

6 QUALITIES OF A SUCCESSFUL BEAUTY CONSULTANT.

TOO BUSY:

"Busy people get more done!" They are better time managers and know how to prioritize their time. Mary Kay provides Full-time pay for part-time hours!

MONEY MOTIVATED:

Whether you want to reduce debt, have more free time, are saving for the future, or want to contribute to society, you are your own boss in Mary Kay!

NOT THE "Sales-Type":

Due to your consumable product line, not being pushy is a benefit to insure a strong re-order business. The best Beauty Consultant likes to work with people.

DON'T KNOW A LOT OF PEOPLE:

We offer FREE, comprehensive, consultant training which can help you build your business outside of family and friends.

FAMILY ORIENTED:

Women are known to do much more for their families than they will do for themselves. Mary Kay offers the freedom and flexibility to have more time for your family. Our priorities are faith, family and *then* career.

DECISION-MAKER:

"You'll never know unless you try."

\$100 investment includes your business starter kit and immediate consultant benefits, including discounts and on-going training.

**You are in business for yourself,
but never by yourself.**

\$100 may not change your standard of living, but it may change your life.

OTHER BENEFITS:

NO Risk: 90% Buyback guarantee

NO Quotas

NO Glass Ceilings

NO Territories

Prizes monthly, quarterly & annually.

TAX BENEFITS

As a self-employed, independent contractor, there are tremendous tax benefits in your Mary Kay career.

While your Director will go over them many times in the course of a year, the company suggests that you consult a tax specialist concerning specific business expenses which may be deductible.

**WISE
WOMEN
make
WISE
CHOICES...**

Considering that over 50% of all online activity is done by women, Mary Kay is advanced in the area of online ordering and information for customers and consultants.

**www.BeautyGal.Com
CHRISTINE SCHEELER**

Toll Free: 1-866-4My-Look

email: BeautyGal@MaryKay.com

Mary Kay

Imagine

The Perfect Career

**NO 9 TO 5 GRIND
NO OFFICE POLITICS**

No Limit to how much
you can earn.

Plenty of **time** for
yourself and your family.

Sound **impossible?**

Mary Kay Facts

- 1 Mary Kay Cosmetics is the best-selling brand of facial skin care and color cosmetics in the United States for the 8th consecutive year.
- 2 One of only 2% of cosmetics companies that manufacture their own products.
- 3 International in scope. Sold now in 39 markets worldwide.
- 4 Mary Kay Ash has been recognized as the most influential woman in business during the 20th century by Lifetime Television Online.
- 5 *Sales and Marketing Magazine* ranks Mary Kay one of the top 25 sales forces in the nation.
- 6 Mary Kay has been named three times by Fortune Magazine as one of "The 100 Best Companies to Work For in America" (1984, 1993, 1998), and as one of the "10 Best Companies for Women to Work For."
- 7 It is a "dual marketing" program. It is not a pyramid or multi-level marketing plan. All orders for product are placed directly with Mary Kay, Inc. All commissions are paid directly by Mary Kay, Inc.
- 8 Mary Kay is activity based. *You* control how much you earn and when you want to be promoted.
- 9 To alleviate your concern and allow you to begin your career with a free mind, Mary Kay has a 90% buy-back guarantee for all new, unused retail product within 1 year of last order.
- 10 Unlike companies with 9-5 hours, overtime and glass ceilings, Mary Kay allows you to always prioritize faith, family and career.

Avenues of Income

1. Skin Care Classes & Facials

50% profit. One of the highest direct sales commissions in the United States.

- An average class is approximately \$200
- Attendance ranges from 3 to 6 people.
- An appointment is approximately 2 hours
- Average income per hour is **\$50**.

2. Reorders

50% profit. 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 \$300 within a year. We are paid today for work we did years ago.

3. Internet Orders

50% of Mary Kay customers shop online. A consultant is eligible to purchase her own website (completely maintained by Mary Kay, Inc.) which will not only allow her customers to shop online, but any new customer inquiries will be referred to the registered consultant by zip-code.

4. Dove Tailing

When unable to hold an appointment, another consultant will hold it and pay 15% of the total sales to the original consultant.

5. Team-Building

Sharing the Mary Kay opportunity has always been considered a privilege. Through personally selecting her team members, a consultant is able to develop her leadership and management skills, while earning commissions in the following manner:

4% 1-4 active team members

9% 5 or more active team members

13% 5 or more active team members who place a minimum order during 1 calendar month, including your own \$600 order.

Commissions are paid directly by Mary Kay, Inc. to a consultant or Director. Every person in the Mary Kay sales force pays exactly the same wholesale price for products.

6. Future Director/Grand Achiever

With consistent outstanding performance in sales and team building, you and your team of consultants may earn the use of a Pontiac Grand Am every 2 years. **85%** of the insurance is paid for by Mary Kay, and all licensing fees are paid. List price: \$20,000. If desired, a consultant may choose the \$350 per month cash option.

7. Directorship

The Future Director may advance to the position of Sales Director. Directors not only receive income from the above mentioned sources, but also an addition **13%** in Director Commission for educating, motivating, and inspiring their unit members to success. Directors also receive unit bonuses of \$500 - \$5000 per month, unit development bonuses, insurance benefits, Seminar Awards, and the opportunity to earn the use of a White Pontiac Grand Prix or Pink Cadillac De Ville. If desired, a director may choose the \$500 or \$825 per month cash compensation.

8. National Sales Director

National Sales Directors average over \$200,000 per year income, a Pink Cadillac of her choice, with any options, enjoy trips, retirement program, and much more. The ultimate career move in Mary Kay.