

Have you ever considered

Owning Your Own Business?

Hobby

2-4 hrs per week

Part time

6-10 hrs per week

Full time

15-20 hrs per week

Areas of Income

1. Classes and facials-50% commission
2. Reorders 50% commission
3. Team Members
4. Car Program
5. Directorship

Tax Benefits and Deductions

Automobile- deductions per mile for business related travel
Telephone-long distance business telephone calls 100% deductible
Entertainment and travel-when for your Mary Kay business
Skin Care Class supplies- washcloths, cotton balls, tablecloths, starter kit etc.
Office supplies-printing, postage, paper, pens, etc.

Advantages

No Territories
Website Business for only \$25
No franchise program
No quotas
Full training program
Retirement-for National Sales Directors
Insurance-active consultants can enjoy self employment benefit programs
Prizes-diamonds, other jewelry, luggage, air travel, use of free cars and much more

Investment Required

1. \$100 Starter Kit is (a \$410 value) plus local tax and shipping
2. Inventory-optional, but recommended
3. Buy back guarantee from the company



What You Can Expect From Your Classes and Reorder Business After One Year

1. At each skin care class, the number of guests ranges from 3-6 with an average of 4. The average sales are \$200 per class
2. We retain 85% of our customers
3. The average reorder per customer each year is at least \$157

5 Classes per week (15-20 Hours)

\$175x5=\$875 weekly sales
\$875x50 weeks =\$43,759 annual retail sales
425 customers x \$157 per year=\$66,725 annual retail sales
\$110,475 total annual sales
\$55,237 profit

4 Classes per week (12-15 Hours)

\$175x4=\$700 weekly sales
\$700x50 weeks =\$35,000 annual retail sales
340 customers x \$157 per year=\$53,380 annual retail sales
\$88,380 total annual sales
\$44,190 profit

3 Classes per week (10-12 Hours)

\$175x3=\$525 weekly sales
\$525x50 weeks =\$26,250 annual retail sales
255 customers x \$157 per year=\$40,035 annual retail sales
\$66,285 total annual sales
\$33,142 profit

2 Classes per week (6-8 Hours)

\$175x2=\$350 weekly sales
\$350x50 weeks =\$14,500 annual retail sales
170 customers x \$157 per year=\$26,690 annual retail sales
\$44,190 total annual sales
\$22,095 profit

1 Class per week (2-3 Hours)

\$175x1=\$175 weekly sales
\$175x50 weeks =\$8,750 annual retail sales
85 customers x \$157 per year=\$13,345 annual retail sales
\$22,095 total annual sales
\$11,047 profit

Mary Kay Philosophy

God First, Family Second, Career Third

The Golden Rule:

"Do unto others as you would have them do unto you."