

# the Cash Game

NSD Angie Stoker from Canada

What if I told you that you could have...

- ♥ 40 Bookings
- ♥ 40 NEW contacts
- ♥ 40 Sales
- ♥ 40 NEW prospective team members

... in the next 1-2 weeks!

## Far Fetched?

**No!** You can do this very simply!

### Who can do this?

- ♥ New Consultant
- ♥ Consultant who has moved
- ♥ YOU! -RIGHT NOW wherever you are in your business!

### Prep:

- ♥ Print 20 of "Earn \$100 CASH Order Form"
- ♥ Put 3-5 Catalogs or Lookbooks (with your name on them), plus the 20 order forms in a manilla envelope to give out.
- ♥ Also, print and frame the two - 8x10 signs
- ♥ Find the documents at ===

### Who to Ask:

Choose 1-10 people to ask!  
You'll need 1 envelope for each person who says yes.

### How to ask:

**"Can I show you how you can earn \$100 extra in ACTUAL CASH this week or \$200 in Mary Kay products?"**

*Yes:* All you do is pass this page around (show them the order them) and let people order MK products from you. When each line is complete with a sales order form and payment, you earn your choice of \$100 in ACTUAL CASH or \$200 in MK Products of your choice. For every \$20 each person orders, she writes her name on one line. So, if Jane Smith orders \$40 she writes her name on two lines. If Shirley Brown orders \$60 she writes her name on three lines! Easy -right?

*No:* Thank you so much for your honesty. I appreciate that. If you are ever curious, just let me know.



# Earn \$100 CASH In just 7 Days!

*It's simple!*

Pass this page around and have people order Mary Kay products from you. When each line below is completed with sales order forms and payment, you earn your choice of \$100 in ACTUAL cash or \$200 in FREE Mary Kay products.

## How it Works:

With each person that orders, complete a sales order form with payment, then write down her name and info on the tracker below 1x for every \$20 in suggested retail. For example, if Jane Smith orders \$44 (catalog of price before sales tax) and Shirley Brown orders \$63 (catalog price before sales tax), you would write in the tracker as follows:

|   | First & Last Name | Phone #      | Relationship | If applicable, name of current Mary Kay Beauty Consultant. Leave BLANK if none. |
|---|-------------------|--------------|--------------|---|
| 1 | Jane Smith        | 123-555-6789 | Co-worker    |   |
| 2 | Jane Smith        | 123-555-6789 | Co-worker    |   |
| 3 | Shirley Brown     | 123-555-1234 | Sister       |   |
| 4 | Shirley Brown     | 123-555-1234 | Sister       |   |
| 5 | Shirley Brown     | 123-555-1234 | Sister       |   |

Each line represents a \$20 suggested retail value. Once you have filled in all 20 lines (\$400 suggested retail total) with sales order forms and payment, then we schedule a quick get together where you can choose \$100 in ACTUAL cash or \$200 in FREE Mary Kay products.

## \$100 CASH Tracker

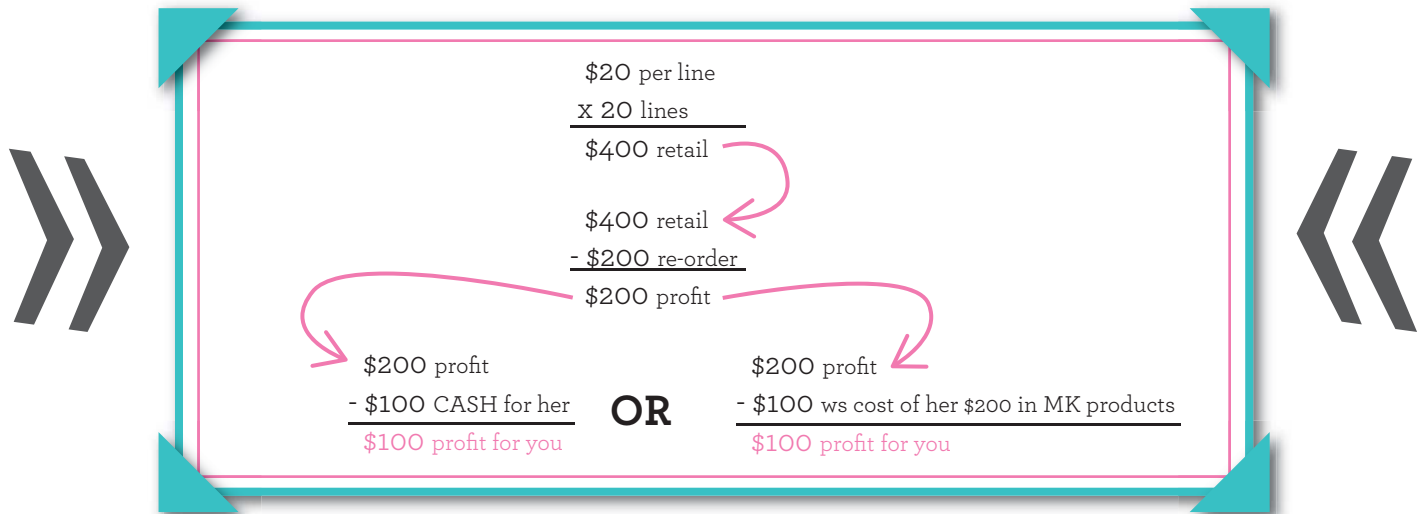
Have fun & share the Mary Kay you love, one beautiful smile at a time!

