

P.M.S. Bags



P.M.S. Bags are a "FUN" innovative way to build your Mary Kay team! Because every woman can *relate* to "P.M.S"... it's a non-threatening way to get the word out about our **Mary Kay Career Opportunity!** PMS Bags are part of the reason I am here today as your Sr. Director! PMS bags can be used as an introduction to our opportunity, followed up by an interview, etc. OR they can also be used as a final layer and closing tool for a prospect and or her significant other. However you use PMS Bags—they are a powerful tool. In speaking with my good friend Future ESD, Sarah Bjorgaard- she shared with me that doing PMS bags is HOW she earned her first career car! PMS Bags can and will make a substantial change in the SIZE of your current team! Just imagine with me for a moment... What if you handed out **4 P.M.S. bags a week**, and out of those, you were able to set up **10-12 Interviews**. **Would you agree with me that you could easily have 3 NEW quality team members join our company?** I see YOU in a **RED JACKET** and in a **FREE VIBE!**

With all of the excitement you are probably wondering WHAT IN THE WORLD IS A PMS BAG? P-M-S stands for **P**-opcorn, **M**-ovie, and **S**-oda. **WHAT'S IN A P.M.S. BAG?** You can either use a clear decorative bag, a Miracle Set Bag, or even one of Mary Kay PAPER shopping bags. You'll want to make it look fun and inviting! Add some color coordinated decorative shred in the bottom of the bag. Also include: **microwave popcorn, soda** (either 7-UP or a Cola), **and a marketing DVD**~ Imagine the Possibilities (NEW on section #2 \$5.00). Be sure to include the "Tell Us What You Think" Survey. (on our website) You may also want to add some candies and a sample of product! Tie it up with some fun ribbon and attach the PMS Bag poem! That's it! It's as easy as ONE, TWO, THREE!

WHAT TO SAY ON THE PHONE? *Hi _____ this is _____, I am so excited and I just had to call you, do you have a quick minute? Great! We have designed a fun new P.M.S. Bag to share with our customers! If you are thinking P.M.S. NO THANKS! I want to guarantee you that this P.M.S. fun Bag will only lift your spirits! It's microwave popcorn, an uplifting DVD about our Company, and a soda, along with some fun candy and some product samples! We have a contest going on to share our P.M.S. bags with 15 women each! If you would be willing to help me out with this challenge by _____ (only give them 48-72 hours) I'll give you _____ (can give a choice of product or offer \$10 free on their next order)! Which would you prefer?*
Great I'll stop by with your P.M.S. Bag on _____! See you then!

***BE SURE TO PICK UP THE PMS BAG WITHIN 24-48 HOURS. (or, it's BEST to sit and watch it with her!- Even at classes! Put it in the DVD player during your individual close.) Ask her if she has questions, and make sure it's ok for your Director to call and follow up! Directors MUST follow up for you to get credit! It's a GREAT idea to have her significant other listen too!**

Idea by: **QUILLIN MILLION \$ CHAMPION UNIT**

