

# Things to Consider ...



- 1 party typically takes 1.5 hours to complete, not including driving time.
- Many new consultants average \$50-\$75 per hour holding parties / classes.
- Interviewing is simply bringing a model to our meeting / event, or having her call the Opportunity Hotline so you can share the Mary Kay Career fact with her & get her feedback, using the Honest Opinion Form.
- It takes an average of 10 hour per week holding interviews & parties to earn your 1st Mary Kay car, for many consultants.
- The residual income from this business is tremendous. Our products are so desirable & very consumable! Focusing on just skin care: with 25 customers loving & using Volufirm, you can expect to have \$5,000 in retail reorders every 3 months. That's \$2,500 in profit for you - every 90 days! Stay after it.
- Phone / office time should be about 30 minutes per party.
- Driving time & meetings do not count as working hours.

