

Sale of the Product

Team Building

Team Building

Classes / Facials
50%

- On The Go
- Online
- On the Face
- On With the Show

Reorders
50%

Cosmetics are a consumable product that satisfied customers will reorder.

Team Building

1. **Commissions**
 - 4% - 1 or 4 recruits
 - 9% & 13% for 5+ recruits
2. **Team Building Bonus**
\$50 for each new qualified recruit beginning with 4th

Career Path

1. **Star Recruiter**
4% - 3 or 4 recruits
2. **Team Leader**
5 Active recruits
3. **Future Director**
8+ Active recruits

Grand Achiever
Pontiac Vibe

Qualify to earn the use of a **Pontiac Vibe** in 1 - 4 months when you achieve. . .

- \$18,000 Team Production
- 12 Active Personals

Begin Your Business as an Independent Mary Kay Beauty Consultant Today!

- **Set Your Own Hours!**
- **Work at Your Own Pace!**
- **No Territories, No Quotas!**
- **The Sky is the Limit!**
 - Earnings
 - Growth, Confidence
 - Opportunity



Directorship

1. **Personal Sales**
2. **Personal Team Commission**
• 9% & 13%
3. **Unit Volume Commission**
• 9% & 13% on entire unit
4. **Unit Volume Bonus**
From \$500 - \$5,000 monthly based on monthly unit wholesale production to the company
5. **Unit Recruiting Bonus**
 - \$300 mo. = 3 Qual.
 - \$600 Qt. = 9 Qual.



Family Security Program

Average best 3 of last 5 years, 60% for 15 years

National Sales Director

1st Lines 5% - 8%
2nd Lines 3%
3rd Lines 2%

**Senior Director
Exec. Sr. Director
Elite Exec. Senior**

Commission Schedule
4% - 6%



Director Life Insurance

\$10,000 - \$100,000

Director Car Program

1. **Pink Grand Prix**
Two consecutive quarters totaling \$48,000 unit wholesale production
2. **The Pink CADILLAC**
First-time qualifiers, Two consecutive quarters totaling \$96,000 unit wholesale production

Mentoring Leaders

Leadership