

Did You Know?

That there is more to Mary Kay than make-up?
It's about enriching women's lives!



Why Some Women Are Choosing a Mary Kay Career: (Check the ones that appeal to you or what women are looking for in the perfect career)

- Flexibility:** Would you like to set your own hours to work around your family? Choose when you want to work.
- Self Improvement:** Mary Kay's philosophy is God First, Family Second & Career Third. Would you like to be associated with people who nurture the growth of your self-esteem and self-confidence?
- Money:** Unlimited earning potential! Have you ever wanted to write your own paycheck?
- Recognition & Awards:** Is being recognized for a job well done important? Earn jewelry, trips, cash, luggage, televisions etc.
- Earn The Use Of A Career Car:**
How much do you spend on your monthly car payment and insurance?
Would saving the amount each month assist you in your financial planning?
Choose your ride in style: Chevy Malibu OR Toyota Camry OR Chevy Equinox OR A Pink Cadillac CTS or DTS with a portion of insurance and taxes paid!
- Advancement Opportunities:** No glass ceilings to limit you! Is the ability to advance at your own pace important to you?
- Positive Circle of Influence:** Would you be empowered by having a support system that encourages your success?
- Advantages:** When you're the boss, you can ensure your financial security. Would you like to be more in control of your future?
- Tax Deductions:** Would you like to see a bigger tax return? Mileage, portion of your in-home office, business trips etc.
- Consultant Discount:** Imagine all of your products at cost all year long. Gifts for every occasion at cost.



Facts about Mary Kay: (Circle the 2 facts that are most impressive to you)

- ◆ Since the inception of the Career Car Program in 1969, more than 120,000 independent sales force members have qualified or re-qualified for the use of a career car or elected the Cash Compensation option.
- ◆ 100% Satisfaction Guarantee to Customers.
- ◆ 90% buy-back guarantee of inventory.
- ◆ More than 200 Independent National Sales Directors in the United States have earned over \$1 million in commissions.

The Rewards:



How We Make Money In Mary Kay

- Sales** - 50% profit – On the Face, On the Go, Online, On Paper, On with the Show. (Consumable Products)
- Team Building** - 4% -13% Commission + Bonus + Career Car
- Directorship** - 13% Unit + 26% on personal recruits + Offspring commissions, Bonuses, Jewelry, Prizes, Cadillac, Paid for World Class Trips.
- National Sales Director** - The Sky Is The Limit!

Getting Started!!

- Fill out an Agreement.
- Submit \$100 plus tax and shipping for your starter kit. Value of \$323 in full size product plus everything you need to start your business.
- Begin Your Training
- Start making money within weeks!

Tell Me About You!

I am.... Results Oriented _____ People Oriented _____ Family Oriented _____ Detail Oriented _____

Name:	Consultant/Director:	Today's Date:
Address:	Home Phone:	
City/State/Zip:	Cell Phone:	
Email Address:	Work Phone: (Is ok to receive calls?)	
Occupation:	Age: 18-25 _____ 26-40 _____ 41-55 _____ 55+ _____	

On the scale of 1 to 4, how would you rate your interest in a Mary Kay Opportunity?

I am Thinking - 1 2 3 4 - Let's Get Started!

"I would be interested in" (check which one applies to you)

- _____ Saving \$400 - \$500 /year on my cosmetics and gifts
- _____ 3-5 Hrs/wk/extra cash
- _____ 10-15 Hrs/wk/PT income
- _____ 20-30 Hrs/wk replace FT income
- _____ Directorship