

## 6 Qualities of a Successful Beauty Consultant

1. **TOO BUSY:** “Busy people get more done!” They are better time managers and know how to prioritize their time. Mary Kay provides full-time pay for part time hours!
2. **MONEY—MOTIVATED:** Whether you want to reduce debt, have more free time, are saving for the future or want to contribute to society; you are your own boss in Mary Kay!
3. **NOT THE “Sales Type”:** Due to our consumable product line, not being pushy is a benefit to insure a strong re-order business. The best Beauty Consultant likes to work with people.
4. **DON’T KNOW A LOT OF PEOPLE:** We offer *free*, comprehensive consultant training which will help you build your business outside of family and friends.
5. **FAMILY ORIENTED:** Women are known to do much more for their family than for themselves. Mary Kay offers the freedom and flexibility to have more time for your family. Our priorities are faith, family and then career.
6. **DECISION MAKER:** “You’ll never know unless you try.”

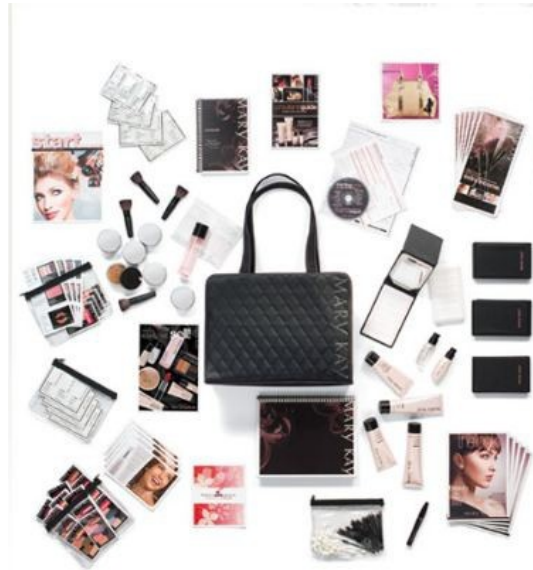
Mary Kay provides us with dialogues and scripts. \$100 investment includes your business starter kit and immediate consultant benefits including product discounts and training materials.  
 “You’re in business for yourself, not by yourself!”

*\$100 may not change your standard of living, but it may change your life.*

### OTHER BENEFITS:

- No Risk—90% Buy-back Guarantee
- Prizes: Weekly, monthly, quarterly
- No Quotas/ No Limits

Wise Women  
 Make  
 Wise Choices.....



Your Starter Kit

\$100 could change your life!

- \$410 in full retail sized product
- Includes all your business supplies and education materials.
- Unlimited potential!

\*Starter kit is \$100 plus applicable sales tax\*

# Mary Kay

Imagine  
 The  
 Perfect Career



NO 9 to 5 GRIND

NO OFFICE POLITICS

NO LIMIT TO HOW  
 MUCH YOU CAN EARN.

PLENTY OF TIME TO  
 YOURSELF & YOUR  
 FAMILY

SOUND IMPOSSIBLE?

# Mary Kay Facts

- Mary Kay Cosmetics is the best selling brand of skin care & color cosmetics in the United States.
- Mary Kay develops, tests, manufactures & packages a majority of its own products and does not conduct animal testing.
- Mary Kay has a presence in 35 markets worldwide and over 2 million consultants internationally.
- *Sales & Marketing Magazine* ranks Mary Kay one of the top 25 sales forces in the nation.
- Mary Kay Ash has been recognized as The Most Outstanding Woman in Business during the 20th Century by Lifetime Television.
- Mary Kay has been named as one of "The 100 Best Companies to Work for in America" by Fortune Magazine (1984, 1993, 1998), and also as one of the "10 Best Companies for Women to Work For."
- It is a dual marketing program. It is not a pyramid or multi-level marketing plan. All orders for product are placed directly with Mary Kay. All commissions come directly from Mary Kay, Inc.
- Mary Kay is activity based. You control what you earn and when you get promoted.
- To alleviate your concern and allow you to begin your career with a free mind, Mary Kay has a 90% buy-back guarantee for all unused Section 1 product within 1 year of purchase.
- Unlike companies with 9 to 5 hours, overtime and glass ceilings, Mary Kay allows you to always prioritize faith, family and career.
- Mary Kay awards over \$50 million annually in incentives to its Beauty Consultants and Sales Directors.
- Mary Kay awards career cars for outstanding sales and recruiting and has over 10,000 career cars on the road today. They have awarded more than 80,000 career cars since the program's inception.



# Avenues of Income

## 1. Skin Care Classes & Facials

50% profit. The highest direct sales commission in the United States.

- An average class is approximately \$200
- Attendance ranges from 3 to 6 people
- An appointment is approximately 1.5 hours

## 2. Reorders

50% profit. Our product is consumable like sugar or bread, so reorders become a large part of our income. An average customer using the skin care plus a few glamour items will reorder approximately \$300 within a year.

## 3. Internet Orders

50% of Mary Kay customers shop online. A consultant is eligible to purchase her own business website (completely maintained by Mary Kay, Inc.) which will not only allow customers to shop online but any new customers inquires will be referred to the registered consultant by zip code.

## 4. Team Building

Sharing the Mary Kay opportunity has always been considered a privilege. Through personally selecting her team members, a consultant is able to develop her leadership and management skills, while earning commissions in the following manner.

- 4% - 1-4 active team members
- 9% - 5 or more active team members
- 13% - 5 or more active team members who place a minimum wholesale order during one month, including your own \$600 wholesale order.

## 5. Future Director/Grand Achiever

With consistent outstanding performance in sales and team building, you and your team of consultants may earn the use of a Chevy Malibu every 2 years. 85% of the insurance paid and licensing fees paid. List price \$20,000. If desired, a consultant may choose \$375 per month cash compensation.



## 6. Directorship

The Future Director may advance to the position of Sales Director. Directors not only receive income from the before mentioned sources, but also an additional 12% in Director Commission for educating, motivating and inspiring their unit members to success. Directors are eligible for many different forms of bonuses beginning at \$500/month and approximating an additional 10% of their unit production. They are also eligible for wonderful personal team & unit development bonuses, insurance benefits, Seminar Awards and the opportunity to earn the use of a Black Chevy Equinox or Pink Cadillac CTS or SRX. If desired, a director may choose the \$500 or \$900 per month cash compensation.

## 7. National Sales Director

National Sales Directors average well over 6 figures a year in income, a Pink Cadillac of their choice with any options, enjoy trips all over the world (without qualifications), receive a fully-funded retirement program, insurance and the admiration of Corporate America.

## TAX BENEFITS

As a self-employed, independent contractor, there are tremendous tax benefits in your Mary Kay career. While your Director will go over them many times in the course of a year, the company suggests that you consult a tax specialist concerning specific business expenses which may be deductible.



*Considering that over 50% of all online activity is done by women, Mary Kay is advanced in the area of online ordering and information for customers and consultants.*

**Visit us at [www.marykay.com](http://www.marykay.com)**