

LET'S TALK BUSINESS!

What is the difference between a Consultant commission and a Director commission?

EXAMPLE: Assuming both the Director and the Consultant earn a GOLD MEDAL (5 new recruits) for the month. Also assuming no one else in the Director's Unit orders one dollar of product. Examine the following commission scale and make your own evaluation!

AS A CONSULTANT

Personal whsl. order	\$600
Required to receive 13%	
One New Recruit Orders	\$2400
One New Recruit Orders	\$1800
One New Recruit Orders	\$ 600
One New Recruit Orders	\$ 400
One New Recruit Orders	\$ 200

5 Recruits Team Production \$5400



13% of Team Production	\$ 702
Team Building Bonus (3)	\$ 150 (\$50x3)

TOTAL COMMISSION \$ 852

AS A DIRECTOR

Personal whsl. order	\$600
Required to receive 13%	
One New Recruit Orders	\$2400
One New Recruit Orders	\$1800
One New Recruit Orders	\$ 600
One New Recruit Orders	\$ 400
One New Recruit Orders	\$ 200

5 Recruits Team Production \$5400

Team Production \$5400 ***PLUS***

Personal whsl order	<u>\$ 600</u>
Total Commissionable Production	\$6000
13% of Total Production	\$ 780
Bonus on Unit Production	\$ 600
13% Personal Team commission	\$ 702
Personal Team Bldg Bonus (3)	\$ 300 (\$100x3)
Unit Development Bonus (3)	\$ 300

TOTAL COMMISSION \$2682

- PLUS***
- Eligible for Wellness Award Bonus
 - Eligible for Term Life Insurance Award and Disability Award Programs
 - Eligible to earn the use of a Director Career Car or Cash Compensation option, and
 - Many other benefits!

BIG DIFFERENCE FOR THE SAME WORK!
ARE YOU READY TO BE A MARY KAY SALES DIRECTOR?!