

Win your first prize with *Mary Kay* by being.....

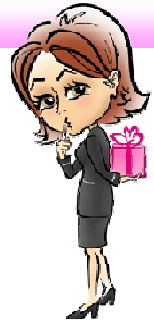
A "7 - Day Wonder"

Special Mystery Gift

Complete these 2 activities and it's yours!!

1. Simply sell 25 items from your Beauty Book or Look Book.
2. Using the sheets included in your 7- day wonder, share the facts with 5 sharp women and report their opinions.

You must fully read the "Avenues of Income" sheet to each person and ask them to completely fill out the "Have You Ever Pondered Pink" interview form. Then, return the 5 "Pondered Pink" sheets and "7 Day Wonder" sheet to my office to claim your mystery gift.



OR: Win This Gorgeous Sterling Silver Pink Ice Ring



Complete these 3 activities and it's yours!!

1. Simply sell 25 items from your Beauty Book or Look Book.
2. Using the sheets included in your 7- day wonder, share the facts with 5 sharp women and report their opinions.

You must fully read the "Avenues of Income" sheet to each person and ask them to completely fill out the "Have You Ever Pondered Pink" interview form. Then, return the 5 "Pondered Pink" sheets and "7 Day Wonder" sheet to my office to claim your Pink Ice Ring.

3. Place your first order of \$ 600.00 or greater (Wholesale. Section 1) in the same 7 days!

Activities must be completed within 7 days of your first orientation session to win. I believe you can do it!
Ring not shown actual size.



I am a "7 day Wonder" and I'm getting a Running Start!!

Name: _____ Director: _____
 Date to Begin: _____ Date to earn my ring: _____

Name of Customer	Phone Number	Item Purchased	Cost	Tax	Amount Paid Cash, MC, Visa, Check, Discover
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					
11.					
12.					
13.					
14.					
15.					
16.					
17.					
18.					
19.					
20.					
21.					
22.					
23.					
24.					
25.					
		TOTAL SALES			

I DID IT! Send me my Pink Ice Ring Size: _____

Sorry, no 1/2 sizes

Mary Kay Avenues of Income



Our own In-Home Business . . . we call the shots!

\$\$ Classes

50% Profit on all Sales

Facial = 1 to 2 People / Class = 3 to 6 People
(our home or theirs)

Avg. income from "Forever Young" class = \$50/hr.

\$\$ Dovetail \$\$

15% - like a booking agent fee

\$\$ Reorders \$\$

50% Profit on all Sales

(again & again & again)

Basic Customer orders avg. \$200 per year
(replacing products when they run out)

\$\$ Team Building \$\$

Commissions

*Paid from MK's
profits . . . not from
Consultant*

- 4%** 1 to 4 Active Team Members
- 9%** 5 or more Act. Team Active Members
- 13%** 5 ordering min. \$200 wh. + own \$600 wh.

***\$50 Bonus for each new qualified
Team Member beginning with 4th***

\$\$ Career Car \$\$

White Chevy Malibu (loaded)

Mary Kay pays a huge portion of insurance too!

\$ _____ Car Payment
+ _____ Insurance Premium
= _____ *stays in family budget*



\$\$ Directorship \$\$

ALL of the Above and . . .

13% Unit Commission (13% on own orders)
13% Personal Team Member Commission
\$100 Personal Team Member Bonuses
\$300/3 Qual. New Unit Members
\$500 / 5 qualified Unit Growth Monthly Bonus
\$500+ unlimited Monthly Bonuses
\$100 Bonus each new qualified team member
Cars: White Malibu, Black Equinox or Black Toyota Camry, Black Ford Mustang or Pink Cadillac SRX or CTS

COMPANY PHILOSOPHIES

"God First, Family Second, Career Third"

The Golden Rule

"do unto others as you'd have them do unto you"

***The more people you help become successful
The more successful you become***

16 yrs. Mary Kay has been the #1 Best Selling Brand of Skin Care & Color Cosmetics in the United States

10% MK on less than 10% of cosmetics market

100% Satisfaction Guarantee for consumer

90% Buy Back Guarantee — within one year, if you decide Mary Kay isn't for you, you can return unused products for 90% of your cost

Mary Kay's consumer loyalty comes from our great relationship building business and typically the reason women stop using Mary Kay is because they've lost their consultant (MK Orphans)

Additional Sales Opportunities

Personal Customer Web Page & Preferred Customer Mailing

STYLES OF MARY KAY CONSULTANTS

You Choose the Style for You

1. CAREER: 30 to 40 Hours per week
2. FULL TIME: 20 Hours per week
3. PART TIME: 10 Hours per week
4. HOBBY: just for fun
5. SPARE TIME: when there is any . . . plus products for yourself, family & friends, etc.

Income potential is unlimited and it's matched by your efforts . . . when you do this you get that

Only required cost to start is \$100



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Sales & Recruiting incentives are substantial for Sales Directors because Mary Kay wants them to keep their skills sharp so they can

"Have You Ever Pondered Pink?" Survey



Name _____

Phone # and best time to call _____

Your Consultant's Name _____

Did You Know?

- *Many women earn over \$100,000 in MK? Yes___ No___
- *Over 100,000 women have earned the use of a Career Car since the program's inception? Yes___ No___
- *Mary Kay does not conduct animal testing for its products and has signed the PETA Pledge? Yes___ No___

A Few Questions...

- Yes___ No___ Have you ever thought about doing something on the side to make extra money?
- Yes___ No___ Do you have all the flexibility you want?
- Yes___ No___ Do you feel you have the career of a lifetime and are paid what you are worth?
- On a scale of 1-10, where is your current interest level in having your own Mary Kay business? _____

Top Ten Reasons Most Women Begin Their Mary Kay Career ~ Which 5 Would Appeal The Most To You?

- ___ Flexibility ~ more personal/family time
- ___ Security ~ you keep what you build
- ___ No quotas or territories
- ___ No franchises or pyramids
- ___ Be your own boss and work from home
- ___ 50% Discount (profit) on all products
- ___ More money and financial security
- ___ Company philosophy ~ Faith, Family, Career
- ___ Prizes, recognition, and appreciation
- ___ Tax Deductions
- ___ Earn the use of a company car
- ___ Training and support
- ___ Career advancement at your own pace
- ___ Positive work environment

From time to time, my Director selects a small group of women from this survey to join us for coffee. If your profile is selected as one of the most outstanding would you meet with us? Yes___ No___ *Thanks for your input!*

"Have You Ever Pondered Pink?" Survey



Name _____

Phone # and best time to call _____

Your Consultant's Name _____

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No___

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