

## Opening of the Skin Care Class

By Auri Hatheway

Before we try some more products, I want to tell you a little bit about our company, a little bit about Mary Kay Ash, the woman, and a little bit about me, so I'm not a stranger to you.

Mary Kay started the company in 1963 and her motto is "Enriching Women's Lives." She wanted women to have the opportunity of contributing to their household income and still have flexibility.

Mary Kay has earned many prestigious awards. My favorite—she was named the #1 entrepreneurial woman in American History. Just to give you an idea of the impact she has had on our global economy.

And today, you're not just supporting me, a local business owner, but you're also supporting a company that does good.

So now that you got an opportunity to know a little bit about Mary Kay, the company and Mary Kay, the woman, let me tell you a little bit about me. I'm also going to share with you the six reasons women start a Mary Kay business. A lot of people wonder, "How you ever start a Mary Kay business?"

The number one motivating factor for me starting my Mary Kay business was extra money. I don't know what your need for extra money might be, whether you're single, single again, have expenses with your kids, but for me, my goal is to (buy a home). And so I need that additional income in order to buy a home. So, I think the best way to make some extra money is to party, right? I get paid to party and I love hanging out with you guys today! This is so much fun! So, money is definitely a motivating factor.

And the second reason why women start a Mary Kay business is the recognition. Guys! I can't even begin to tell you about all the fun stuff I've earned from Mary Kay the company and from my Unit Sales Director! It has been so much fun! And this is a picture of the ring I'm going to win on the Seminar stage this year. I'm going to pass it around. I'm so excited! I just love, love, love all the thank yous I get from Mary Kay the company. If I could describe in one word the way they make me feel, it would be "adored."

And the third reason why women start a Mary Kay business is self-confidence. Prior to my Mary Kay business, I (was very shy, didn't wear makeup, etc). I'm going to pass around a picture of me before my Mary Kay makeover and after my makeover. I think that when you look good, you feel good, right? So I'm learning how to do my makeup and I'm taking better care of my skin and truly, this has made a difference in my self-confidence level. So I love who I'm growing into.

Another reason why women start a Mary Kay business is the cars. I'm sure you've seen some Mary Kay cars on the road. Well, I want to be driving one of those cars, so my goal, of course, is to earn the use of one of a Mary Kay Career Car.

Another reason why women start a Mary Kay business is the advancement. I love that in Mary Kay there is no glass ceiling. I can move up as quickly as I want.

The last reason women start their Mary Kay business is to be their own boss! I love being my own boss! I'm the president and CEO of my own company! I absolutely love it! No one can lay me off. I love setting my own schedule, the flexibility, and I'm building a business for my future.

So, now you've gotten to know me a little bit better and got to know why women would start a Mary Kay business, so are you ready to try some of the products?