

**Top 6 Motivators for  
Joining Mary Kay**

**Cash:**

Extra Income for Family

**Prizes, Awards, Recognition**

**Car Program:**

Charcoal Chevy Malibu  
Toyota Camry or Chevy Equinox  
Choice of Pink Cadillac CTS or DTS

**Boss:**

Build Your Own Dream

**Flexible Hours:**

Your Own Schedule, No Quotas,  
No Territories

**M.K. Principles:**

Faith 1st, Family 2nd, Career 3rd  
Golden Rule Work Ethic

**Is a Home-Based Business  
✓ Right for You?**

If you check five or more, perhaps you should consider a home-based business like Mary Kay.

- Would you like to run your own business?
- Would you like to have a career with flexible hours?
- Would you like a position with excellent earning potential?
- Would you like a career that fosters personal growth and development?
- Do you like to teach and help others?
- Do you manage time well?
- Can you work directly with customers?
- Would you like to earn extra money while working in your present job?
- Would you like to learn new skills and be more confident?
- Is working with a company that wants you to succeed important to you?

**If You ✓ Check Five or More  
Please Contact Me:**

**Isn't it Time  
You  
Considered  
a Career**



**in  
Mary Kay?**

## What Can You Expect From Your Business After One Year?



**Average reorder is \$125 year. We retain 85% of our customers.**

At each Skin Care Class there are usually 3-6 people, 4 on average.

Average sales are **\$175** per class. Average class time is **1-2 hours**.

Average reorder per customer is **\$125** per year. We retain **85%** of our customers.

The information\* listed below is based on working **50 weeks** per year.

- ▶ 5 Classes per week = 425 customers first year.  
Profit from classes: \$1,820 mth / \$21,840 yr  
Profit from reorders: \$2,213 mth / \$26,556 yr  
**\$48,396 yr**
- ▶ 4 Classes per week = 310 customers first year.  
Profit from classes: \$1,458 mth / \$17,496 yr  
Profit from reorders: \$1,615 mth / \$19,380 yr  
**\$36,876 yr**
- ▶ 3 Classes per week = 255 customers first year.  
Profit from classes: \$1,092 mth / \$13,104 yr  
Profit from reorders: \$1,326 mth / \$15,912 yr  
**\$29,037 yr**
- ▶ 2 Classes per week = 170 customers first year.  
Profit from classes: \$728 mth / \$8,736 yr  
Profit from reorders: \$885 mth / \$10,620 yr  
**\$19,356 yr**
- ▶ 1 Class per week = 85 customers first year  
Profit from classes: \$364 mth / \$4,368 yr  
Profit from reorders: \$442 mth / \$5,304 yr  
**\$9,672 yr**

\* The above is for illustration purposes only and not an income guarantee.

## 7 Areas of Income

### 1~Skin Care Classes and Facials 50%

Get paid the highest direct sales commission paid in the United States as you earn 40%-50% on your retail sales.

### 2~Reorders 50%

Our product is consumable like sugar or bread, so reorders become a large part of our income. An average customer reorder is approximately \$125 each year.

### 3~Dovetails 15%

When unable to hold an appointment, another consultant will hold it and pay a 15% dovetail fee to the consultant who actually set the appointment.

### 4~Team Building 4%-13%

Personal Team commissions are earned starting with your first Personal Team Member. \$50 T.B. Bonus available on & after 4th Qualified Team Member.

### 5~Team Manager / Car New Car

Your team can help you earn the use of a New Charcoal Pontiac Vibe or G-6 in 1-4 months. This is considered a mid-management position. Average income \$15,000-\$25,000 yr.

### 6~Directorship Jewelry Prizes Trips Insurance Cadillac

All of the above + 13% extra bonus from MK on your entire group production. Benefits: Insurance, seminar awards, pink Cadillac. Average income: \$52,000 year.

### 7~Tax Advantages Keep More of Your Money

Gain the tax advantages of owning your own business. Deductions for mileage, business trips, office supplies, mortgage, rent, utility bills, and phone bills, etc.

### ▶ The Bottom Line Unlimited Income Potential

More women are earning over \$100,000 a year in Mary Kay Cosmetics than any other company in the world. Many have earned over \$1,000,000 in Mary Kay.

## Most Commonly Asked Questions About a Career in Mary Kay

### How Do I Get Started?

After discussing career details with a Beauty Consultant, you simply submit an agreement and purchase your own showcase.

Cost is \$100 (plus tax & shipping) for your Starter Kit. The Starter Kit includes all the demonstration items and business-building sale tools needed to start your own business.

### How Many Hours Do I Have to Work a Week?

Mary Kay allows you the opportunity to set your own schedule and work the hours that are convenient for you and your family, based on your career growth and income goals.

### What If I Don't Know Anything About Selling?

With Mary Kay you are teaching and servicing customers. Continuing education is one of the foundations of career growth in Mary Kay.

Every Consultant has access to flip charts, video-tapes, regular Company newsletters, and weekly training and motivational support.

### How Much Will I Make?

There are several different avenues open to you to increase your earning potential.

In addition to profits from retail sales from skin care classes, facials, and reorders, Mary Kay offers many other benefits such as personal recruiting commissions paid by the Company, prizes, car programs, jewelry, trips, and Director commissions as you progress up the Career Ladder.

### Where Can I Sell Mary Kay Products?

Beauty Consultants can sell and recruit in any of the 50 states, Puerto Rico, the American Virgin Islands, or Guam.

There are no "assigned" territories.