



**A QUICK LOOK AT MARY KAY INCOME
WHAT YOU CAN EXPECT FROM CLASSES AND REORDER
BUSINESS AFTER 1 YEAR!**

*Decide with your family the income you desire!
Let's get started today!*

**\$115 gets you
\$319 Retail Products!**



- Each skin care class has 3-6 people, with an average of 4
 - Average sales are \$175 per class
 - We retain 85% of our customers
- The average reorder total per customer is \$450 per year
- The company suggests we keep 40% profit, and use 60% to reinvest in inventory.

5 classes per week	(FULL TIME 15 hrs)
\$175 x 5	= \$875 weekly sales
\$875 x 50 weeks	= \$43,750 annual retail sales
425 customers x \$450 per year	= \$191,750 annual retail reorders
	\$235,000 total annual retail sales
	\$94,000 profit @ 40%

3 classes per week	(FULL TIME 10 hrs)
\$175 x 3	= \$525 weekly sales
\$525 x 50 weeks	= \$26,250 annual retail sales
255 customers x \$450 per year	= \$114,750 annual retail reorders
	\$141,000 total annual retail sales
	\$56,400 profit @40%

2 classes per week	(FULL/PART TIME 6hrs)
\$175 x 2	= \$350 weekly sales
\$350 x 50 weeks	\$17,500 annual retail sales
170 customers x \$450 per year	\$76,500 annual retail reorders
	\$94,000 total annual retail sales
	\$37,600 profit @ 40% profit

1 class per week	(PART TIME 3 hrs)
\$175 x 1	= \$175 weekly sales
\$175 x 50 weeks	\$8,750 annual retail sales
85 customers x \$450 per year	\$38,250 annual retail reorders
	\$47,000 total annual retail sales
	\$18,800 profit @ 40%

Avenues of income consists of Skin Care and other classes, reorders, personal team building commissions and bonuses, company awards, tax deductions, and career car program.



What if you earn the use of a FREE car and took away your tax, license fees and most of your insurance for one year? There are over \$120,000,000 in earned Pontiac Vibe, Grand Prix, and Pink Cadillacs being driven by successful Mary Kay Beauty Consultants and Directors today. With a FREE car in Mary Kay, 75% of the insurance and 100% of the license fees paid, each of these women are saving their family on average about **\$7000** per year!

By earning a FREE car, you will now have a team of 12 or more people.

To earn a FREE career car with Mary Kay, you simply add 12 new consultants to your team and complete \$4500 team production per month. Between you and 12 people that's an average of \$346 each in wholesale orders, which would equate to about \$173 in retail sales weekly! Not only will you take away your car payment, tags and most of your insurance, but you will also be paid a commission on your team:

$$\begin{aligned}
 & \$4000 \text{ team production} * 13\% = \$520 \text{ per month} \\
 & \$520 \text{ commission} * 12 \text{ months} = \mathbf{\$6,240} \text{ per year not including bonuses}
 \end{aligned}$$

(Bonuses: You get \$50 team building bonuses for each personal Qualified team member starting with your 4th person and beyond.)



You have just added another **\$13,240 to your income your 1st year as a **Mary Kay Consultant working 15-20 hours a week!** Add this number to the income at the top for the hours you're willing to work consistently. **Wow! Thanks Mary Kay!****