASTING ISTORY

1. Tell a little about yourself.
2. Previous J.O.B. or current J.O.B.
3. How you were first introduced to Mary Kay
4. What impressed you about Mary Kay
5. Tell your first fears and what helped you through it/them
6. Why you are glad you started business with Mary Kay.
7. How is Mary Kay different from other careers you've tried?
8. Tell positive changes in you and your family's lifestyle.
9. Purpose/your why!!! What drives you in your business!
10. Tell them about YOUR goals with/thru Mary Kay now

Welcome! I would like to take this opportunity to formally introduce myself. My name is _____ and I am an Independent Beauty Consultant with Mary Kay! I would like to take a moment to share a little about our Company and why I started a business with this amazing Company! Then we are going to get the fun stuff...skincare!!!!

I have been building my business with MK for ____ (yrs/mos) since _____ (Date).

I am (#1) _____

Prior to MK (or in addition to MK) (#2) _____

I was first introduced to MK (#3) _____ and (#4) _____

The Consultant shared with me MK's wonderful marketing plan, but of course I had some fears, like (#5)

Soon I found that with MK's step by step training and guidance was unlike any other business. (#6)

Mary Kay is different because (#7) _____

Besides the wonderful income, Mary Kay awards us Cinderella prizes we normally wouldn't buy for ourselves. I must say it's the intangibles; however...the ones you can't put a price tag on (#8) like the personal growth—the friendships I've gained from MK and _____

My immediate goal is (#10) to _____

All that I ask is that you watch what I do tonight with an open heart and open mind. You never know! I would never have thought I would be a Mary Kay Independent Beauty Consultant! It might not be for you, but it may! Or you may know someone who would be fabulous at what I do! I would be happy to answer any questions at the end of our skincare class!!