



# Break the State Win the Title

## Who do you KNOW?

We are already in these states...

Arkansas, Louisiana, Georgia, Florida, Oklahoma, Texas, Nebraska, Illinois, Tennessee, Kentucky, Mississippi, Maryland, Missouri, Pennsylvania, South Carolina, California, Alabama...

Lets add to the women in these states and add unit members in the Other 32 states! Who do you know that deserves this career... a relative, close friend or business acquaintance, possibly a college roommate or your sister in law... Lets do a three way conversation with them telling them what we are about and who we are looking for...it might be for them and they might just be a talent scout for you... but lets paint the nation **PINK**

## Join us as we build to 300 strong!

**What you earn:** When you add a new team member in a state other than the one you live in, you will be "MISS \_\_\_\_\_"! At the end of the Seminar year...whoever has "broken" the most states will be crowned QUEEN and Miss USA for the year!

**Sample Script:** Hey \_\_\_\_, this is \_\_\_\_. Do you have a minute? The reason why I am calling is that our unit has a goal to be the #1 Unit in our division. Mary Kay may or may not be for you, but my director has challenged me to do a practice interview out of state with someone I know that would help me out. I thought of you. I value your opinion whether or not Mary Kay is for you. If it is not for you, you may know someone who would be great doing what I do. For doing this for me, I will give you a free eye shadow! When would be a good time?