Games to play during Hydrasessions

"Never have I ever heard..."

Play this one while the Charcoal Mask is drying

Don't answer the questions during this time. When you ask them to put a STAR on their paper to help you with your training by getting the answers, they'll earn a prize when they do! When you set that time up, that is when you go over the answers!

1. How we win diamond rings

Answer: Mary Kay Ash always said, "Praise people to success!" She wanted to reward us with things we would not give ourselves so she decided diamonds are always appropriate! According to how we work our business, we can earn beautiful prizes, like diamonds! Do you like prizes?

2. How we earn free cars

Answer: Did you know the average monthly car payment in the US is $530??

The car program is for the Leadership of Mary Kay. The leadership are the women who teach and train our salesforce. We have the privilege to build teams and from that, can earn the use of a car or take a monthly cash compensation. If you choose the car, Mary Kay will pay for the tags, taxes, title, and 85% of the insurance for you and someone else of your choosing. Unlimited miles. We requalify for a new car every 2 years so we are always in new cars for safety reasons! 3 levels of cars include a platinum Chevy Malibu ($425/mth), Black Chevy Traverse, Black Chevy Equinox, or a Mini Cooper with pink racing stripes ($500/mth) and the Pink Cadillac ($900/mth). If you never had to pay for a car and the expenses again, how much would it save your household income each month?

3. Where our products are made

Answer: In our new state of the art Research and Development Facility in Dallas, Tx. American Made! The only products not made in America is our Naturally Line which is made in the only ALL NATURAL Manufacturing Facility in the world, in France. Is buying American made products important to you?

4. What a Sales Director does

Answer: A Sales Director is the leader of a team of at least 24 women. They have the opportunity to earn every car, diamonds, trips around the world, and with bonuses and commissions, earn an executive income. Have you ever lead a team or been on a team? In school maybe? Do you like to make a difference in others' lives?

5. What it takes to make $100/week
**Answer:** Since we make 50% of the sale of our products, making $100 profit is quite simple! The average sales of a small gathering of women (4-6) is $350. It takes about 2 hours to hold those small gatherings. Do the math! Half is $175! Our products are consumable, so once our customers begin to buy the products, they continue to buy! That gives us residual income OUTSIDE of the small group gatherings! Also, we can earn bonuses and commissions for building a team as well! This can be a GREAT "Side Hustle" OR build into an executive income business! Have you ever thought about doing something on the side for extra money?

6. Why Mary Kay chose the color pink

**Answer:** In 1969, we had been in business for 6 years so Mary Kay Ash decided she would treat herself to a nice vehicle. She went to the Lincoln dealership and they would not sell to her because she needed a MAN to sign for the car!! So, she went across the street to the Cadillac dealership, showed them her pink compact, said she wanted her car painted that color, and the rest is history! We just celebrated our 50th year of the Pink Cadillac! That color is a copyrighted color made only for Mary Kay. Have you ever seen one? Our Mary Kay unit has earned 9!

7. If Mary Kay is publicly traded

**Answer:** No. Mary Kay Inc is a privately held company. It is still owned by the family. It is multi billion dollar company in over 35 countries. It is currently in the hands of Mary Kay's only living son, Richard Rogers. His son, Ryan, works for the company and will eventually take over. The family is the board of directors. They want to keep the company the way Mary Kay created it with our value system of God First, Family Second, Career Third. In what you do, does your company have a core value system that you respect?

8. About the training and resources we provide

**Answer:** We have a saying "You are in business FOR YOURSELF but not BY YOURSELF!" We pride ourselves in hands on training. We also have unlimited training on line. However, face to face, step by step is how we find works best! We teach how to conduct the processes of trying our products, makeup application, life skills, business and money management, and people skills! It's one of the best Self Development courses you'll ever take! Is it important to you to be trained in anything you do? Do you like to train others?

9. What is the average number or customers a consultant services

**Answer:** 10-20 customers on the average. These usually look like your family, friends, and coworkers! Since we get to purchase at a 50% discount, we also get our own products at half price! This would equal a fun "Side Hustle". The larger your customer base grows, which it does with the small group gatherings 2-5 times each month, the more money you make AND you'll have the chance to have a team! If you know 10-20 women, you could have a business! If you were to do this, what would you spend the extra money on?

10. What is the average yearly cost of Health and Beauty products a household uses
Answer: $707 a year or $60/month. Think this thought! Everyone washes their face and puts something on it! If you had 10 customers spending $60/month with you, that's $600 in sales and $300 profit. 20 would be $1200 with $600 profit! That's equal to an extra $3600-$7200 a year! Would that make a difference in your household income? What would you do with it? Would that make someone in your life happy too?

What else would you like to know?

Have you been intrigued by what I've shared with you? Could you see yourself benefiting from a Mary Kay business?

Starter Kit is $100+tax+shipping (approx 120)

Sleep test if necessary--If you order your kit within the next 24 hours, you'll earn a Roll Up Bag and a Satin Lips Set too!

**Tic Tac Toe during the Facial Peel drying time**

"Never have I ever tried..."

**List of products:**

Deep Wrinkle Filler

Naturally Line Exfoliating Powder

Acne Treatment Gel

Firming Eye Cream

Age Fighting Lip Primer

Oil Free Hydrating Gel

Facial Cleansing Cloths

Gel Eyeliner

Liquid Eye Shadows

Bronzers

Mary Kay Fragrance

"At your follow up either in person or virtual, you can choose one of the products you've never tried at 50% off!"