



10 GREAT REASONS TO START YOUR MARY KAY CAREER BEFORE THE END OF THE YEAR

1. You get to take the tax benefits at the end of the year, without doing much to earn them. It's like having a baby in December!!
2. You will be able to take advantage of a 50% discount on all of your Christmas presents for your family and friends.
3. A camera (for Before & After photos), phone or computer are just a few of the tax deductible presents you might buy for yourself in December.
4. Are you going to travel to see friends and family over the Holidays? Take your beauty case, practice on them, and write off the entire trip.
5. Are your relatives visiting you over the Holidays? Practice on them and get lots of great sales and reorders.
6. Are your friends and acquaintances going to Holiday parties? Help them with a Holiday look, Christmas parties, New Years' Eve...it's the most glamorous time of the year!!
7. Make immediate sales by letting your friends and family know that your store is open for stocking stuffers, gifts, and gift wrapping services.
8. Get some training underway so you are ready to take advantage of the New Year...when women are ready to make a change for the better. They also have gift money to spend. Everyone is looking for a post holiday fun thing to do. January is one of our best sales months. If you wait until then to start, you miss the opportunity.
9. Over the holidays you will see lots of people that you won't see very often otherwise. What a wonderful time to be able to tell them about your new Mary Kay career and arrange for post holiday bookings! Or put your business card in that special Christmas letter and/or card you send out.
10. Since Mary Kay has no territories, when you are making all of your holiday telephone calls to friends, keep good records, because you can tell them all about your new Mary Kay career and write off the phone call!

Bonus Reason: Most importantly...be ready to start your New Year with a Bang because you have a wonderful new opportunity to look forward to!

