

Direct Sales

Hi there. Thank you for coming to your dear friend Becky's home for what is sure to be a magical evening, full of makeovers and tastings and that's just in the "romantic products" line [wink]. I am your sales consultant, Tammy. I am also many of your dogs' walker, bank teller for a lot of you, and a mobile after-hours ski tuner. I am here to Pamper your Chef, Dot your Stella, and Purify your Romance. Your Marys will be Kayed, your senses will be Scentsyed, your derriere will be Neriumed, your husband's hard-on will be Arbonned, your Party will be Painted...all before the night is up! I got started with repping Mary Kay a number of years back, and I just couldn't stop there! Mostly because I had to find a way to pay for my Mary Kay kit [awkward giggle].

Now, this is not a high-pressure sales thing...I am sure your friend invited you for the sheer joy of your company. Especially you, Judith, which one is Judith—oh, hi Judith [awkwardly waves]—I understand you and Becky haven't seen each other for seven years, when you mass emailed your 342 co-workers for a ride into work that one day. That's so sweet that Becky kept your contact information so close-at-hand. Especially when you guys don't even work together anymore! Glad you could make it! The ties that bind are truly thicker than water.

Oh, and let's see...who else do we have. Becky jotted out a few notes about who was coming so I could tailor what I brought [references notepage]...um...oh! Sally parentheses deep pocket—oops! Ah...Sally! You are Becky's boss AND her cousin. And roommates back in the day, ya? She put you up rent-free for months when you first moved to town from Kansas? That is so heartwarming [begins choking up]. Just makes my insides turn to jelly. In fact, I have some sea kelp facial jelly that you might be interested in! I think, actually—that's what Becky wrote here. I just couldn't read her writing—but it actually does say, "Sally-parentheses-deep eye pockets, er—sockets. Deep eye sockets." Perfect candidate for my sea kelp facial jelly.

So, now—Becky is going to begin passing some samples. [sings]*sAm-PLeS!!!* One of my favorite parts. [whispers]Okay, Becky—[nods], go ahead. We begin with, um...[puts on glasses and squints to see what Becky has started passing out], oh let's see here—what is that? Oh, yes—the Quick-Squish Extra Soft Hands Lotion Beads. Never again will you worry about your hand lotion exploding from the altitude when you open the tube. These are single-use little balls of hand lotion that-WOAH!THAT'S PLENTY!ONE PER CUSTOMER!I HAVE TO PAY FOR THIS JUNK OUT OF MY OWN MONEY, ENTITLED BITCH!-Oh, *ahem* I'm sorry. Where was I? Oh, yes—they quickly melt and dissolve into your skin once they've been squished. Go ahead and,...give 'em a squish!! Op, now I see...some of your fingers are, oh...are they

sticking together? Ew...[awkward laugh]...um...oh dear. Oh! You know what? I'll betcha those were the edible Bush Bedazzler Beads from the *adult products* line! Oh, I'm so embarrassed. Well—give your fingers a lick. They should be a yummy strawberry-coconut flavor, and it gives you an idea of what your partner would experience if you Bedazzle your Bush! And wouldn't your bead have been all cute n' shiny down there? You'd look like a little Christmas tree. *ahem*. I really should get my prescription checked. Hopefully none of you are under 18—I was really supposed to save those products for after I made the minors leave.

Now if you like any of the products I talk about here, tonight—you each have a stack of order forms, in fact—I've taken the liberty of putting them in a binder and all of my different companies' forms are categorized, alphabetized and color-coded and cross-referenced in my "Tammy's App" App, downloadable from iTunes--to make ordering easy. Again, there is absolutely no pressure here whatsoever—we are just a bunch of good friends getting together to talk about some amazing products that I hope you can afford, because I sure can't. [awkward laugh] I know how special our hostess Becky is to each and every one of you, and she gets 10% of sales tonight in her choice of products and that's something you can take to the bank, Becky! No, um...actually, no. You can't. It's just stuff. [awkward laugh] But um...your kids can eat a lot of the romance products?! [awkward smile]

So let's get on with it, and if any of you want to join my team, we'll talk after the presentation—because Good Lord, I could use a bump up the pyrami—er, I mean—I'd love to [checks indexed cue card] share my success. [Smiles!]