

# 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***