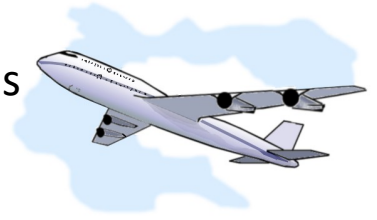


Seminar Bound



How to save for Seminar in 3 months



| | April | May | June |
|--|--|---|---|
| Break down each expense and pay for one each month. | Registration \$195-\$225 | Airfare and Travel Expenses \$300-\$400 | Hotel & Food \$300-\$400 |
| All it takes is a few extra parties each month! | Hold 2 skincare parties @ \$300 each = \$240 (Based on 60/40 Split) | Hold 3 skincare parties @ \$300 each = \$360 (Based on 60/40 Split) | Hold 4 skincare parties @ \$300 each = \$480 (Based on 60/40 Split) <i>You'll have more than enough to get a dazzling dress!</i> |
| Save All Year: -Hold 1 skincare party per month -Save 5% of the 40% from the 60/40 Split | Other Great Ideas: -Pre Sell Mother's Day Baskets -Give out skincare samples -Do Spring Makeovers | Other Great Ideas: -Sell New Product -Mother's Day On-the-Go Selling -Do Mother/Daughter Makeovers | Other Great Ideas: -Sell Graduation Gifts -Sell Bridal Party Gifts -Do Summer Makeovers |

Mary Kay Ash's View on Seminar...



"Some Beauty Consultants rationalize that they're not doing "well enough" to afford to come to Seminar. I believe you can't afford not to come! I encourage you to consider the benefits and begin making plans to attend Seminar this year. Here's why: If you re a stock broker, manager, doctor or teacher, you've invested time and money on your education. If you are a trained hair stylist, technician, or legal assistant you have paid in time and money to learn your skills. Whatever your vocation happens to be or has been, you first had to invest time and money to learn it. You didn't say, "I'll see how I do without it first, and if I do ok, I'll spend the money and go to school and learn how." We invest first in our education, don't we? Please consider the trip to Dallas a necessary business expense. You can earn enough money to pay for it, in the upcoming weeks before Seminar, you will profit from the education you'll take home after Seminar this year and the years to follow. As a matter of fact, if I had not borrowed the money to go to my first Seminar, you would not be attending THIS ONE! Please consider this a personal invitation from me to you!"