

Unlimited Opportunity

Even while building a small, part-time, business it's important to remember the untapped potential within you and the rewards for sharing the Mary Kay dream with others. You could make a difference in someone's life!

Team Building Compensation & Bonus

- ♥ 4% commission for 1-3 team members
- ♥ \$50 rebate on Red Jacket for 3rd team member
- ♥ \$50 team-building bonuses beginning with 4th team member
- ♥ 9-13% personal team commission with 5+

Sales Director Compensation

- ♥ 9-13% personal team commission
- ♥ \$100 unit development bonus per qualified
- ♥ 9-13% commission on unit volume
- ♥ \$500-\$5000 unit volume bonus
- ♥ company paid term life and disability
- ♥ eligible for VIP, Grand Prix or Cadillac

National Sales Director

- ♥ \$150,000-400,000+ Commissions
- ♥ choice of Cadillac

MARY KAY helps you be in **Business for Yourself** but not **by Yourself!**

I am here to help you achieve **SUCCESS!!**

Any questions? Call your consultant or me:

Mary Kay Business Plan

... a plan for personal growth, authenticity, and giving

Most women come into Mary Kay for one of Seven Reasons

1. Money



- ◆ 50% gross profit on product sales
- ◆ You can make extra money by working part-time. Even working on a very part-time basis of only one selling appointment per week, you can achieve a good income.
- ◆ You decide what you earn.
- ◆ Isn't it amazing to learn that more women are earning over \$50,000 a year in Mary Kay than with any other company in the world today?
- ◆ Take a look at our monthly Applause magazine.
- ◆ Besides "selling appointments" there are so many options!
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2. Personal Growth

How would you like to just about double your self-esteem in a month's time? What would it mean to you to BE a positive example for your family and friends? Learning how to set and achieve goals is great for self-improvement and to build self-confidence. Mary Kay is a Personal development course that you get paid for!

3. Prizes, Awards, Recognition

We get recognized at most jobs when we mess up! Wouldn't it be great to be recognized for your achievements? In Mary Kay you are recognized for doing well and awarded with prizes and greater opportunity! Cinderella prizes such as diamonds and cars!

4. Quality of Product

Would it be important to offer your customers America's Best Selling Brand of Skin Care and Color Cosmetics? And this is backed by a 100% satisfaction guarantee for customers and consultants! Easy to use, simple formulas plus specialty formulas for different skin types.

5. Quality of Training/Support

Does being independent mean being alone? Not a chance! There's nothing like the support in Mary Kay:

- ◆ New Consultant Orientation
- ◆ Monthly Unit Newsletter
- ◆ Monthly Applause Magazine
- ◆ Merchant account to accept Visa, MasterCard, and Discover Credit Cards
- ◆ Mary Kay InTouch consultant personal Website
- ◆ Online wholesale ordering
- ◆ E-mail through MaryKay.com
- ◆ On-Going Training through
 - Weekly Success Meetings
 - Workshops
 - Company sponsored events such as Seminar & Career Conference

6. To be your own boss

Does NOT having someone else tell you when to come and go excite you? or being able to work around your family? How about giving yourself a promotion and raise when you want? Not to mention the TAX ADVANTAGES of working for yourself!

7. Car Program

How would you feel driving a trophy on wheels? You can actually eliminate your car payment and drive a free car from Mary Kay! It's a smart economical way a woman can have additional money for household expenses by working part-time! There's even an option where you can receive the CASH compensation instead of the car—from \$350-\$850 a month!

How to get started

1. Know 2 people with skin.
2. Check, MasterCard, Discover or Visa to Mary Kay Inc. for \$100 plus sales tax for showcase.
3. Submit the Beauty Consultant agreement along with payment.
4. Begin your training.



Selling Mary Kay is ON!

On the Face



- Scheduled Skin care classes and facials
- Specialty Classes & Parties
- Seasonal Open Houses



On the Net

- Mary Kay Personal Web Site (\$50 annually)
- 24 hours a day/7 days a week
- Maintained by Mary Kay Corporate
- New customer referrals at MaryKay.com rotating basis with consultants in your area
- Online orders are serviced and filled by YOU!

On the GO!

- On-the-Go Kit merchandising bag you fill with quick easy-to-sell retail product.
- There's even quick info cards explaining the benefits of some products so even a BRAND new consultant is able to sell!
- Plus, the current Look brochure fits in the window pocket and is sure to attract attention!
- Roomy enough to carry samples & a face case for quick selling appointments

On Paper



- Preferred Customer Program (.35-.50 each mailing)
- Embrace Life Gift Catalog
- Beauty Books/Look Books
- Mary Kay Business Cards/Checks

On and on...

- As a consumable product, customers will reorder from you on the average of every 6-8 weeks
- You get paid over and over for one appointment!