

DEDUCT YOUR SALES HERE.
(DO NOT INCLUDE TAX)

\$300.00

MY 5 INTERVIEWS ARE:

- 1 _____
Date _____
- 2 _____
Date _____
- 3 _____
Date _____
- 4 _____
Date _____
- 5 _____
Date _____

MY 10 CLASSES ARE:

- 1 _____
Date _____
- 2 _____
Date _____
- 3 _____
Date _____
- 4 _____
Date _____
- 5 _____
Date _____
- 6 _____
Date _____
- 7 _____
Date _____
- 8 _____
Date _____
- 9 _____
Date _____
- 10 _____
Date _____

SUMMONS



MARY KAY
JAIL

Signed _____

Bail Posting Date _____

SUMMONS

You are hereby and forthwith summonsed to appear in **MARY KAY JAIL!!** You may serve your jail sentence on either of the following dates:

Or

Don't despair!! Your Mary Kay Sheriff has some tools to help you get out of **MARY KAY JAIL!**

You will be allowed your telephone, your booking list and your client and prospect lists. You may make as many phone calls as you want to make on that date. You may also use the following script!

You have the entire day and evening of **EITHER** of the above dates to come up with your bail. Choose **one day only** to collect your "bail".

**YOUR BAIL IS SET AT \$300
IN SALES (EXCLUDING TAXES) OR 10
NEW SKIN CARE CLASSES
BOOKED OR 5 INTERVIEWS
BOOKED.**

YOUR SCRIPT

"Hello _____, This is _____ with Mary Kay. You'll never guess where I am!! I am in **MARY KAY JAIL!!** Can you believe it???? (She will most likely be laughing!!)

"In order for me to be released from **MARY KAY JAIL**, I have to get my "**BAIL MONEY**". My bail is set at **\$300 in sales** or I can book **10 Skin Care Classes** for (March) or I can **book 5 marketing presentations** (interviews, informationals) for the next 2 weeks!

I have my list right here in front of me and you are at the top of my list because you are such a fun person and I knew I could count on you to help me with my bail.

By the way, if I get all 3 of those done, I will not only get out of **MARY KAY JAIL**, but the Mary Kay Sheriff, my Director has a special prize for me!

"So, _____, are there some Mary Kay products you need today or would you rather made a date to pamper yourself and a few friends? (Pause) _____ if you do both, it would really help me out and I'll have a special gift for you at your party.

"For being a hostess you can either take a percentage of the sales in **FREE MK PRODUCT** or you can purchase \$75.00 worth of Mary Kay products for only \$35!"

"Which is better for you...this week or next? Beginning of the week or end?, etc. (Get the date and time firmed up, get her address to mail a hostess packet and set a time to call her back and get her guest list.)

"_____ have you ever thought about doing anything like Mary Kay to earn some part-time extra money, (pause), I think you'd be GREAT!! Is there any reason why we couldn't get together over a cup of coffee and let me give you some information about Mary Kay? It may or may not be for you, but how will you know if you don't have the facts?"

"Which is better for you, this week or next?....."

WHEN YOU'RE DONE...

Call the Sheriff (your Director) once bail has been met!! Everyone who **GETS OUT OF JAIL** by meeting one of the bail requirements will receive special recognition at the meeting and in our newsletter, as well as on our Unit website!

The 1st caller to be **OUT of JAIL** in each category will receive a prize! Everyone who does **ALL 3 BAIL** requirements will receive a special prize from the Sheriff!

Those who choose not to meet bail will be arraigned and sentenced by a jury of their peers!