



What would you like to learn at your second appointment? _____

You can invite friends to your second appointment and earn **FREE PRODUCT!**

3 Friends: \$75 for \$35! (\$40 in FREE PRODUCT)

5 Friends: \$100 for \$45! (\$55 in FREE PRODUCT)

Would you ever, in a million years, consider Mary Kay as a side hustle? Circle your response:

I'd rather eat Dirt 1 2 X 4 5 Sign me up!

SPECTACULAR SETS

COUNTS AS 2 SETS SET 1: \$116 TimeWise Miracle Set  4-in-1 Cleanser, Moisturizer, Day Defender, and Night Time Recovery.	SET 2: \$56 Clearproof Acne System  Cleansing Gel, Blemish Toner, Acne Treatment Gel, and Moisturizer.	SET 3: \$70 MK Men's Skin Care  Cleansing Gel, Toner, and Moisturizer.	SET 4: \$80 Mary Kay Skin Care in: Mattifying or Hydrating  Cleanser, Exfoliating Scrub, Balancing Toner, and Moisturizer	COUNTS AS 4 SETS SET 5: \$225 TimeWise Repair  Cleanser, Lifting Serum, Day & Night Cream, and Eye Renewal Cream.	
SET 6: \$60 Serum C+E  A must for all skin care sets	SET 7: \$58 Foundation Bundle  Foundation Primer, Foundation Brush, and CC Cream	SET 8: \$64 Satin Set  Satin Lips Set, and Satin Hands Set.	SET 9: \$36 Undereye Corrector & Concealer  Undereye Corrector & Concealer	SET 10: \$38/\$58 Eye Cream \$38, or Mircordermabrasion Plus Set \$58  Eye Cream \$38, or Mircordermabrasion Plus Set \$58	SET 11: \$54 Lovely Eyes and Lips  Oil-Free Eye Makeup Remover, Lip Gloss, and Ultimate Mascara.

I DESERVE IT ALL SPECIALS

PRINCESS: Select 4 sets for \$199.00

QUEEN: Select 6 sets for \$299.00

CADILLAC: Select 8 sets for \$399.00



MARY KAY OPPORTUNITY

E-START: \$35.00

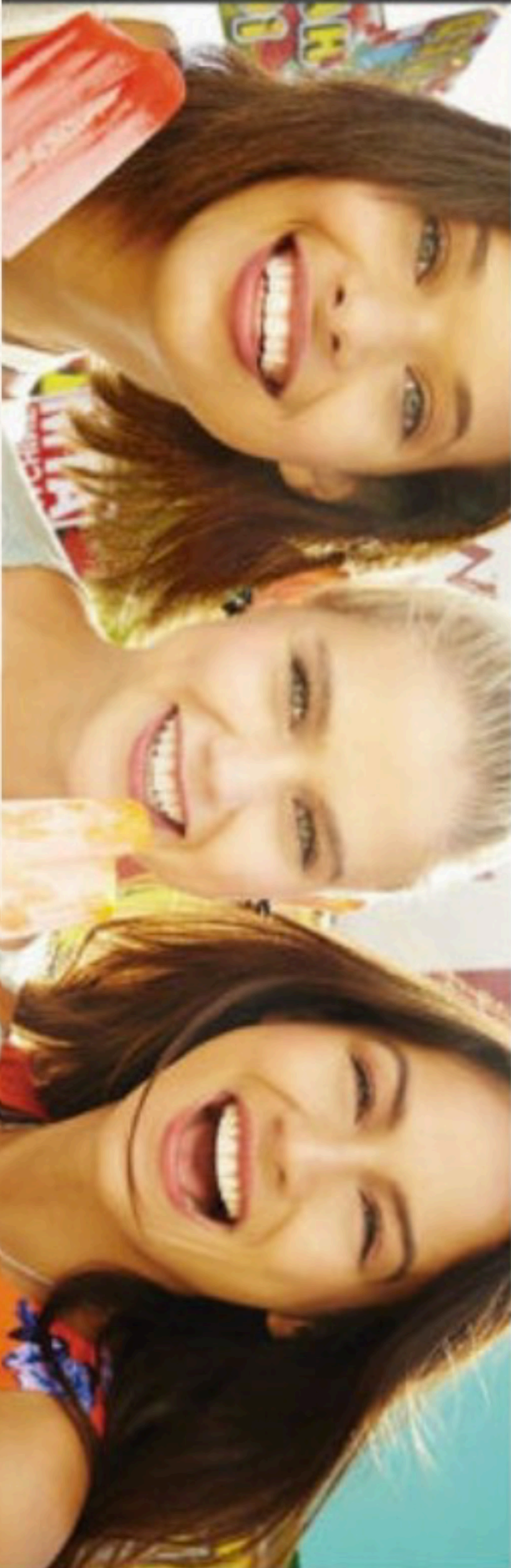
PRO START: 90.00

I ACCEPT CASH, CHECK, CREDIT CARD, & PAYMENT BY APP



we LOVE getting to know YOU!

please tell us a little about yourself

A photograph of three young women smiling and laughing. The woman on the left is holding a red popsicle. The woman in the middle is holding a yellow popsicle. The woman on the right is holding a blue and white patterned object. They are all wearing colorful clothing and appear to be at a social event.

A vertical photograph of three young women smiling and holding up colorful ice cream bars. The woman at the top has long brown hair and is holding a red ice cream bar. The woman in the middle has blonde hair and is holding a yellow ice cream bar. The woman at the bottom has long brown hair and is holding a blue and white ice cream bar. They are all wearing colorful, patterned tops. The background is a bright blue sky.

BIRTHDAY: _____

ANNIVERSARY: _____

CITY: _____ STATE: _____ ZIP: _____

circle one)

But turns into a tan

foundation coverage, do you prefer **Light Medium Full None** (circle one)

skin?

NAME: _____ CELL: _____

Journal of Management Inquiry 26(4) 391–407 391

FREE PRODUCT RAFFLE!!!



WHAT WOMEN DO YOU KNOW
WHO GO ABOVE & BEYOND?

WHO DO YOU KNOW
WHO IS COMPETITIVE?

Name & Cell

Name & Cell

Name & Cell

Name & Cell

Name & Cell