



Recruiting Packet

Recruiting Packet Should Include

- _____ 1 Marketing CD or DVD
- _____ 1 Marketing Survey
(*“what you think”*)
- _____ 1 \$30,000 Per Year Flier
- _____ 1 Starter Kit Sheet
- _____ 1 Value of Driving Free Sheet
- _____ 1 Working Woman Myth Sheet
- _____ Copy of Director’s Check
- _____ 1 Team Building Brochure
- _____ 1 Recruiting Brochure

Listen to the enclosed CD or view the DVD and give me your opinion by our coffee date for a **FREE** gift!!

Tell Us What You Think!

Name: _____ Date _____
Your Consultant _____
Address: _____ City/State _____ Zip _____
Phone: (____) _____ Best Time To Reach You _____
Email: _____
Age _____ Occupation _____

- What do You like best about your current occupation?

- What do you like least about it?

- These are some of the reasons that others have chosen to become Mary Kay Consultants. Choose those that excite you:
 - ___ Excellent Income (\$50-\$100 per hour) for part time work & **UNLIMITED** extra income!
 - ___ Advancement opportunities!
 - ___ Improve Self Confidence & Gain Recognition!
 - ___ Earn a **FREE CAR** or the cash option!
 - ___ Set my own hours—Have flexibility!
 - ___ Owning my own business!
 - ___ Enjoy great tax deductions!
 - ___ Company philosophy: Faith 1st, Family 2nd, Career 3rd!
 - ___ Gain new positive friends!
 - ___ Helping others in looking their best!
- What Motivates You?
- What did you most enjoy about the CD you listened to or the DVD you viewed:

- Do you have any unanswered questions?

- After listening to this information, how would you rate your opinion?
(Circle One)
 - A = Absolutely! I would love to get started today!
 - B = Buy me coffee & pie, let's talk! I need more information!
 - C = Could you keep me in mind for a later date? Send me some additional information!
 - D = Definitely would like to remain a happy customer, But Thanks!

THANKS for taking the time to fill this out!

Our Top Selling Mary Kay "Miracle Set"! Value: \$104



The Starter Kit! Value: \$500 Price: \$100 + Tax & s/h



For the same price as our Miracle Set you could get **\$328.00 in full size retail product** in your Starter Kit, the benefits to shop @ cost & an **opportunity that could change your life....all for \$100!**

COULD YOU USE \$30,000 PER YEAR PART TIME?!

DO YOURSELF A FAVOR AND JUST LISTEN TO WHAT MARY KAY HAS TO OFFER!

74% of the workforce today are *women*: they all have skin and need to care for it.
The average woman today spends in excess of \$600 per year just on skin care & cosmetics!
More and more women start their own businesses to gain more time with family & financial freedom.
Don't stop your regular job....**MARY KAY** is very part-time—at your own schedule!
Of all the millionaires in the world today, only 3% are women!
AND.....of that 3%.....70% are in MARY KAY!

Three appointments per week*

3 classes x \$200 avg. sales = \$600 weekly x 42 weeks = \$25,200
200 new **TimeWise** clients + 200 reorders at \$200/year = \$40,000
\$65,200 = Total Annual Sales
\$32,600 PROFIT

WHAT YOU CAN EXPECT FROM YOUR APPOINTMENTS AND REORDER BUSINESS AFTER ONE YEAR....

A skin care class ranges from 3-6 people (Average 4)
Sales average about \$200 per class for a new consultant.
(Seasoned consultants can have classes ranging from \$500 to \$1000)

We retain about 85% of our clients.

The average skin care reorders per customer each year is about \$200.

1 Class Per Week*

85 clients end of 1st Year

Profit/classes = \$4,200 (\$350/mo)
Profit/reorders = \$5,800 (\$475/mo)
\$10,000 PER YEAR

2 Classes Per Week*

170 clients end of 1st Year

Profit/classes = \$8,500 (\$700/mo)
Profit/reorders = \$11,500 (\$924/mo)
\$20,000 PER YEAR

If your boss offered to add \$800 to your paycheck each month if you worked just ONE hour overtime each day, WOULD YOU DO IT?!

