



**Mary Kay's mission is to enrich women's lives.**

*We will do this in tangible ways, by offering quality products to consumers, financial opportunities to our independent sales force, and fulfilling careers to our employees.*

*We also will reach out to the heart and spirit of women, enabling personal growth and fulfillment for the women whose lives we touch.*

*We will carry out our mission in a spirit of caring, living the positive values on which our Company was built.*



**MARY KAY COSMETICS**

**COST OF  
YOUR KIT  
\$100 PLUS  
SHIPPING**

**STEP TO GET  
STARTED:**

**FILL OUT  
AGREEMENT!**

**SCHEDULE  
YOUR  
TRAINING!**

# AMERICA'S

# BEST SELLING BRAND.

## LOOK AT ALL YOU GET....

### FULL SIZE RETAIL 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 (comb/oily)
- TimeWise Day Solution With Sunscreen SPF 25\*
- TimeWise Night Solution
- 11 Mary Kay Medium-Coverage Foundations
- Oil Free Eye Makeup Remover
- Black Ultimate Mascara

**RETAIL VALUE = \$323.00**

### PLUS:

- 30 Classic Look Cards
- Dual-Coverage Powder Foundation Samplers
- 30 Disposable Mascara Brushes
- Disposable Sponge-Tip Applicator
- Face Case, 4 (included in Quick Zip Bags)
- Disposable trays, pk/30
- 30 Disposable Facial Cloths
- Consultant Education – Career Essentials
- Customer profiles, pk./50
- Datebook
- Hostess brochure, pk./6
- Team-Building brochure and CD
- First Steps: Ideas to Get Your Business Growing brochure
- Blank business cards, pk./30
- Sales Tickets, pk./25
- Beauty Books, pk./15
- The Look, books pk./10
- Travel Size Satin Hands Set w/instructions

## **THE BANQUET TABLE OF MARY KAY**



### **WHAT WE WILL DO TODAY:**

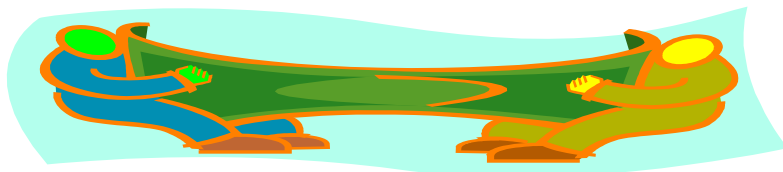
- **LEARN A LITTLE MORE ABOUT YOU**
- **LEARN A LITTLE MORE ABOUT ME**
  
- **LEARN ABOUT THE COMPANY**
  - **ANSWER QUESTIONS**
  
- **SEE IF THIS IS SOMETHING YOU WOULD LIKE TO DO**



## **PLEASE TELL ME ABOUT YOURSELF:**

- **What do you love most about your current job or situation?**
- **If you could, what would you most like to change about your current job or situation?**
- **If you could create the “perfect” career for yourself, what would that job be like?**
- **What do you value most in your life?**
- **Let’s play “Let’s Pretend:”**
  - a. Knowing what you know about Mary Kay, if you were to become a consultant today, what would be the number one reason you would?**
  - b. What would hold you back, today, from becoming a consultant?**

## **CONSULTANT GIVE “BRIEF” I STORY:**



## **AVENUES OF INCOME**

### **1. SALE OF THE PRODUCT**

### **2. (Fast cash – immediate results, 50% profit)**

**Skin Care Classes - \$200 - \$600  
(2 to 3 hours per class)**

**Reorders - \$20 - \$200**

**Facials - \$50 - \$300  
(1 hour)**

**Web Parties - \$200 - \$600 plus**

**On The Go - \$20 -- \$300**

**Gift Giving - \$100 - \$500**

## **2. TEAM BUILDING**

(Long Term Security, Future earnings of \$8.00 to ??????????)



