

# Business in A Bag

When you give out 10 books or complete 5 sales,  
cross them off your sheet.

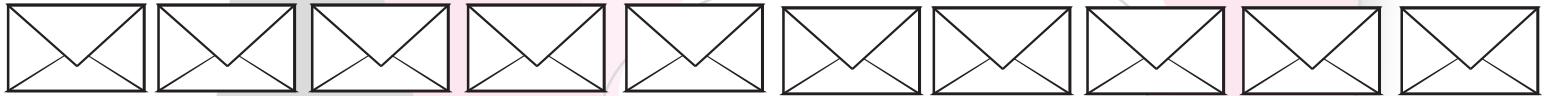
This will give you a visual aid to keep  
you accountable, so make copies and keep it with you!



Each box above represents 10 books each.



Each box above represents 1 Agreement



Each envelope represents 1 Class (Class = 3+Faces)



Each box above represents 5 Sales Tickets

## The Bag:

Use Black "On-the-Go" Tote (#060300 \$5.00) or  
Large MK Striped Plastic Bag (#283700 \$4.50 for 50)

## How to Use the Bag:

Each month, start with a fresh bag, regardless of what was left the month prior. Complete the bag and your business is finished for the month. **Always feel free to do more!** Start by emptying the bags left over from prior months. However, do not start a new bag until the following month.

## Contents of the Bag:

**25 Beauty Books** - Anytime money exchanges your hands for any reason, simply say "Oh, by the way, this is for you."

**15 Agreements** - Practice doing interviews. Learning to talk to others about the career opportunity is a **MUST**. The more you practice, the better you'll be.

**10 Envelopes** - A Reminder to hold at least 10 classes per month. Definitely still do facials, however, the envelopes represent classes (3+ Faces)

**40 Pink Tickets** - 40 Orders for the month.

## Results:

15-18 Respond "Thank You" or "What is this?"  
A great opportunity to offer a facial and get their name and number.

2 or 3 Repond with "Thanks" and place the book aside.  
Simply smile and leave.

2-4 Respond "Oh, I 've been looking for a Mary Kay Consultant, I need ..." and place an order on the spot.

Watch your business grow faster than ever...  
The results will speak for themselves!