



WHAT'S ALL THIS

This program can help you determine the level of income you desire. ACTIVITY below star level each quarter produces cash flow but not a true income; activity at star level or above produces income. Keeping in mind your desired income level, use this chart to help you determine your weekly sales goal. INCOME is achieved through focusing on CONSISTENCY and a WEEKLY TARGET for sales. *Plan Your Star*

Star STUFF?

STAR CONSULTANT'S BENEFITS PACKAGE

Every corporation has a "benefits" package. So why not take advantage of the BENEFITS PACKAGE that your Mary Kay Company offers Star Consultants?

Thanks to Yvonne Urness for this STAR info

Sapphire Star



\$1800 wholesale per quarter
 \$250 x 13 weeks = \$3,250 retail
 40% profit = \$1300
 60% re-invest = \$1950
 Profit approximately
\$100 per week

Ruby Star



\$2400 wholesale per quarter
 \$350 x 13 weeks = \$4550 retail
 40% profit = \$1820
 60% re-invest = \$2730
 Profit approximately
\$140 per week

Diamond Star



\$3000 wholesale per quarter
 \$400 x 13 weeks = \$5200 retail
 40% profit = \$2080
 60% re-invest = \$3120
 Profit approximately
\$160 per week

Emerald Star



\$3600 wholesale per quarter
 \$500 x 13 weeks = \$6500 retail
 40% profit = \$2600
 60% re-invest = \$3900
 Profit approximately
\$300 per week

Pearl Star



\$4800 wholesale per quarter
 \$500 x 13 weeks = \$6500 retail
 40% profit = \$2600
 60% re-invest = \$3900
 Profit approximately
\$300 per week

Benefit #1: Your Star Prize	Have you picked your prize? Star Consultant Prizes are hand-picked by Mary Kay to reward YOU. Many of the Star Consultant Prizes are created EXCLUSIVELY for Mary Kay and are ONLY available to Star Consultants.
Benefit #2: Your Star Treatment	Star Consultants are awarded each quarter with appreciation and showered with gifts. You receive special recognition in our monthly newsletter, at unit meetings, events, etc. You also receive recognition from Mary Kay for being a consistent star (which leads to being an ALL STAR!) The most prestigious pieces of jewelry people look for are the queen of sharing bee, and your star consultant ladder pin!
Benefit #3: Preferred Listing in the MK Consultant Directory	As a consistent Star Consultant, YOUR NAME and contact information will be displayed first on the consultant locator system on marykay.com. Plus...when potential clients call the 1-800-MARYKAY phone number, they receive ONLY Star Consultant names! That's PREMIUM advertising placement!
Benefit #4: Free Product	Free product from Mary Kay! Whether it's a New Consultant Bonus or the current Biz Builders Bonus, Mary Kay gives you Free Product when you place your qualified order. You can use it as a gift or promotion, or for personal use, or sell it for 100% PURE PROFIT in your pocket!!!
Benefit #5: Your Star Jewelry	Your Star Consultant Ladder of Success Pin is truly THE most coveted piece of jewelry in ALL of Mary Kay. It's your consultant "report card" that displays your success - quarter after quarter. It is a visible representation of your efforts, your customers, your sales ability and your customer services. You should wear it proudly everywhere you go.