

- Mary Kay wants to welcome you with a fabulous FREE gift! When you place your first minimum \$600 wholesale order **within 15 days of submitting your Mary Kay agreement**, you can fill out a survey at www.marykayintouch.com and receive your personalized Color Look FREE! That's a \$113.50 Value - FREE - on top of the new consultant free product bonus that you will receive.
- Your first order will qualify you for your "Earned Discount Privilege" (50% discount) for the month of your first order and the following two calendar months on all subsequent orders, no matter what size the order!
- Sales tax figures below are based on 5.5% sales tax. If your sales tax rate is different, there will be slight variances in the figures.

\$4,800 Wholesale Inventory

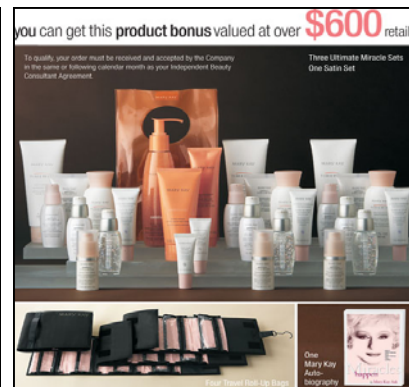
Services approximately 51-60 customers

- FREE Product Bonus (\$615 + \$113.50 = \$728.50 plus a \$50 demo package from your director)
- Prize Winner
- Profit Level

\$4,800	Wholesale Purchase
~ 125	Business Supplies
~ 585	Sales Tax* & Shipping
~ \$5,510	Investment

Pearl Star Consultant

MC/Visa/Discover, Money Order, Cash



\$4,200 Wholesale Inventory

Services approximately 41-50 customers

- FREE Product Bonus (\$615 + \$113.50 = \$728.50 plus a \$25 demo package from your director)
- Prize Winner
- Profit Level

\$4,200	Wholesale Purchase
~ 125	Business Supplies
~ 518	Sales Tax* & Shipping
~ \$4,843	Investment

Emerald Star Consultant

MC/Visa/Discover, Money Order, Cash



\$3,600 Wholesale Inventory

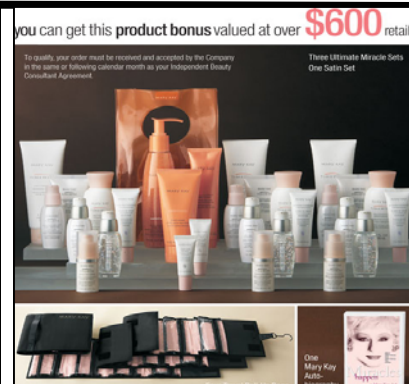
Services approximately 36-40 customers

- FREE Product Bonus (\$615 + \$113.50 = \$728.50)
- Prize Winner
- Profit Level

\$3,600	Wholesale Purchase
~ 125	Business Supplies
~ 452	Sales Tax* & Shipping
~ \$4,177	Investment

Emerald Star Consultant

MC/Visa/Discover, Money Order, Cash



\$3,000 Wholesale Inventory

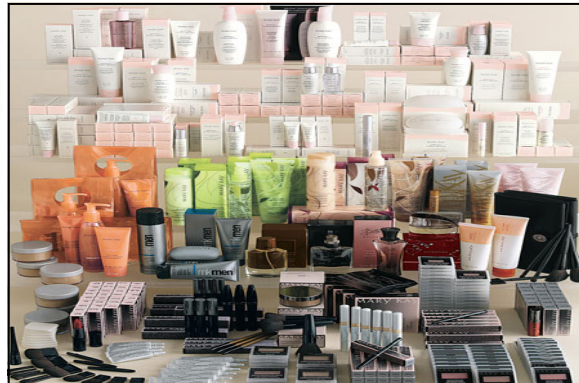
Services approximately 26-35 customers

- FREE Product Bonus (\$530 + \$113.50 = \$643.50)
- Prize Winner
- Need to reinvest the first \$600 before taking a profit.

\$3,000	Wholesale Purchase
~ 125	Business Supplies
~ 381	Sales Tax* & Shipping
~ \$3,506	Investment

Diamond Star Consultant

MC/Visa/Discover, Money Order, Cash



\$2,400 Wholesale Inventory

Services approximately 19-25 customers

- FREE Product Bonus (\$426 + \$113.50 = \$539.50)
- Prize Winner
- Need to reinvest the first \$1200 before taking a profit.

