

6 Qualities of a Successful Beauty Consultant

1. TOO BUSY:

"Busy people get more done!" They are better time managers and know how to prioritize their time. Mary Kay provides full-time pay for part-time hours!

2. MONEY-MOTIVATED:

Whether you want to reduce debt, have more free time, are saving for the future, or want to contribute to society; you are your own boss in Mary Kay!

3. NOT THE "Sales Type:"

Due to our consumable product line, not being pushy is a benefit to insure a strong re-order business. The best Beauty Consultant likes to work with people.

4. DON'T KNOW A LOT OF PEOPLE:

We offer *free*, comprehensive, consultant training which can help you build your business outside of family and friends.

5. FAMILY-ORIENTED:

Women are known to do much more for their family than for themselves. Mary Kay offers the freedom and flexibility to have more time for your family. Our priorities are faith, family, and then career.

6. DECISION-MAKER:

"You'll never know unless you try." Mary Kay provides us with dialogs and scripts. \$100 investment includes your business starter kit and immediate consultant benefits including product discounts and training materials. "You're in business for yourself, not by yourself."

**\$100 may not change your standard of living,
but it may change your life.**

OTHER BENEFITS:

- No Risk – 90% Buy-back Guarantee
- Prizes: weekly, monthly, quarterly
- No Quotas/No Limits
- No Territories!



**WISE
WOMEN
make
WISE
CHOICES...**

Your Starter Kit



\$100 plus tax

Includes \$410 full-size retail product,
business supplies, education,
and unlimited potential.

Mary Kay



Imagine The Perfect Career



NO 9 TO 5 GRIND.

NO OFFICE POLITICS.

**NO LIMIT TO HOW MUCH YOU
CAN EARN.**

**PLENTY OF TIME FOR YOURSELF
AND YOUR FAMILY.**

SOUND IMPOSSIBLE?

Mary Kay Facts

Mary Kay is the best Skin Care & Color Cosmetics brand in the US. Mary Kay is also one of the largest direct selling skin care and color cosmetics companies in the world.

Mary Kay introduced the famous pink Cadillac in 1969. Today, the global Mary Kay Career Car program includes Toyota, Mercedes, BMW, Chevy and Ford models.

Mary Kay develops, tests, manufactures and packages most of its own products and does not conduct animal testing and is a PETA pledge member.

More than 600 women worldwide have attained the position of National Sales Director, over 300 have earned more than \$1 million in commissions.

Mary Kay has around 3 million Independent Beauty Consultants.

Mary Kay has awarded \$28 million to shelters and programs addressing domestic violence and nearly \$16 million to find a cure for cancers affecting women.

Mary Kay Inc. is a member of the Direct Selling Association and has been awarded prestigious DSA awards in recent years.

Mary Kay Ash has been recognized as the most influential woman in business during the 20th century by Lifetime Television.

It is a dual marketing program. It is not a pyramid or multi-level marketing plan. All orders for product are placed directly through Mary Kay, Inc. All commissions come directly from Mary Kay, Inc.

Unlike companies with 9 to 5 hours, overtime and glass ceilings, Mary Kay allows you to always prioritize faith, family, and career.



Avenues of Income

1. Skin Care Classes & Facials

50% profit. The highest direct sales commission in the United States.

An average class is approximately \$300

Attendance ranges from 3 to 6 people

An appointment is approximately 2 hours



2. Reorders

50% profit. Our product is consumable like sugar or bread, so reorders become a large part of our income. An average customer using the Skin Care plus a few glamour items will reorder approximately \$400 within a year.

3. Internet Orders

50% of Mary Kay customers shop online. A consultant is eligible to purchase her own business website (completely maintained by Mary Kay, Inc.) which will not only allow her customers to shop online but any new customer inquiries will be referred to the registered consultant by zip code.

4. Team Building

Sharing the Mary Kay opportunity has always been considered a privilege. Through personally selecting her team members, a consultant is able to develop her leadership and management skills, while earning commissions in the following manner:

4% - 1-4 active team members

9% - 5 or more active team members

13% - 5 or more active team members who place a minimum wholesale order during one month, including your own \$600 wholesale order.

5. Future Director/Grand Achiever

With consistent outstanding performance in sales and team building, you may earn the use of a Chevy Cruze every two years. 85% of the insurance paid and licensing fees paid. If desired, a consultant may choose the \$375 per month cash compensation.

6. Directorship

The Future Director may advance to the position of Sales Director. Directors not only receive income from the above mentioned sources, but also an additional 13% in Director Commission for educating, motivating and inspiring their unit members to success. Directors also receive unit bonuses of \$500-\$5,000 per month, unit development bonuses, insurance benefits, Seminar Awards and the opportunity to earn the use of a Chevy Equinox, Toyota Camry, or Pink Cadillac SRX or CTS. If desired, a director may choose the \$500 or \$900 per month cash compensation.

7. National Sales Director

National Sales Directors average well over six figures a year in income, a Pink Cadillac of their choice with any options, enjoy trips all over the world, receive a fully-funded retirement program, insurance and the admiration of Corporate America.

TAX BENEFITS

As a self-employed, independent contractor, there are tremendous tax benefits in your Mary Kay career. While your Director will go over them many times in the course of a year, the company suggests that you consult a tax specialist concerning specific business expenses which may be deductible.



Considering that over 50% of all online activity is done by women, Mary Kay is advanced in the area of online ordering and information for customers and consultants.

Visit us at www.marykay.com