|    | First & Last Name | Phone # | Relationship | If applicable, name of current Mary Kay Beauty Consultant. Leave BLANK if none. |
|----|-------------------|---------|--------------|---|
| 1  |                   |         |              |   |
| 2  |                   |         |              |   |
| 3  |                   |         |              |   |
| 4  |                   |         |              |   |
| 5  |                   |         |              |   |
| 6  |                   |         |              |   |
| 7  |                   |         |              |   |
| 8  |                   |         |              |   |
| 9  |                   |         |              |   |
| 10 |                   |         |              |   |
| 11 |                   |         |              |   |
| 12 |                   |         |              |   |
| 13 |                   |         |              |   |
| 14 |                   |         |              |   |
| 15 |                   |         |              |   |
| 16 |                   |         |              |   |
| 17 |                   |         |              |   |
| 18 |                   |         |              |   |
| 19 |                   |         |              |   |
| 20 |                   |         |              |   |

# Let's Do the Math:

20 lines on the tracking sheet x \$20/per line = \$400 retail.  
After subtracting \$200 for re-ordering, you have \$200 profit.

Whether you give her \$200 in retail products (\$100 ws cost to you) or \$100 cash, your profit is the same.



## Next up:

Turn this into NEW contacts, bookings and prospective team members.  
After you get the tracker back with order forms, you call each person who ordered.

**“Hi, I’m \_\_\_\_\_, a Mary Kay Consultant. Thank you so much for purchasing products from person who filled the tracker. I’m calling to make arrangements to deliver your products. Can I drop it by Tuesday or Thursday? Great! Are you home all night? Wonderful. When I drop it by I’m going to do a quick pampering session and I’ll leave you with some samples.”**

*You just turned a delivery into an on-the-go appointment!*

## Tips for your on-the-go Appointment:

- ♥ Keep it QUICK
- ♥ Only take your starter kit
- ♥ Do a quick facial on her hand
- ♥ Start by unpacking the beautiful sign about her 2nd appointment. Put that out for her to see.



Print this in color and neatly cut to fit an 8x10 frame.

At the beginning of the class say, "I want you to have all the benefits of your appointment so I'll offer you a follow-up appointment after we are done."



» **\$100 FREE** «

*Mary Kay Product\**

If I do NOT offer you a second or  
follow-up appointment

**TODAY**

then you will receive **\$100 FREE** in  
Mary Kay products\* from me!

# the Cash Game

*NSD Angie Stoker from Canada*

*She is entitled* to a follow-up appointment to make sure the products are working for her. That sign makes sure you offer her that appointment. Plus, she may invite her friends and have a party. Last thing before leaving pull out the “Would you like to:” sign and say: “Who do you know that might be interested in some of these things?” Then read it aloud.

When you have just one person get all 20 lines of her tracker filled that is up to 20 new people to call! When you make the delivery, if half of the names on your list book a 2nd appointment with friends that is **10 new parties booked**. On average, at every party, we book two new appointments. **That means in 2-3 weeks you'll have 20 more new appointments.** Is that worth giving \$100 cash or \$200 in product? Absolutely!

## *It Works!*

In one year Angie Stoker and her unit used the CASH game to reach the MILLION DOLLAR CIRCLE!  
What will this simple Step-by-Step Approach do for your business this month?

## *This works if YOU ASK!*

Offer a follow-up at each on-the-go appointment. Remind yourself by having the “\$100 Free Products” sign in a frame and out at every on-the-go. Then turn her 2nd appointment into a party! Get started today by getting at least 1-2 people participating in the CASH GAME!



Print this in color and neatly cut to fit an 8x10 frame.  
Pull this out at the END of the appointment and ask "Who do you know that might be interested in some of these things?" Then read them aloud.

# Would you like to:

- Enjoy **flexibility** in a career?
- Have additional **tax deductions**?
- Earn the use of a **career car**?
- Have **extra monthly earnings** of \$100 up to \$20,000?
- **Advance** in leadership opportunities?
- Become a female **millionaire**?
- **Earn 50% profit** on product sales?
- Have your business area **nationwide**
- Earn a **family security program** starting at \$1 million? up to \$11 million?

Most women that begin a Mary Kay business already have a job/career.  
If you can only invest **2 hours a week or up to 20 hours a week, I can educate you with the opportunity to increase your income.**





# Sales Order Form:

First & Last Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

Zip \_\_\_\_\_

Email Address \_\_\_\_\_

(\_\_\_\_\_) \_\_\_\_\_  
Cell Phone

(\_\_\_\_\_) \_\_\_\_\_  
Day Phone

Hostess Name \_\_\_\_\_

Date of Sale \_\_\_\_\_

| Quantity | Catalog Description | Unit Price | Amount |
|----------|---------------------|------------|--------|
|          |                     |            |        |
|          |                     |            |        |
|          |                     |            |        |
|          |                     |            |        |
|          |                     |            |        |
|          |                     |            |        |
|          |                     |            |        |
|          |                     |            |        |
|          |                     |            |        |
|          |                     |            |        |

*Thank You For Your Order!*

*Your Independent Beauty Consultant is:*

Subtotal

Sales Tax: x \_\_\_\_\_%

Balance Due

Select one:  VISA

MASTERCARD

DISCOVER

AMEX

Card Number: \_\_\_\_\_ Exp \_\_\_\_\_

CVV code: \_\_\_\_\_ Signature: \_\_\_\_\_

*Sales Order Form copy will be given at the time of delivery*

