

# Consider What Mary Kay has to offer...

## Becoming a Business Owner...

Reasons Why Women Join Mary Kay  
(Please mark those that appeal to you)

- Prioritize your life:  
Faith First, Family Second, Career Third
- Money: Average Consultant earns \$30-50/hr
- Prizes and Recognition
- Be your own boss:  
Answer to YOU and your goals!!!
- Flexibility: Work when, where and how you want
- No Territories: Sell & Recruit anywhere in the U.S.
- Make New Friends
- Tax Advantages: Business expense deductions
- Career Advancements: Based on person activity
- Company Car: Qualify in just 4 months or less for a company leased White Chevy

## How to Get Started...

1. Fill out a New Consultant Agreement.
2. Pay for your Starter Kit - Just \$100 plus tax and S/H (\$400 value)
3. Mark your calendar for training classes (Education is available, local and ongoing!)
4. Make a list of everyone you know who has skin!
5. Schedule your first party "Grand Opening"
6. Begin practicing facials & parties with your contact list

**START  
SOMETHING  
BEAUTIFUL!**



## The Career Car Program...

Earn the use of a 2014 fully loaded Chevy Cruz in just 4 months or less!! The Company pays lease, tax license, On-Star and most of the Insurance.

(\$21 co-pay pp for the 1<sup>st</sup> 2 years, \$30 for teenagers!)

Or, choose \$375 cash per month instead! Imagine adding over \$6,000 a year to your family budget if you didn't have to pay for a

## Earning Money...

### SELLING PRODUCT = 50% PROFIT!!

- Establish customers through facials & parties. Average income is \$30-\$50 per hour.
- Website business is \$25 for the year. No hidden fees or monthly maintenance fees & it's maintained by Mary Kay Inc.

### REORDERS = RESIDUAL INCOME!

- Consumable product creates a solid reorder income.

### TEAM BUILDING

- Earn 4%, 9%, or 13% commissions directly from the company for introducing other women to Mary Kay.
- Earn cash bonuses!
- Career Car Program

### LEADERSHIP

- Triple your income 26%-36% commissions when you advance to Sales Director. Responsibilities include training and mentoring New Beauty Consultants.
- Earn rewards including cash bonuses, a black Toyota Camry, Chevy Equinox or **BMW** up to Pink Cadillac, diamonds galore, luxury trips, term-life insurance, disability insurance, paid retirement and much.....much more!!!!

## Qualities of Mary Kay Consultants...

### Many Successful Consultants Share These Qualities:

(Check all that sound like you)

- Family Oriented: You put your family before yourself and consider them a reason to succeed.
- More Month-than-Money: You need extra money and are interested in making more.
- Decision Maker: You aren't afraid to take a risk on your gut feelings and give something new a try.
- Very active Lifestyle: You are on-the-go with a busy schedule and little time for yourself.
- Not the "Pushy" sales type: You are a good listener and could build a strong re-order clientele.
- Small Group of Friends: You might be new to the area or don't know many people but want to meet others.