



MARY KAY®

Career Opportunities

6 Areas of Income!

Beauty Shows

_____ % —The highest direct sales commission paid in the United States.

An average show is approximately \$ _____.

Attendance ranges from _____ people.

A beauty show is approximately _____ hours.

Average income per hour is _____.

Facials with _____ people take approximately _____ hour and average \$ _____ per face.

Reorders

_____ % 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 \$ _____ per year.

Dovetails

_____ % When unable to hold a show, another consultant will hold it and pay this dovetail fee to the consultant who actually booked the show.

This area of income gives us the freedom to put our families before our businesses.

This area of income also gives us the opportunity to double book.

Sharing

This is paid directly from the company in the form of a commission check. It is never taken out of the new team member's pocket. This commission continues for as long as both you and your team member are active with the company.

_____ % 1, 2, 3, 4 qualified Team Members

_____ % 5 or more qualified Team Members

_____ % when 5 or more Team Members place a minimum \$225 WS order in the same month that you place a minimum \$600 WS order.

\$ _____ bonus paid on the 4th qualified Team Member and for each one after.

Career Car

You and your team can earn a beautiful brand-new car.

When you have _____ or more team members, you can begin qualifying for the Chevy Cruze!

You can qualify in 1, 2, 3 or 4 months by meeting sales and team building goals.

The company pays all taxes and tags during the two years you are allowed to drive the car.

Continued production requirements must be met to keep the car during the two years.

Sales Directors can earn a Ford Camry, Chevy Equinox, BMW 320i or the prestigious Pink Cadillac.

Directorship

_____ % director's commission is paid to the unit director from the company based upon the unit's monthly wholesale production. It comes in the form of a bonus check directly from the company.

_____ % unit volume bonuses are offered each month beginning at \$5000 WS production

\$ _____ for every new qualified personal Team Member

\$ _____ each month that 4 qualified Team Members are added to the unit. Plus \$100 for each additional one added.

\$ _____ quarterly for building 3 Star Team Builders, plus \$50 for each additional one.

To become a Director, these qualifications must be met:

1. _____ active personal Team Members to start and you must be active.
2. \$ _____ cumulative unit wholesale production during the qualifying period (from 1 to 4 months)
3. _____ active unit members at the end of the qualifying period (from 1 to 4 months)

No Quotas!!
No Territories!!
Lots of Training!!

Tax Benefits!!

- Mileage
- Portion of rent or house payment for office in home
- Utilities—a portion to heat and light the office
- Telephone—long distance business calls
- Entertainment when related to business activities
- Vacations—can do business anywhere
- Child care while on business
- Office and business supplies, postage, etc

Investment

- \$100 Starter Kit, which is tax deductible
- Includes everything you need to do at least 30 faces.
 - Over \$500 value
 - More than \$422 full-sized retail products
 - Includes all the samples and paperwork you need to do your first 30 faces.
 - Includes training materials

Buy Back Guarantee!

If for some unforeseen reason the consultant must terminate her association with the company, she can return her unused products, purchased within the past year, to the company and she will be reimbursed 90% of what she paid for the merchandise

Steps To Get Started

1. Complete the New Consultant Agreement online.
2. Purchase your Starter Kit for \$100, plus tax and shipping—either by check, cash, money order or credit.
3. While waiting for your Starter Kit to arrive, begin training with your Director.