

Cadillac CTS Leather Seating, Classic-style, On Star

Cadillac SRX Leather Seating, Sun Roof, Remote Entry/Start



Mary Kay Career Path

"What you put into the lives of others comes back to you" ~ Mary Kay Ash





Director to National

30+ Unit Members 9-13% Unit Commission 9-13% Team Commission Unlimited Monthly Bonus Potentials Eligible to drive the Saturns or Pink Cadillacs Eligible to drive the Saturns or Pink Cadillacs Eligible to wear the Director's Suit Eligible to take First Class Trips around the World Eligible for more prizes and diamonds

Future Director/DIQ

8+ active Team Members Benefits of being a Beauty Consultant 9-13% Commission + \$50 Team Bonus Eligible to begin Director Qualifications

Team Leader

5-7 active Team Members Benefits of being a Beauty Consultant 9-13 % Commission + \$50 Team Bonus Eligible to start Car Qualifications for Pontiac G6 or Vibe

Star Recruiter

3-4 active Team Members Benefits of being a Beauty Consultant 4% Commission + \$50 Team Bonus Eligible to wear the prestigious Red Jacket

Senior Consultant

1-2 active Team Members Benefits of being a Beauty Consultant 4% Commission



Beauty Consultant

50% discount on products Receives monthly Applause magazine Can earn Quarterly and Yearly Prizes





6 QUALITIES OF SUCCESSFUL CONSULTANTS (you may have one or all of these-check which apply)	6 REASONS TO START A MARY KAY BUSINESS (you may have one or all of these-check which apply)
 They are busy people. Good at prioritizing Good at time management Easy to train See lots of people They often run out of money before next payday. Motivated to pay bills Goal oriented and ambitious Creative with money management They are not the "sales type." Can be informative, not pushy Good listeners=strong Consultants Attract repeat business They don't know a lot of people. Great way to meet new people Friends and family won't be the only 	 MONEY 50% discount of products Average Party \$300 for 2.5 hours Average Makeover \$75 for 1 hour Consumable, recession-proof product Reorders 4-9-13% Team Building monthly Directors can earn up to 69% RECOGNITION-PRAISE Weekly prizes/recognition from Director Quarterly and Yearly prizes from MK Mary Kay believed in praising to success Recognition and prizes motivate women CAR Start car qualifications in first month Consultants can earn the Pontiacs and Directors can earn the Saturns and Cadillacs Company pays tags, taxes, lease payment
 business but you can start with them "Fake it until you make it" with strangers They have strong work ethics. Want to be a good example for family Understand that this is a business to own and operate Understand that what you put into it, you will get out of it Women of their Word with integrity They are decision makers, not procrastinators. Live by their dreams not their circumstances Feel the Fear but do it anyway Business-minded Understand that time is what you make of it 	 and up to 85% of insurance ADVANTAGES No territories Strong ethical company with Priorities of Faith then Family then Career Training: on-line, conference calls, emails, weekly training classes, Seminars and more Life Insurance for Directors Retirement for National Sales Directors BE YOUR OWN BOSS YOU decide what is a success for YOU Inventory is recommended but optional Promote yourself at your own pace TAX ADVANTAGES Annual income is reduced by deductions like personal products, home office, car expenses

19 Reasons to consider MK as a part-time, spare or full-time Business Opportunity. You have nothing to lose and so much to gain by just giving it a try!

hy Mary



Rock Solid Company

No Stockholders and NO Debt... so No Bankruptcy or Bail-Outs!

No Sales Quota

Place a minimum \$200 order once a year... NO Auto-ship and Auto-Charges

Large Target Market

From Babies to Teens to Men and Women ... everyone with skin is a potential client.

Actual Car Program

True Company Car...no lease payment, tax or tags... or qualifying for a loan.

On-Going Training

On your own or attending Conferences and Seminars... truly amazing training!!

Positive Atmosphere

Filled with Christian principles like the Golden Rule and Can-do Attitude!!

Business Bail-Out

Give up and return unused Inventory for 90% Buy Back! Unheard of in Direct Sales.

Satisfaction Guarantee



Products are 100% Satisfaction Guarantee for product confidence among Consultants!

