

AVENUES OF INCOME

Dual Marketing Plan

SKIN CARE CLASSES - 50% commission.

- \$ Attendance ranges from 3-6 guests.
- \$ The average class is \$200.00 (a class takes 1 ½-2 hours)
- \$ Example: 3 Classes per week (6 hrs.) equals \$15,000 approx. annual profit.
(There's a variety of selling appointments you can hold besides skin care.)

FACIALS – 50% commission.

- \$ Attendance is one guest – double facials are two guests.
- \$ The average facial is \$100.00 (facial takes less than 1 hour)

RE-ORDERS – 50% commission

- \$ Our product is consumable, re-orders become a large part of your income.
- \$ We are paid many times on the original sale. You're trained to provide service.
- \$ The average skin care customer will order \$180-\$312 + per year. (\$15/month)
- \$ 150 customers ordering \$180 during 1 year equals \$12,000 annual profit.

DOVETAIL – 15% profit

- \$ When a consultant is unable to hold a class, another consultant will teach the class and pay the consultant who scheduled the class a 15% dovetail fee.

INTERNET SHOPPING – www.marykay.com/ (your name)

- \$ Mary Kay provides you a beautiful Web Site for \$25 to \$50 per year.
- \$ Your customers can shop your Mary Kay Web Page and leave orders for you.
- \$ When someone doesn't have a Consultant – they can locate one by Zip Code.

SHARING THE OPPORTUNITY – 4, 9, or 13% commission from Mary Kay

- \$ Bonus Check paid directly from the Company to YOU!
- \$ Not taken from the consultant's percentage but from the Company's 50%
- \$ Paid on wholesale orders placed with the company every month.
- GRAND ACHIEVER – Car program – Red Pontiac Grand Am**
- \$ Grand Achiever has the use of the car, a new one every two years!
- \$ Company pays the tags, taxes and insurance (you pay \$15-\$30/mo as a Qualifier fee to handle the paperwork with the leasing company)
- \$ You can earn your car in 1,2,3 or 4 months on team building & production.

DIRECTORSHIP (Management) additional 13% commission + + +

- \$ This commission is paid from the company monthly, based on the unit's wholesale production. In addition, monthly & quarterly bonuses!
- \$ Bonuses also paid directly from the company, up to \$5,000 per month.
- \$ Paid Life Insurance
- \$ Opportunity to earn Grand Prix or the PINK CADILLAC !!

Director's Monthly Commission Checks are listed in Applause

Here are some examples of a few of them:

Monique D. Todd	\$18,073.85	Dawn A. Dunn	\$18,852.53	Refer to the APPLAUSE
Bea Millsiagle	\$17,873.93	Gillian H. Ortega	\$18,036.83	magazine for pages of
Cathy Bill-Malpica	\$18,234.75	Jessie Hughes Logan	\$15,758.53	monthly checks listed.

OTHER ADVANTAGES

TAXES

- ✓ Automobile – 34.5 cents a mile (changes year to year)
- ✓ Portion of house mortgage or rent (space used for Mary Kay)
- ✓ Portion of utility bills.
- ✓ All long distance calls re: Mary Kay
- ✓ Office Supplies and equipment
- ✓ Plus many others

BENEFITS

- ✓ There are no quotas and a full training program is provided.
- ✓ No territories – therefore, no limit on your income.
- ✓ Company is built on the Golden Rule. The support system is there for you.
- ✓ Our company teaches us to keep our priorities in order with Faith 1st, Family 2nd and Career 3rd.
- ✓ Prizes, awards, and lots of Recognition!

INVESTMENT

- ✓ Starter Kit is tax deductible (your cost=\$107.50 plus tax). Everyone starts with the starter kit. The starter kit includes \$147 in FREE retail products.

INVENTORY

- ✓ It is up to each Consultant if she wants to stock products for her own customer. It's a proven fact people buy more when immediate delivery is available & it saves you time. We receive a 50% discount plus bonuses.
- ✓ Buy Back Guarantee. If for some reason the Consultant must terminate her association with Mary Kay, she can return her unused product to the Company. She will be reimbursed no less than 90% of what she paid for the products.

HOW YOU CAN GET STARTED

1. Submit a Beauty Consultant Agreement along with payment for the Starter Kit. (Master Card, Visa, Discover, Check or cash is accepted.)
2. Attend New Consultant Orientation with your Director
3. Watch Skin Care Class Video & observe actual class with trained consultant.
4. HAVE FUN !!

(Advanced Training, Workshop, Seminars are available and optional)

SEVEN KEY QUALITIES FOR SUCCESS MARY KAY CONSULTANTS

- ♥ **They are Busy People.**
Therefore, they know how to prioritize and are good time managers. The average consultant (over 75%) works full time, is married, has two children and is very busy.
- ♥ **They are NOT “The Sales Type”.**
They are not pushy, but informative.
They like people, and want repeat business from happy clients.
They are not aggressive. (We attract, not attack.)
- ♥ **They Don’t Know A Lot of People**
That’s okay. Nobody gets rich off friends and family.
It is a wonderful way to meet new people.
Developing clientele is covered in training, plus ideas shared at weekly unit mtgs.
- ♥ **They Are Family Oriented; Motivated By the Needs of the Family.**
They don’t use their family as an excuse but as a reason to do well.
They want more for their family and want to set a good example for their children. They pass on a good work ethic. More is caught than taught.
- ♥ **They Have More Month Than Money.**
Therefore, they are motivated to make more money.
They are goal oriented and ambitious.
They can find access to some money. (Women are creative with finances!)
- ♥ **They are happy with their lives but are looking for something More.**
Some desire more self-confidence and personal growth.
Some feel they lost their own identity as Mother, wife, etc. etc.
Some want to make a difference and build positive relationships doing it.
- ♥ **They Are Decision Makers, Not Procrastinators.**
They know there is never a good time for something new.
You will never have 100% of your time freed up.
The lights on the highway are never all green at the same time.
They take one step at a time on their timetable, at their own pace.

If you have two or more of these qualities, you should take a serious look at a Mary Kay Career for you!!

Mary Kay Cosmetics®

AVENUES OF INCOME



NSD Jessie Hughes Logan and daughter Sr. Director: Brenda Fenner

What It's All About. . .

For more information contact:

(Place business card here)