

Want to know why MK may be the perfect opportunity for you?



Flip through to find out!



# The Products Sell Themselves

## *Mary Kay® Products are*

- #1 in Customer Loyalty with Brand Keys Award
- Recognized with “Good Housekeeping” Award
- Top 15 color makeup brand globally
- Top 10 skin care brand globally
- 100% Customer Guaranteed
- High Quality Research
- Not Animal Tested!
- Try Before You Buy



# How We Make Our Money

*We buy from Mary Kay® at a wholesale price, then resell it to our customers at retail price for a 50% profit.*



*Below is an example of what your sales can look like.*

Each Mary Kay® Consultant works her business differently. It's up to you how you choose to run your business!

*A class is when you demo Mary Kay® products on three or more women at one time.*

A \$200 class or party gives you \$100 in profit

A \$300 class or party gives you \$150 in profit

A \$500 class or party gives you \$250 in profit

The average skin care class takes about 2-3 hours.

*A facial is when you demo Mary Kay® products on one or two women at one time.*

A \$50 facial gives you \$25 in profit

A \$100 facial gives you \$50 in profit

A \$200 facial gives you \$100 in profit

The average facial takes about a 1 hour.

Anytime anyone places a reorder you make 50% profit.

*A few of the ways we sell are:*

- Skin Care Classes
- Facials
- On-The-Go  
*(sprinkle it into your everyday life!)*
- Online through a personal website
- Product reorders



# The Prizes, Career Cars & Recognition



*Mary Kay® rewards it's sales force with cars, cash, luxury trips, diamonds, and more!*



# The Tax Advantages & Inventory



## *No Risk Inventory!*

- 90% buyback for all consultants
- 100% satisfaction guarantee for customers



*Mary Kay Consultants may be allowed certain tax deductions because they are running their own business:*

- Car expenses/mileage
- Business phone and Internet
- Office Supplies (postage, printing, paper, etc.)
- Skin Care Class Supplies, starter kits, etc.
- Entertainment and Mary Kay® related travel



# The Friendships, Freedoms, and Flexibility

*Becoming a Mary Kay® Consultant comes with unbelievable rewards:*

- **Make your own schedule** based around your time, and you'll never have to worry about missing out on important family events.
- Gain self-confidence from a **positive and encouraging environment** where you'll acquire some of the best friendships of your life.
- **Receive recognition** for all your hard work with well earned prizes and vacations for your entire family.
- Challenge yourself to grow as an individual and **create a legacy** for yourself, your family, and all the beautiful women that join you in this amazing journey.



# The Low Cost Welcome Pack

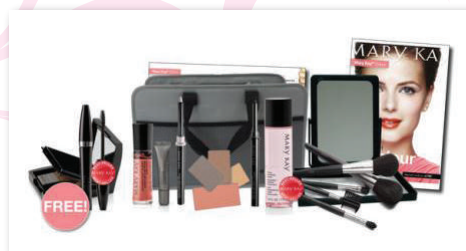
Only \$25, then you choose your value-packed NEW product bundles!



TimeWise® Skincare Bundle  
Total Retail Value of \$360.50 NZ\$416



Mary Kay® Must Have Bundle  
Total Retail Value of \$324 NZ\$374.50



Mary Kay® Colour Bundle  
Total Retail Value of \$338 NZ\$397



Mary Kay® Body Bundle  
Total Retail Value of \$343 NZ\$391

Designed by QT Office 

# Learning is Easy

*\$25 is all you need to change your life!*

Whether you want to make money, save money or both Mary Kay Cosmetics has the perfect opportunity for you. For as little as \$25 you can join Mary Kay and receive a Welcome Pack with all the essentials to start purchasing products at a discount straight away. And exclusive to New Consultants in their first few months there are amazing product bundles that you can SAVE with or SELL to make money straight away.

- The New Consultant Product Bundles are a great way to SAVE money on the products you love or to stock your new business with the products that suit your needs and tools for you to start EARNING money straight away.
- Each Product Bundle will only cost you \$A250 NZ\$275 less your eligible discount – this represents a great saving!
- There are four different product bundles available and you can purchase them in any combination that you choose.
- Each Product Bundle includes FREE products and a FREE 'party' toolkit including a tote bag.
- You'll have endless material at your fingertips to help you learn how to explain and assign skin care and color products for your clients, how to conduct skin care classes, manage business and money, advance in your career, and how to schedule appointments.



Each Product Bundle comes with a tote bag that fits into the Organising Caddy.

Organising Caddy Bag  
(which you can earn FREE)





# And Most Importantly, Mary Kay Ash



Mary Kay Ash started her business in 1963 at the age of 45. She was tired of seeing men she trained be promoted above her and in turn earn more money. She wanted women to have a chance to **build their own career and have the opportunity to benefit from their successes.**

She promoted a positive work environment and attitude and was admired for her savvy strategies and marketing skills. She believed in the golden rule **“treat others as you want to be treated,”** and always said **“God first, family second, and career third.”**

-National Business Hall of Fame, *Fortune* (1996)

-“Most Outstanding Woman in Business in the 20th Century.” *Lifetime Television* (1999)

-Baylor University’s “Greatest Female Entrepreneur in American History” (2003)

-“100 Greatest Women of 100 Years” by the YWCA of Metropolitan Dallas (2008)



What else is left to consider? *Get Started Today!*



Order your Welcome Pack, attend local training meetings, observe skin care classes, set up your first appointments, and start this fantastic journey to a brand new way of life!

