

Mary Kay Avenues of Income

Our own In-Home Business . . . we call the shots!

\$\$ Classes and Facials \$\$

50% Profit on all Sales

Facial = 1 to 2 People / Class = 3 to 6 People
(our home or theirs)

Avg. income from "Forever Young" class = \$50/hr.

\$\$ Dovetail \$\$

15% - like a booking agent fee

\$\$ Reorders \$\$

50% Profit on all Sales

(again & again & again)

Basic Customer orders avg. \$200 per year
(replacing products when they run out)

\$\$ Team Building \$\$

Commissions

4%	1 to 4 Team Members	<i>Paid from</i>
9%	5 or more Team Members	<i>MK's</i>
13%	5 ordering w/ own \$600 wh.	<i>profits . . .</i>
	<i>\$50 Bonus for each new qualified</i>	<i>not from</i>
	<i>Team Member beginning with 4th</i>	<i>Consultant</i>

\$\$ Career Car \$\$

Red Pontiac Vibe Career Car (loaded)

Mary Kay pays 85% of insurance
\$ _____ Car Payment
+ _____ Insurance Premium
= _____ *stays in family budget*

\$\$ Management \$\$

ALL of the Above and . . .

13% Unit Commission *(13% on own orders)*
13% Personal Team Member Commission
\$500 / 5 qualified Unit Growth Monthly Bonus
\$500+ *unlimited* Monthly Bonuses
\$100 Bonus each new qualified team member
Career Cars: *Grand Prix & Pink Cadillac*

COMPANY PHILOSOPHIES

"God First, Family Second, Career Third"

The Golden Rule

"do unto others as you'd have them do unto you"

***The more people you help become successful
The more successful you become***

11 yrs. Mary Kay has been the #1 Best Selling
*Brand of Skin Care & Color Cosmetics in
the United States*

10% MK on less than 10% of cosmetics market

100% Satisfaction Guarantee for consumer

90% Buy Back Guarantee — within one year,
if you decide Mary Kay isn't for you, you can
return unused products for 90% of your cost

*Mary Kay's consumer loyalty comes from our
great relationship building business and typically
the reason women stop using Mary Kay is because
they've lost their consultant (MK Orphans)*

Additional Sales Opportunities

Personal Web Page & Preferred Customer Mailing

STYLES OF MARY KAY CONSULTANTS

You Choose the Style for You

1. CAREER: 30 to 40 Hours per week
2. FULL TIME: 20 Hours per week
3. PART TIME: 10 Hours per week
4. HOBBY: just for fun
5. SPARE TIME: when there is any . . . *plus
products for yourself, family & friends, etc.*

***Income potential is unlimited and it's matched by
your efforts . . . when you do this you get that***

***Sales & Recruiting incentives are substantial
for Sales Directors because Mary Kay wants
them to keep their skills sharp so they can
better train and inspire Consultants***