

**Top 10 Reasons
To Start your Mary Kay Career
Before the Holidays**

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 about your new Mary Kay business and write off the calls.
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 business (and arrange for New Year bookings)!
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.
7. Make immediate sales by letting your friends and family know that your store is open for last minute stocking stuffers, gifts, and gift wrapping services.
6. Are your friends and acquaintances going to holiday parties? Help them with a holiday look.
5. Are your relatives visiting you over the holidays? Practice on them and get your Business Debut underway.
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 trip.
3. A camera (for before/after photos), answering machine, or computer, are just a few of the tax-deductible presents you might buy for yourself in December.
2. You will be able to take advantage of a 50% discount on all of your Christmas presents for your friends and family.
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!

Be ready to start your new year with a bang, because you have a wonderful new opportunity to look forward to!