\$2,400	Wholesale Purchase
~ 125	Business Supplies
~ 309	Sales Tax* Shipping
~ \$2,834	Investment

Ruby Star Consultant

MC/Visa/Discover, Money Order, Cash



\$1,800 Wholesale Inventory

Services approximately 11-18 customers

- FREE Product Bonus (\$341 + \$113.50 = \$454.50)
- Prize Winner
- Need to reinvest the first \$1800 before taking a profit.

\$1,800	Wholesale Purchase
~ 125	Business Supplies
~ 239	Sales Tax* & Shipping
~ \$2,164	Investment

Sapphire Star Consultant

MC/Visa/Discover, Money Order, Cash



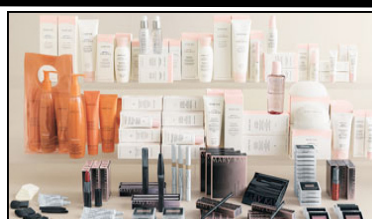
\$1,200 Wholesale Inventory

Services approximately 6-10 customers

- FREE Product Bonus (\$206 + \$113.50 = \$319.50)
- Need to reinvest the first \$2,400 before taking a profit.

\$1,200	Wholesale Purchase
~ 125	Business Supplies
~ 166	Sales Tax* & Shipping
~ \$1,491	Investment

MC/Visa/Discover, Money Order, Cash



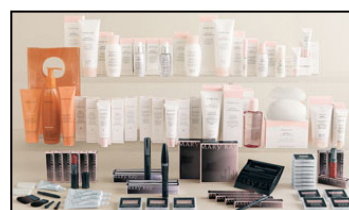
\$600 Wholesale Inventory

Services approximately 5 customers

- FREE Product Bonus (\$104 + \$113.50 = \$217.50)
- Need to reinvest the first \$3,000 before taking a profit.

\$600	Wholesale Purchase
~ 125	Business Supplies
~ \$94	Sales Tax* & Shipping
~ \$819	Investment

MC/Visa/Discover, Money Order, Cash



90% BUY BACK GUARANTEE

- My Best Advice is...**
1. Set yourself up for Success - Plan on it!!!
 2. The more you NEED money NOW, the more you NEED a PROFIT LEVEL inventory.
 3. You are borrowing money to make money - not to spend on presents, purchase a vehicle or pay off past due bills.
 4. Your inventory is creating another income for you. Any payments on your inventory should be made from the profits on your sales.
 5. Feel confident about your decisions - you have a 90% Buy Back Guarantee!!!

* This does not include any REORDER income, team building commissions or prizes earned. Any expenses you incur for your business come out of your profit.

50% Profit = \$1,200* Profit for 40 Hours
\$1,200 Restock Money

3	Classes a week = 10 hours	
$\frac{4}{x}$	Weeks in a Month	
12	Classes a Month = 40 Hours a Month	
\$200	Class Average (Nation average)	
$\frac{x}{12}$	Classes a Month	
\$2,400	Retail Sales a Month	

Example of the results for a 40 hour MONTH!

1. Sell the product.
2. Hopefully, collect at least half of the balance due.
3. Go home and place your order.
4. Go back 10-14 days later and hope to find her home to deliver the product AND collect the balance due.
5. Refresh her as to how to use the product.
6. Schedule her follow-up facial (you are delaying a future booking for two weeks).

WITH ADEQUATE INVENTORY WITHOUT INVENTORY OR WITHOUT

1. Sell the product.
2. Collect the full amount due.
3. Deliver the product on the spot.
4. Schedule her follow-up facial.

WITH ADEQUATE INVENTORY

1. **HIGHER SHOW SALES** - Cosmetics are an "emotional" buy and women tend to purchase more if they are going to take their order home with them rather than simply place an order to be delivered in a couple of weeks.
2. **WORK SMART - NOT HARD.** Carrying an inventory is a much better use of YOUR time. Here is the difference in what you can accomplish in a couple of hours at an appointment with and without an adequate inventory.

BENEFITS OF STARTING YOUR BUSINESS WITH INVENTORY

What is the definition of a Skin Care Class/Party/Show versus a Facial?

Skin Care Class/Party/Show

- 3-6 women attending
- \$200 average sales
- takes 2-3 hours

The Facial

- 1 to 2 people attending
- \$90 average sale
- takes 45 minutes to 1 hour

How many hours would you like to put into your business each week? _____

_____ Skin Care Classes/Week = _____ New Customers/Week

_____ Skin Care Classes/Month = _____ New Customers/Month

BUSINESS OPTIONS