Sales = 50% profit

Best way to show is at a makeover or party but books and web sales are good too.

Consumable Product

MK Products are used up DAILY...reorders ave. \$10 a mo. per client. 100 clients=\$500 profit/mo

Priorities

Faith FIRST, FAMILY second and then the career. Balance to live YOUR life.

Self-Promotions

Promote yourself based on your activity NOT someone's opinion of your activity!

Cinderella Prizes

Mary Kay believed when your confidence increases so will your esteem and then you're unstoppable!!

NOT a Pyramid

Team Building commissions are 4-69% and come from MK. Directors earn equally on entire unit and Consultants on just their team.

Recession Proof Product

Women won't go without Foundation, mascara or Lipgloss no matter the economy.

No Territories

Move your business with you AND your clients can take YOU with them.



Tax Deductions

With Inventory, you get full home office tax deductions, plus so much more!

Mary Kay Gives BACK!

¥18 н⊓

Corporate recycling and they have built 3 Habitat for Humanity homes to name a few. MK Foundation funds Safe Homes around the US plus Cancer research. No Animal Testing. Donations to Haiti, Katrina, Military in Iraq plus so much more!

Your Starter K

ONLY \$100 to Join

\$410 in Retail Product Training cds, dvds and books Enough samples and applicators for a min of 30 makeovers.



ONL

What does it take to get started? Just \$100*



Look at all you get in your Starter Kit...

Products:

- Time Wise Cleanser-Normal/Dry
- TimeWise Cleanser—Comb/Oily
- TimeWise Moisturizer—Normal/Dry
- TimeWise Moisturizer-Comb/Oily
- Day Solution
- Night Solution
- Oil-Free Eye Makeup Remover
- Ultimate Mascara-Black
- Foundation Bundle of either 12 Liquid Foundations or 7 Mineral Powder with 6 Brushes

Tools

- Starter Kit with Organizer Caddy
- Mirror with Tray, 4
- Disposable Trays, pk/30
- Facial Cloths, pk/30
- Mascara Brush, pk/15
- Sponge-Tip Applicators, pk/15

Samplers:

- Botanical Cleanse 2, pk/6
- Botanical Hydrate 2, pk/6
- Botanical Freshen 2, pk/6
- Botanical Mask 2, pk/6
- TW Microdermabrasion, pk/6
- Satin Hands Packettes, pk/12
- Lip Gloss samplers, pk/12
- Color Cards, 2pks/5

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- Literature
 - The Look, pk/10
 - Cutomer Profiles, pk/25
 - Sales Tickets, pk/25
 - Datebook
 - Miracles Happen book by Mary Kay
 - Consultants Guide with DVD
 - Hostess Brochure
 - Team Building Brochure

Agreeme	nt	For office use only Consultant no.:	
Please use black or blue ink and press firmly. Write in all capital letters. For pron	npt service, please comp	ete all spaces and do not abbreviate unless necessary.	
Name:		Date: Month Day Year	
First Middl Name: Mame		Driver's License No.:	
Home Address:	Iclude Apt. No.)		
Home City Work Phone No.: A/C Number A/C	- Number	State ZIP Code Date of Birth*: Month Day Year 'Must be 18 years of age or older	
Your Social Security No.**: EEEEEEEEEEEEEEEEEEEEEEEEEEEEEEEEEEE	-mail address:	I not apport Fordered Forder workt blackthe stress of the	
 K: IF IM Yes Arry Kay Beauty Consultant? Yes No If y mer Consultant No.: Yes what name: Fies, have you ever returned product inventory to the Company? Yes narried, is your spouse a Mary Kay Beauty Consultant? Yes No If yes, spouse's name and Consultant No.: 	ormer Sales Director's	name:	
you have relatives employed by Mary Kay Inc.? (A corporate employee - n	ot a member of the indep	endent sales force)† 🗌 Yes 🗌 No	
es, how many? List name(s), specifying rela e Company reserves the right to accept, not accept or terminate your Independent B ECRUITER'S NAME: DEPENDENT SALES DIRECTOR'S SIGNATURE:	tionship(s): eauty Consultant Agreeme	the based on your relationship with a Mary Kay Inc. employee. Cons. No.: Unit No.:	
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