

## INSTRUCTION SHEET

### **HERE IT IS IN A NUT SHELL:**

After the skin care portion of your facial or party, hand this sheet out and tell everyone:

"We're going to play a game and there's a prize involved. These are some of the reasons women are excited about our Mary Kay opportunity. Go ahead and circle all that apply to you. I'll explain more later".

Then after the foundation, have them go back to this and ask who circled for example money? Then share a little about how we make our money. Do this for a couple more of the categories then ask them to put a STAR next to the one that is their favorite.

Then have them turn the sheet over and circle the number that sounds the best to them.

Then collect all the sheets and do a drawing ... you choose what to give away. By the way, check the sheet out... The 4 sections represent DISC!! Woo hooo!!

*This is a great tool and I love it because it's a fun visual that will be easy to use to follow up with anyone! It gives you lots to talk about!*