



BEE VIRTUAL

Helping direct selling professionals save time and money on the items they need to grow their business.

From the Desk of *Annette Townsell*

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Jane Doe
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I am so excited to hear that your next Mary Kay goal is to drive that beautiful, gray car as a Grand Achiever! I know without a shadow of a doubt that you will do it!

The key is consistency. **Commit to a plan of action to build your team right now.** You know that the best place to find team members is at your skin care classes. Mary Kay always says that there is a new team member at every class and if you don't ask her, someone else will!

The most important thing for you to do is fill your datebook with appointments and watch for that special person at each one. There are so many women out there who need what we have to offer, but they can't say "yes" unless we ask them. Be prepared for lots of people to say "no," but don't give up. One "yes" makes all the "no's" worthwhile, wouldn't you agree?

If you talk to a minimum of five new people every day about the Mary Kay opportunity I know your dream of driving that car will become a reality! Of course, the car is only a symbol for the number of lives you've enriched, and you can't put a price tag on that.

I am excited for you and want you to know I am committed to helping you in whatever way I can. Stay in contact with me and together let's make it happen!

Can I be the first to ride in your new car?

Annette Townsell

