

# Consider what Mary Kay has to offer...

## Becoming a Business Owner...

### Reasons Why Women Join Mary Kay (Please mark those that appeal to you)

- Prioritize your life:  
Faith First, Family Second, Career Third.
- Money: Average Consultant earns \$30-\$50 per hour.
- Prizes and Recognition
- Be your own boss:  
Answer to only YOU and your goals. No Quotas!
- Flexibility: Work when, where, and how you want.
- No Territories: Sell & Recruit anywhere in the U.S.
- Make New Friends.
- Tax Advantages: Business expense deductions.
- Career Advancements: Based on personal activity.
- Company Car: Qualify in just 4 months or less for a company leased Gray Chevy Malibu or a monthly cash compensation.

## How To Get Started...

1. Fill out a New Consultant Agreement.
2. Pay for your Starter Kit—Just \$100 plus tax & Shipping (\$400 value)
1. Mark your calendar for training classes (Education is Available, local, and on-going!)
2. Make a list of everyone you know who has skin!
3. Schedule your 1st Party ("Grand Opening")
4. Begin practicing facials & parties with contacts on your list!



Chevrolet Malibu

## The Career Car Program...

Earn the use of a Chevy Malibu in just 4 months or less!  
The Company pays Lease, tax license, On-Star & most Insurance.  
(\$21 co-pay pp for the 1st 2 years, \$30 for teenagers!)  
Or, choose \$375 cash per month instead! Imagine adding over \$6,000 a year to your family budget if you didn't have to pay for a car!! You also have potential "fuel savings" per year - the Malibu gets 22/30 mpg!

## Earning Money...

SELLING PRODUCT = 50% Profit!

- Establish customers through facials & parties. Average income is \$30 - \$50 per hour.
- Website business is \$25 for the year. No hidden fees or monthly maintenance fees & it is maintained by Mary Kay Inc.

REORDERS = Residual Income!

- Consumable product creates a solid reorder income.

TEAM BUILDING

- Earn 4%, 9%, or 13% commissions directly from the company for introducing other women to Mary Kay.
- Earn Cash Bonuses!
- Career Car Program

LEADERSHIP

- Triple your income to 9% - 13% commissions when you advance to Sales Director. Responsibilities include training and mentoring New Beauty Consultants.
- Earn rewards including: cash bonuses, a silver Toyota, Chevy Equinox, or Pink Cadillac, diamonds, luxury trips, term-life insurance, disability insurance, paid retirement ... and much more!

## Qualities of Mary Kay Consultants...

### Many Successful Consultants Share These Qualities:

(Check all that sound like you)

- Family Oriented: You put your family before yourself and consider them a reason to succeed.
- More Month-than-Money: You need extra money and are interested in making more.
- Decision Maker: you aren't afraid to take a risk on your gut feelings and give something new a try.
- Very Active Lifestyle: you are on-the-go with a busy schedule and little time for yourself.
- Not the "Pushy" Sales Type: You are a good listener and could build a strong re-order clientele.
- Small Group of Friends: You might be new to the area or don't know many people, but like to meet others.