Important facts you should know:

No quotas, No territories, Tax advantages, 90% buy-back guarantee, free and local training
Other avenues of income include team building commissions, free car & insurance, Director commissions & bonuses
No obligation to learn more about this home-based consulting business.

**Above figures based on working 4-6 hours per week—42 weeks in a year.*

Jamison Unit updated 12/04

Your Starter Kit – **Only \$100!** Let's Get Your Future Started! Plus, tax & shipping

**\$323
Retail
Product**

Plus, much more!

What's Inside!



Starter Kit Contents

Intouch Web Site Support

Retail-sized Products*:

TimeWise 3-In-1 Cleanser (Normal/Dry)
TimeWise 3-In-1 Cleanser (Combination/Oily)
TimeWise Age-Fighting Moisturizer (Normal/Dry)
TimeWise Age-Fighting Moisturizer (Combination/Oily)
TimeWise Day Solution Sunscreen SPF 25*
TimeWise Night Solution
Oil-Free Eye Makeup Remover
Mary Kay Mineral Powder Foundation, x7 shades
Mary Kay Mineral Foundation Brush, x4
Mary Kay Ultimate Mascara in Black

Mary Kay Mineral Powder Foundation Bundles:
Demonstration Tips and Brush Cleaning Instructions Insert
Mary Kay Mineral Foundation Brush, x4

YOUR CHOICE OF...

Ivory/Beige Combination:	Beige/Bronze Combination:
Ivory 0.5 Ivory 1	Beige 1.5 Beige 2
Ivory 2 Beige 0.5	Bronze 1 Bronze 2
Beige 1 Beige 1.5	Bronze 3 Bronze 4
Beige 2	Bronze 5

Variety Combination:

Ivory 1 Ivory 2
Beige 0.5 Beige 1
Beige 2 Bronze 1
Bronze 3



Business Tools:

Starter Kit Bag
Face Cases x4
Disposable Trays, pk/30
Color Cards
Disposable Sponge-Tip Applicators, 2 pks/15
Disposable Facial Cloths, pk/30
Disposable Mascara Brushes, 2 pks/15
Empty Quick Zip Bags x4
Start Earning Now Magazine
Date Book
Ready, Set, Sell! Inventory Options Brochure
Fragrance-Free Satin Hands Pampering Samplers x12
Beauty Book, 3 pks/10
Sales Tickets, pk/25
Hostess Brochure, pk/10
Customer Profile, pk/50
Team-Building Brochure, pk/6
Independent Beauty Consultant Agreement
The Look, pk/10
Star Consultant Brochure

Consultant Education:

Start Earning Now Magazine
Consultants Guide (includes Skin care Class DVD)
Starting Points: Book, Sell and Build Your Team CD
Flip Chart

- Retail-sized product in the Starter Kit is not intended to be purchased from the Company for resale and is for demonstration purposes only.
- *Over-the-counter drug product



The **Value** of Driving a **FREE** MARY KAY CAR!



You can go On-Target for **Grand Achiever** when you have 5 or more active personal team members plus \$4,000 combined personal team wholesale Section 1 production in a calendar month.

You may qualify as a Grand Achiever in one, two, three, or four months, based on when you achieve the following:

- ★ \$18,000 combined personal/team wholesale Section 1 production
- ★ 12 or more active personal team members.
- ★ You may contribute up to \$4,000 in personal wholesale Section 1 production toward the \$18,000 total.

See the *Advance* brochure for complete details.

* Actual Cash Compensation based on wholesale production in accordance with Career Car Program guidelines.

** An Independent Beauty Consultant is considered active in the month a minimum \$200 wholesale Section 1 product order is received by the Company and in the following two calendar months.

