

INVENTORY: Don't Have the \$\$ to Place Your Initial \$600 Wholesale Order for Inventory? Here's How!

Even when you have No Money to invest!

Mary Kay offers you Free Product Bonus Incentives on your initial Wholesale Order when you place an order of \$600 or more within your first two months of beginning your business.

New Consultant Bonus products on a \$600 order = \$112.00 value

Plus three of this month's Product Bonuses = \$84.00 value.

So, the idea is for you to pass this free product offer to your first customers as an incentive for them to buy; it helps you get up your \$600.00 order and all you pay is the sales tax.

Tell them that Mary Kay is offering you a one time only Special Offer that you can pass on to 6 of your family and friends or 12 of your family and friends, etc., to help you get your business started.

Example 1: Offer 6 friends the opportunity to pick out \$150.00 of any Mary Kay products in the Beauty Book and only pay \$100.00 plus sales tax on the retail. That is a \$50.00 savings to them.

Example 2: Offer 12 friends the opportunity to pick out \$75.00 of any Mary Kay products in the Beauty Book and only pay \$50.00 plus sales tax on the retail. That is a \$25.00 savings to them.

Example 3: Offer 20 friends the opportunity to pick out \$45.00 and only pay \$30.00 plus sales tax on the retail. That is a \$15.00 savings.

The \$600.00 wholesale order plus 8% sales tax (on \$1200 retail value of products and \$160 retail value of bonuses = \$108.80) and \$7.50 shipping = \$716.30. They would pay you \$672.00.

(Their orders plus sales tax on the retail price total.) The total retail product you get is \$1,396.00, less their \$600.00 in orders and less their \$300.00 in free products still leaves you with \$496.00 in retail product to sell and it cost you a total of \$47.18. Then sell your \$496.00 and reinvest that and you would get \$992.00 in retail product to sell to make a full profit on and continue this until you have a full inventory.

The Choice is yours!!!! This can be the beginning of your future!