

MARY KAY®

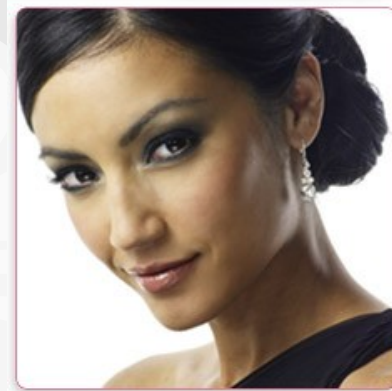
Imagine^{the} Possibilities

Answering your questions about a Mary Kay business



discover what you **LOVE.**

America's Best Selling Brand
Is Looking For
Quality Women



GLOBAL HEADQUARTERS DALLAS TX



We Will Be Doing Four Things During The Marketing Presentation

- I will ask you to share a little about yourself
- I will present the Mary Kay Marketing Plan
- I will ask if you have any questions
- I will ask if this is something you would like to try



Let's Learn A Little About You

- Would you mind telling me a little bit about yourself?
- What brings you Joy?
- What would you do with some extra income?
- Let's dream for a minute. If money and time were not an issue, what dream would you like to be living a year from now?



A Little About Our Company

- Founded 1963 by Mary Kay Ash
- Top 10 Brand of Skin Care Globally
- We are a Debt Free Company
- Over 3 Million Independent Sales Force members in 37 markets Worldwide
- Over \$3 Billion in Global Sales
- Over 130,000 Mary Kay Consultants have earned the use of a Career Car since 1969
- No Animal Testing
- The Mary Kay Marketing Plan is taught at Major Universities, including Harvard Business School
- Our Mission is "Discover what you LOVE"



Reasons Why Women Start A Mary Kay Business

Flexibility

NO Quota! No Minimums! No Territories! Work as little or as much as you choose. It's an opportunity to be your own boss with flexibility and upward mobility!

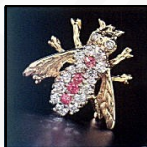
Extra Money

One class weekly averages an extra \$300-\$400 per month (braces payment, car payment!) 2 classes weekly averages an extra \$600-\$800 per month.



Unlimited Earning

More women have earned over \$1 million from their Mary Kay careers than any other company.



Prizes

Weekly, Monthly, Quarterly and Yearly! (share star consultant prizes)

Recognition

Your name will be in print, you will be applauded and recognized in front of your Peers, and you will win beautiful Cinderella prizes symbolizing your accomplishments! **Mary Kay believes in praising women to success!**

Gain Self-Confidence

You will gain confidence by learning new skills, enlarging your comfort zone, and being encouraged by positive, enthusiastic women!



Tax Advantages

You're considered self-employed and will enjoy the same tax write-offs as any self-employed business person including mileage.

Rapid Advancement

You promote yourself! You can choose to take the fast track by earning the use of a career car in 1-4 months and/or becoming a director in 2-5 months.

Avenues of Income With Mary Kay



Skin Care Classes

We buy products for \$1 and sell for \$2. Greatest commission paid in direct selling, and the company provides a 100% satisfaction guarantee!

You can hold skin care classes or facials, take Web Site orders, Social Media and hold On The Go appointments, all to promote sales.

We sell a consumable product! Our product gets washed down the drain every day!

Building a solid reorder base provides a consistent source of income and raises!

The company provides customer mailings 4 times a year—an inexpensive and time saving way to service your customers and increase sales and profits!

Product Reorders

Preferred Customer Program

Sharing Your Career Opportunity

Earn 4, 9, or 13% commissions. Mary Kay pays recruiting commissions directly to you on your recruit's orders (from the company, not from the recruits profits). Mary Kay is not a pyramid or multi-level company.



Team Building

Become a Grand Achiever



Earn the use of a Company Career Car!

Part-time consultants can earn the use of a brand Chevy Cruz with license and part of the insurance for you and your spouse PAID!

Become a Sales Director

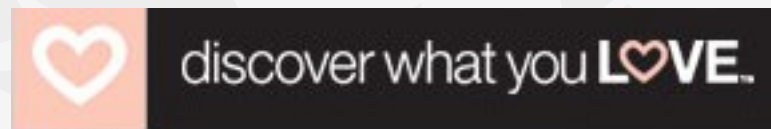
Lead your team of women to reaching and achieving their goals! Earn Diamonds, Free Trips, Cadillac's all with executive pay.

National Sales Director

A Director of Directors, Free Trips, Free Cadillac Every 2 Years, Family Security Program. Plus all of the above!

What Does It Takes to Get Started

- Ordering your Starter Kit for \$100 plus tax and shipping
- Contains everything you need to begin training and holding skin care classes.
- Consultants Guide and training DVD's and CD's included. 2 most common questions of a brand new beauty consultant are: *Where will I find my customers? How can I teach skin care and color when I never wore it before my class?* The GREAT news is you are totally trained on these questions and EVERY aspect of your business!
- New consultant classes are offered, as well as training throughout your career.
- All you have to lose is **fear!**



We can begin our business within our comfort zone and step out as we grow in knowledge and confidence.

Do You Have Any Questions For Me?



- What interests you most of what I shared today?
- What would hold you back from starting?
- If you knew you couldn't fail and I would teach you everything you need to know, is there any reason we couldn't get you started today.



**On a scale of 1—10,
with 10 being the highest,
where do you see yourself?**

What information do you need to move you to a 10?



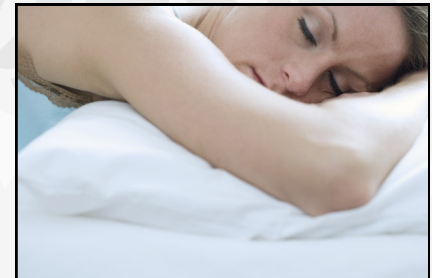
Decision-making tools

Pro-Con List

- What is the worst thing that could happen if you do this?
What is the BEST possible thing that could happen?

The "SLEEP TEST"

- Fill out the agreement and submit your check.
Sleep on it and I will call you in the morning



Buy-Back Guarantee

- If at any time you decide this isn't for you, you've tried your best, given it your all, and you don't want to stay in business, Mary Kay will buy back any unused, unopened product (within the 1st year) for 90% of your purchase price.

So, you see, there is no financial risk!

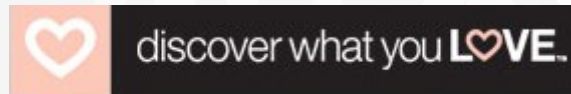
Based on the additional information I just shared with you, is there any reason why we couldn't order your starter kit & begin your training?

Yes— Fill out your agreement (paper or web)

If no thank you

Good News there is 3 ways we can work together!

- 1. Products, you mentioned that you appreciated the quality of our product, which items appeal to you the most?**
- 2. Hosting, you shared how much you love our products, how would you like to some of your favorite items at a discount or for free?**
- 3. Referrals, who do you know that would enjoy having an additional \$100, \$1,000, or \$5,000 or more per month coming into the household?**



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