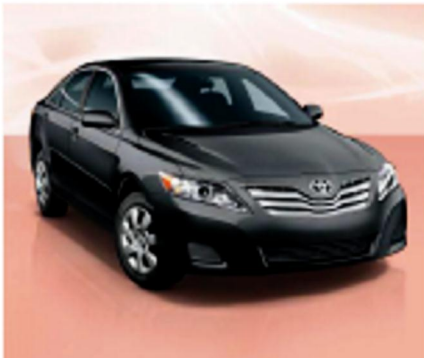


# New MK Cars!!

Consultant & Director Car Options



**Chevy Cruze  
White**

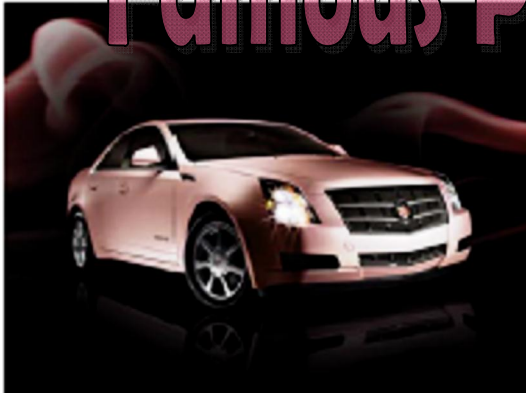


**Toyota Camry  
Black**



**Chevy Equinox  
Black**

## Famous Pink Cadillac



**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 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)

- 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 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

## 6 REASONS TO START A MARY KAY BUSINESS

(you may have one or all of these-check which apply)

- 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 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

# Why Mary Kay?

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!



## Rock Solid Company

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

## Sales = 50% profit

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

## NOT a Pyramid

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

## No Sales Quota

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

## Consumable Product

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

## Recession Proof Product

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

## Large Target Market

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

## Priorities

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

## No Territories

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

## Actual Car Program

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



## Self-Promotions

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

#16



## On-Going Training

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

## Cinderella Prizes

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

#17

## Tax Deductions

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

## Positive Atmosphere

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



## Mary Kay Gives BACK!

#18 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!

## Business Bail-Out

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

Your Starter Kit -  
Get Your Beautiful Future Started!

## Satisfaction Guarantee

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

## ONLY \$100 to Join

#19 \$410 in Retail Product  
Training cds, dvds and books  
Enough samples and applicators for a  
min of 30 makeovers.



# 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
- 

### Literature

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

