Future Kirkwood Area of Excellence
Income Package
for those who can work 1 or 2 times a week.
## Using the Pinkalicious Party Program

Notes:
- No Quotas
- No Territories
- Many Tax Advantages.
- The average American family spends 1800 a year on the products that Mary Kay has in our LOOK BOOK. Our income packages uses just a $300 per customer, first time purchases between the skincare and the color apt plus any gifts, fragrances.

SALES From Pinkalicious New Clients

10 faces @week X 50 weeks a year = 500 Facials yr.

500 F X $ 300. in sales =$150,000 sales

$$\begin{array}{r} - \underline{75,000} \text{ cost} \\ 75,000 \text{ gross profit} \\ \underline{-5000} \text{ Prizes} \\ \$70,000 \text{ Net Take Home} \end{array}$$

$70,000 Yr Party income
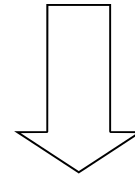
SALES from REORDERS

200 Customers avg.$20 a month reorders

$$\begin{array}{r} \$200x \$20 = 4000 \text{ Sales per month} \\ \underline{-2000} \text{ Cost} \\ \$2000 \text{ Per month} \\ \underline{X \quad 12} \text{ months} \\ \$24,000 \text{ Profit per year} \end{array}$$

$24,000 Yr Reorder Income

ON-the-Go Sales

"show and tell" Carry quick items in tote for 15 minute show and tell appointment. May choose to do quick facials for more sales.

$$\begin{array}{r} 1 @ \text{ day "quickie"} = \$1000 \text{ avg. per month} \\ - \underline{\quad 500} \text{ cost} \\ 500 \text{ Profit per month} \\ \underline{X12} \text{ months} \\ \$6000 \text{ profit per year} \end{array}$$
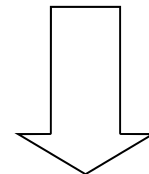
$6,000 Yr On the Go Profit
$100,000 Year Income

The Car Program= must be able to work 6-8 hr week
First Year Income avg. $36,000 year plus sales
Goes up every year.
86% of Car Insurance paid by Mary Kay Inc.

The Directorship Path= works avg. 15-25 hr week
First Year Income avg. $48,000 plus sales
Goes up every year.

The Top?
National Sales Director Path= Avg $350,000 year
NSD's top out income $700,000+ a year.
Retirement Program for NSDs is totally Funded by Mary Kay Inc.

Car Program and Directorship Positions are Earned. You do the work, you earn the Title and the Income.

To Get Started?

Purchase your Starter Kit for $100. and schedule your Orientation appointment with the Director of the Consultant within 24 to 48hr.