



# Mary Kay Career Path

*"All the you put into the lives of others comes back to you"*  
Mary Kay Ash



## **DIRECTOR**

*30+ unit members*  
**9-13% unit commission +**  
**9-13% team commission +**  
**Bonus up to \$5,000/mo.**

## **DIQ**

*8+ Active team members*  
*4 months to qualify—Director*  
**9% to 13% commission**



## **FUTURE DIRECTOR**

*8+ Active team members*  
*Eligible to go into DIQ*  
**9% to 13% commission**

## **TEAM LEADER**

*5-7 Active team members*  
*Eligible to go on target for CAR!*  
**9% to 13% commission**



## **STAR RECRUITER**

*3-4 Active team members*  
*Eligible to wear the Red Jacket*  
**4% commission + \$50 Team Bonus**

## **SENIOR CONSULTANT**

*1-2 Active team members*  
**4% commission**



## **BEAUTY CONSULTANT**

*Receive up to 50% discount on products ordered*  
**Make a 50% profit with each sale**