

# MARY KAY® Summer Pilot Program

## Devote

5 hours/wk teaching/showing the product  
3 hours/wk for education and support

## Invest

Starter Kit \$100 (+tax/shipping)

*Starter Kit includes over \$400 retail product and materials*

\$225 - \$4,800 optional inventory...*What the eye sees, the eye buys!*

Immediate sales commission 50% - *Highest in the U.S.!*

## Teach

2 skin care parties/wk (4+women /2hr each) - *Average sales \$300*

1 facial/wk (1-2 women) - *Average sales \$75+; Total average sales could be \$675+*

## Profit

Estimate scenario at \$675 sales minus 50% cost of product =

\$337.50 gross profit per week for only 5 hours of actual teaching time!

*(Average = \$47.50 gross/hr)*

\$337.50 x 12 weeks = \$4,050 gross profit for 60 hrs teaching/training!

***The above estimates do not even include the potential customer reorders and team-building commissions!***

At the end of the summer you may decide to put your outside business on hold and just take reorders for the fall term. Or, you may have been having so much fun earning extra money that you decide to continue doing what you have polished and perfected from then on. During the winter break pick up your business in time for the Holiday Selling Season! Have something special all your own that you can depend on any time you choose. Plus, as a consultant, you'll be able to purchase your own products at a discount!

**Tax Advantages:** *As a self-employed person you may also be able to deduct a percentage of your utilities, taxes, mortgage interest, car insurance, depreciation on your car, computer, gasoline, etc., as tax deductions, plus much more! You may even get to keep more of your other primary job's salary.*

*After the initial 12-week Pilot Program you may assess your results. If you have not had lots of fun, made an excellent hourly income, helped women feel better about themselves and made lots of new exciting friends, or you decide that a part-time hobby/career with Mary Kay® is not for you, just stop working your business! It's that simple. No strings attached - totally risk-free!*

**You've got nothing to lose and so much to gain. The possibilities are endless.  
Wouldn't you agree that you will never know if this career is for you unless you give it a try?**