The average car loan is 4 years and the average monthly auto insurance payment is \$70. In that time you may save the following:	Type of Auto	Monthly Payment	Savings
	Chevy Malibu	\$300 x 48 months	\$17,760
	Camry / Equinox	\$400 x 48 months	\$22,560
	Cadillac DTS / CTS	\$800 x 48 months	\$32,160

There are over \$120,000,000 in FREE Mary Kay Cars (Chevy's, Camry's, Cadillac's) being driven by successful Mary Kay Beauty Consultants and Directors today. And with Mary Kay paying over 85% of the insurance, each of these thousands of women are saving tens of thousands of dollars for themselves and their families. This is what could be done with the savings:

Chevy Malibu - \$17,760 =

- 1) College education for one child
- 2) Family vacations for several years
- 3) A nice down payment on a house
- 4) A nice retirement investment

Toyota Camry or Chevy Equinox - \$22,560 =

- 1) College education for one child
- 2) Family vacations every year
- 3) A substantial down payment on a house
- 4) A substantial retirement investment

Cadillac DTS or CTS - \$32,160 =

- 1) College education for two children
- 2) WONDERFUL Family vacations every year
- 3) A substantial down payment on a GREAT house
- 4) A GREAT retirement investment



Working Women...The Myth

A Woman Earning	\$20,000
After Income & Social Security Taxes	<u>-\$8,000</u>
	\$12,000/

year

Take-Home month	\$1,000/
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Daycare month	<u>-\$500/</u>
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(min. \$125 per child per week)	<u>\$500</u>
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Clothes/Pantyhose	<u>-\$50</u>
	\$450

Meals Out/Misc./Parking	<u>-\$150</u>
	\$300/month

MARY KAY COSMETICS
16251 DALLAS PARKWAY
DALLAS, TEXAS 75248
PHONE 972/687-4400

NON NEGOTIABLE

MO DAY YR
03/31/99

PAY EXACTLY

*6,200

DOLLARS

25

CENTS

\$ *6,200 25

Pay TO THE ORDER OF

J803/D81225
MOLEDA DAILEY
502 Montrose Dr

TOTAL CHECK FOR THE
MONTH OF MARCH

MARY KAY INC.

16251 Dallas Parkway
Addison, Texas 75001
Phone: (972) 687-4400

June 30, 2004

NON NEGOTIABLE

Pay Exactly: fourteen thousand six hundred fifty-three and 19 / 100

\$14,653.19

PAY TO THE
ORDER OF

MOLEDA DAILEY
502 Montrose Dr
Charleston, WV 25303

NON NEGOTIABLE

MARY KAY INC.
16251 DALLAS PARKWAY
P.O. BOX 799045
DALLAS, TX 75379-9045
PHONE 972-687-4400

NON NEGOTIABLE

MO DAY YR
03/31/00

PAY EXACTLY

31,514

DOLLARS

24

CENTS

\$ 31,514 24

Pay TO THE ORDER OF

0423/H00180
JOANNE HOLMAN
16 Beacon Ridge Cir
Salem SC 29676

TOTAL CHECK
MONTH OF MARCH
NON NEGOTIABLE



Recruiting Packet Visualized!

Pocket Folder of any type. Red is my favorite!



LEFT SIDE (from back to front)

\$30,000 per year sheet

“What You Think”

(folded in half for visual appeal)

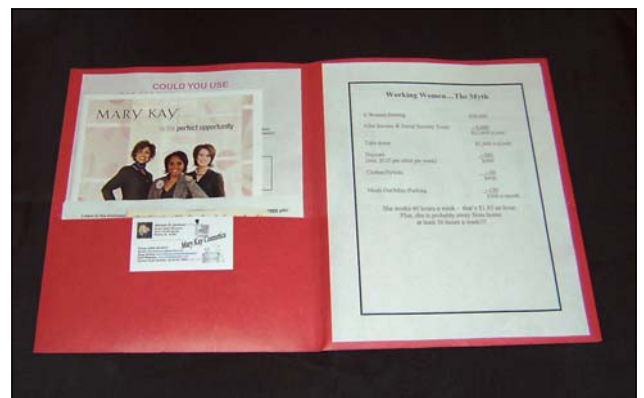
(order from Section 2):

“Team Building” Brochure

Team Building CD

Recruiting Brochure

Business Card attached



RIGHT SIDE (from back to front)

The Value of Driving FREE flier

“The Mary Kay Starter Kit” flier

(folded at bottom for visual appeal)

Director's Check

The Working Women's Myth is laid over the right side before closing.