

You Choose...

Everyone starts the same way in Mary Kay—with a signed agreement and a starter kit. Where you take your, journey is UP TO YOU! You decide what level you want to be at, then put the work forward to achieve whatever you can dream.

The HOBBY Consultant works a few hours a week by servicing family, friends, and co-workers. She may also sponsor people into the company for recruiting commissions. Approx \$100/wk

The PART-TIME Consultant works 6-8 hrs/wk around her family and other commitments, growing her business slowly. Approx \$300/wk

The FULL-TIME Consultant works 12-15 hrs/wk holding classes and team building to work towards earning a career car. Approx \$500/wk

The CAREER Consultant works 20-25 hrs/wk holding 3-5 appointments, focusing on team building and leadership to move into the next level as a DIRECTOR. Approx \$700/wk

DIRECTORS can average \$5-10,000/month in commission incomes. NSD's 4x that amount.

Buy Back Guarantee

If for some unforeseen reason, a consultant must end their association with Mary Kay, they can choose to send back their unopened products and be reimbursed 90% of what was paid for the inventory (within 1 year of purchase).

Retirement

Mary Kay offers a full paid retirement program for our National Sales Directors, the first Direct Sales Company to do so. NSD's receive a retirement income for 15 years. In case of death, the benefits go to the family. Retired NSD's also get to keep their CADILLAC!

Investment

Your Starter Kit is \$100 plus tax and shipping. This is 100% tax deductible as a sales tool. It includes everything you need to get started and MORE! Inventory is never required, however depending on the level you choose may be a wise investment.

Your Starter Kit... \$410 retail value!
Only \$100 Small investment, Big rewards!

Product Included:
TimeWise Sun-Clears Normal/Dry
TimeWise Age-Fighting Moisturizer Normal/Dry
TimeWise Sun-Clears Combination/Oily
TimeWise Age-Fighting Moisturizer Combination/Oily
TimeWise Day Solutions SPF 35
TimeWise Night Solution
Oil-Free Eye Makeup Remover
Whisper Moisture-Slack
Choice of Mary Kay Mineral Powder Foundations or TimeWise Liquid Foundations

Supplies:
1 Mirror with Mirror
18 Color Cards
12 Lip Color Samples
10 Business Post
20 Facial Cloth
Personalized Tote Bag
10 Disposable Sponges/Tip Applicators
12 Disposable Micro-Soft Face Wipers
12 Disposable Micro-Soft Hand Wipers
4 Pink Micro-Soft-Cleaner Soft Sponges (1 1/2")
1 Botanical Effects Cheek Powder (10g)
1 Botanical Effects Moisturizer Formula 2 (10g)
1 Botanical Effects Powder Formula 2 (10g)
1 Botanical Effects Moist Formula 2 (10g)

Materials:
Business Brochure
Secure Binding Brochure
25 Colorful Profiles
10 Book Books
25 Lotion Tote Bags
10 Beauty Books w/instructor's Guide

Be Your OWN Boss...

Information about the Business Possibilities with Mary Kay

Dare to DREAM



Facts About Women Today:

- ⇒ Half of working women have children at home
- ⇒ Women make \$0.76 to a man's dollar
- ⇒ Only 2% of women will hold the top 20 positions in their careers
- ⇒ Half of all women are in low-paying jobs with no pension or insurance

Why Choose Mary Kay?

1. Financially ~ The Sky is the LIMIT
2. Highest Commission in Direct Sales
3. Sell a Consumable Product
4. Flexibility & Freedom to schedule your life
5. Prize/Recognition ****FREE CARS****
6. Freedom to advance anytime
7. Incredible Tax deductions
8. No Quotas of Territories
9. Purchase product at wholesale
10. Nothing to lose! \$100 investment with a 90% buy-back option



GOD First, Family Second, Career Third

Practice the GOLDEN RULE

Facts About Mary Kay

We have been the #1 best-selling brand of facial skin care and color cosmetics in the US since 1993.

Our skin care lines carry the Good Housekeeping seal of approval. Our marketing plan is taught at many universities as one of the ideal ways to run a business. Even Harvard has done it's own case-study on our business! Mary Kay is listed as one of the top 10 companies to work for and the only cosmetics company in the top 10 for customer satisfaction. Mary Kay produces more female millionaires than any other company. We were the first company to declare a moratorium on animal testing. We have one of the strongest foundations supporting Cancer research and Domestic Violence prevention. We are a private, family owned, debt free US company. Our CAR Fleet is the 2nd largest in the US.

Important Facts to Consider

NO Quotas: You do not have to reach a certain level

NO TERRITORIES: You can build anywhere in the US

QUALITY TRAINING: At your pace, online 24/7 or live in person with your local MK sisters and directors.

TAX BENEFITS: Contact a financial advisor, but you can deduct most business items including: cell phones, computers, child care, office supplies, a portion of your internet, mortgage, and utilities.



Areas of Income

- ◇ Beauty Consultant
 - ◇ You earn a 50% commission, the highest direct sales commission paid in the US. The average working consultant makes about \$50/hour.
- ◇ Reorders
 - ◇ We retain 8 of 10 customers and the average customer reorders about \$200/year in products
- ◇ Dovetail (like substitute teaching)
 - ◇ If you are unable to make a scheduled appointment a sister consultant can take it for you still producing your commission on your current customers and 15% of the total party sales.
- ◇ Preferred Customer Program
 - ◇ Our customer mailings are done quarterly by the company and include on trend samples. A great follow-up/booking tool where we can also offer a gift with purchase over \$40 retail.
- ◇ Online Ordering 24/7 with your low cost website maintained by the company.
- ◇ Recruiting/Team Building
 - ◇ Sharing this amazing opportunity with other women produces a THANK YOU check director from company profits at a 4%, 9%, or 13% level
- ◇ Career Car Program
 - ◇ Earn the use of a car for 2 years (includes licensing, title, and registration fees and up to 85% of your insurance)