



MARY KAY®

Career Questions

What We'll Cover Today

Feel free to take notes and write down anything you want to remember.

1. What burning questions do you have that are not covered on this list?

2. What are the advantages of a Mary Kay business?

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|---------------------------------------|--------------------------------------|--|--|
| <input type="checkbox"/> Extra Money | <input type="checkbox"/> Recognition | <input type="checkbox"/> Be Your Own Boss | <input type="checkbox"/> Adult Interaction |
| <input type="checkbox"/> Tax Benefits | <input type="checkbox"/> Travel | <input type="checkbox"/> Personal Products at Cost | <input type="checkbox"/> Advancement |
| <input type="checkbox"/> Fun | <input type="checkbox"/> Prizes | <input type="checkbox"/> Flexible Schedule | <input type="checkbox"/> Unlimited Income |
| <input type="checkbox"/> New Friends | <input type="checkbox"/> Free Car | <input type="checkbox"/> Online Shopping Website | <input type="checkbox"/> _____ |

3. How much money will I make?

Average Mary Kay Party (3-6) _____ Profit after Hostess Credit _____ Times 6-8 avg. parties per month _____ Or _____ per hour	Average Facial _____ Profit per avg. Face _____ These are averages and your parties and facials could be higher or lower.	Additional Avenues of Income <ul style="list-style-type: none"> • Reorders at 50% discount • Team Building • Advancement • Free car
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4. Where will I find business to get off to a great start? (on back)

5. What kind of support and training will I receive?

- | | | |
|--|---|---|
| <input type="checkbox"/> Intouch Website | <input type="checkbox"/> Facebook | <input type="checkbox"/> 100% Satisfaction Guarantee |
| <input type="checkbox"/> Unit Training Website | <input type="checkbox"/> Phone and Text | <i>"In business for yourself, but never by yourself."</i> |
| <input type="checkbox"/> E-mail | <input type="checkbox"/> Sales Meetings | |

6. What's in the Starter Kit and how much is it?

Starter Kit contents value: \$552
 Starter Kit cost to you: _____

7. How soon can I get started?

If you ordered your kit right now, it would be here in just a few days and you'd be able to start training today. Is there any reason why we couldn't go ahead and fill out your agreement and get your Starter Kit ordered?

Starter Kit Contents

Your Starter Kit...



Starter Kit Bag w/Removable Organizer Caddy

Product Included:
 TimeWise 3-in-1 Cleanser Normal/Dry
 TimeWise Age-Fighting Moisturizer Normal/Dry
 TimeWise 3-in-1 Cleanser Combination/Oily
 TimeWise Age-Fighting Moisturizer Combination/Oily
 TimeWise Day Solution SPF 35
 TimeWise Night Solution
 Oil-Free Eye Makeup Remover
 Ultimate Mascara—Black
 Choice of Mary Kay Mineral Powder Foundations or TimeWise Liquid Foundations

\$410 retail value!
 (with TimeWise Liquid Foundations)
Full-Size Retail Product

Only \$100
 plus applicable tax and shipping

Small investment, Big rewards!

Supplies:
 4 Mirrors with Trays
 10 Color Cards
 12 Lip Gloss Samplers
 30 Disposable Trays
 30 Facial Cloths
 Foundation Finder Tool
 15 Disposable Sponge-Tip Applicators
 15 Disposable Mascara Brush Samplers
 12 Fragrance-Free Satin Hands Pampering Set Packets
 6 Pairs Microdermabrasion Set Samples (Steps 1 & 2)
 6 Botanical Effects Cleanse Formula 2 (Normal)
 6 Botanical Effects Moisturize Formula 2 (Normal)
 6 Botanical Effects Freshen Formula 2 (Normal)
 6 Botanical Effects Mask Formula 2 (Normal)

Materials:
 Hostess Brochure
 Team-Building Brochure
 25 Customer Profiles
 10 Look Books
 25 Sales Tickets
 10 Beauty Books w/Instructor's Guide

- Consultant Guide
- Datebook
- Start Something Beautiful DVD
- Start Earning Now Magazine
- Miracles Happen Book
- Ready, Set, Sell Inventory Options Brochure

Retail Product: \$410

These products are in the kit to be used as demos at your facials and parties.

Business Tools: \$142

These are the sales aids and supplies you need to give a facial, your training manuals, training CDs and DVD, datebook, literature, flip chart and carrying case.

Total Value: \$552 Your cost: \$100 plus tax and shipping.