**1 – 2 Team Members = Senior Consultant = 4% Commissions**  
(Estimated monthly earnings: \$8.00 to \$288.00)

**3 – 4 Team Members = Star Recruiter = wear the company Red Jacket, 4% Commissions plus \$50 team building bonus, beginning with your 4<sup>th</sup> team member.**  
(Estimated monthly earnings: \$24.00 to \$626.00)

**5 – 7 Team Members = Team Leader = 9 to 13% Commissions plus \$50 team building bonus, eligible to go on-target for the CHEVY MALIBU**  
(Estimated Monthly Earnings: \$90.00 to \$3,476.00)

**8 or More Team Members = Future Director = Same Commission Structure as Team Leader, eligible to enter Director in Qualification Program.**  
(Estimated Monthly Earnings: \$208.00 to \$4,000 and up)



**3. LEADERSHIP - DIRECTORSHIP**  
**(Lifetime Security - \$1,200.00 to \$15,000 monthly and up)**

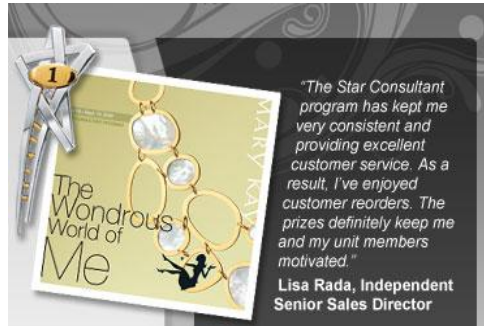
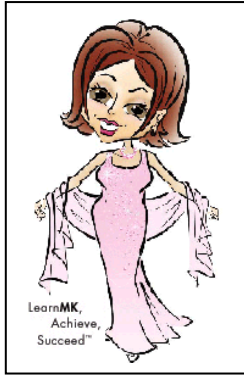
**Commissions of 9, 13 and 26%**  
**Bonuses monthly of \$500 to \$5,000**  
**Quarterly Bonuses up to \$1,500.00**  
**Term Life Insurance**

**Eligible to earn the use of a Chevy Equinox, Toyota Camry or Pink Cadillac**  
**Eligible to earn luxury top Sales Director Trips**

**4. NATIONAL SALES DIRECTOR**



# RECOGNITION



## **SELF – CONFIDENCE**

**Great training on communication skills, conflict management and relationship building.**



**Your confidence will soar!!!!  
You are in business for yourself, never by yourself**

**FREE CAR!!!**



**Mary Kay pays license & taxes and you have the opportunity to pay as little as \$22.00 a month toward your insurance.**

**OR**

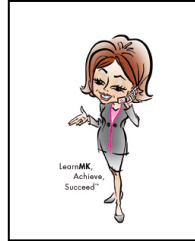
**\$375.00 cash compensation a month for 2 years**



**Interactive Web  
Site  
\$25/\$50**

**FREE TRAINING**

- Meeting people
- Product knowledge
- Public Speaking
- Time & money management
- Customer service
- Business skills
- Marketing strategies
- Many other areas



**NO TERRITORIES**

**You can sell this  
product or recruit  
others to sell anywhere  
in the U.S., Puerto  
Rico, Guam or the  
Virgin Islands**

**ADVANTAGES**

**TAX DEDUCTIONS**

**Computers  
Phones  
Pagers  
Gifts  
Travel  
Starter Kit  
Office Supplies  
Postage  
Internet Service  
Long Distance  
And others**

**NO QUOTAS**

**BE YOUR OWN BOSS!**

Mary Kay's philosophy is that you can put God first in your life,  
your family second and  
your career third.

**90% BUYBACK GUARANTEE!**

**It's a Risk Free Business**

**If you decide, after trying Mary Kay for at least one year, that this is not for you, you can return any unopened products to the company for a 90% reimbursement.**

## **THE DECISION**

**After hearing what you heard today/tonight, is there any reason why you would not be ready to get your paperwork filled out and get your business started?**

**(If answer is - they are ready to sign....do the paperwork. If not answer their concerns and ask them the following question.)**

## **ANSWER QUESTIONS**

**On a scale of 1 – 10...1 meaning = Thank you but Mary Kay is just not for me, I would like to remain a happy customer and  
10 meaning = I'm excited, let's get my business started right away – you can't choose 5, that means = you're a chicken, 😊 where would you be in your decision to become a Mary Kay consultant?**

**(If they still haven't made a decision - 1. Book them to come to the next meeting with you  
2. Book them for a conference call with your Director or  
3. Invite them to come with you to a class.)**