# MARY KAY MARKETING PLAN

Name:		Date: Consultant Name:		
Address:		Home Phone: ()		
City: State:	Zip:	Work Phone: (	)	
The Agenda  1. I am going to share with yo 2. I am going to ask you to tel 3. I am going to share some it 4. I am going to ask you if you What do you like best about your cur	I me a little bit about of the street of the	yourself ry Kay.	self.	
What, if anything, would you like to o				
Where would you see yourself five y	ears from now, based on	your current goals or	· personal dre	∍ams?
If you could create the perfect caree	r for you, what 2 or 3 thin	gs would be most imp	oortant?	
At this point in your life, what do you	feel you need most?			
What do you value most in your life i	right now?			
Thinking of your current job, do youconsider it to be the career ofhave flexibility in your schedulhonestly feel you are paid whahave control over your career  In a working environment, which wor to be part of a team	a lifetime? e to take time off whenev at you are worth? advancement?	er you desire? Y Y Y	/ N / N / N / N	
to be a leader of manager Please	check the box th	nat best descri	ihes vou	
⇒ Results Oriented ⇒ Quick Decisions ⇒ Direct Style ⇒ Achievement Motivated   Values in Workplace: • Time and Effectiveness • Fast Worker • Powerful Influence	People Oriented Intuitive Decisions Motivational Style Recognition Motivated Indues in Workplace: People and Relationships Enthusiastic Worker Inspirational Influence Resires:	⇒ Family Oriented ⇒ Slow, Paced Decis ⇒ Team Playing Style ⇒ Security Motivated  Values in Workplace: • Guidelines and Strue • Consistent/Steady V • Loyal Influence  Desires:	ions cture Vorker	⇒ Detailed Oriented ⇒ Analytical Decisions ⇒ Perfectionist Style ⇒ Service Motivated  Values in Workplace: • Organization and Excellence • Thorough/Precise Worker • Crucial-Thinking Influence  Desires:
If I only had 5 minutes to share some fac	cts about a Mary Kay Career	, what would you want t	o know?	

#### **FACTS**

#### Our marketing Plan (Selected the #1 Marketing Plan by Harvard School of Business)

- 1. Income is based on retail sales. 40-50% discount on wholesale purchase. Purchase for \$1.00, sell for \$2.00.
- 2. Considered "Dual" marketing, not multi-level or "pyramid."
- 3. 90% buy-back guarantee, on any Section 1 products purchased within the past 12 months.
- 4. Everyone begins at the same level and promotes themselves based on performance and leadership.
- 5. No territories, sales, or time quotas assigned.
- 6. Can work part-time or full-time.
- 7. \$100 + tax and \$25 shipping and handling puts you in business.

#### **AVENUES OF INCOME**

Skin Care Classes & Facials

Reorders

Miscellaneous Sales (Holiday baskets, open houses, etc.)

Dovetailing

Personal Team-Building Commissions and Bonuses

Company Awards, Incentives, and Prizes

Career Car Program

Sales Director Commissions and Bonuses

Tax Deductions

#### **5 WAYS TO WORK YOUR BUSINESS**

Career

**Full Time** 

Part Time

Hobby

Personal Use



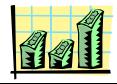
MARY KAY IS THE #1
FACIAL SKIN CARE AND COLOR

COSMETICS COMPANY IN THE U.S.

### INCOME POSSIBILITIES

Average class takes about 1.5 hours – Average sales of \$150 = \$75 average profit/class How many could you do per week? \_\_\_\_\_ x \$75 = \_\_\_\_.

Plus reorders and Team Building Commissions!



## Women come into Mary Kay for a variety of reasons. Which of the following would be important to you?

☐ Money: Unlimited earning potential.

□ Recognition: Prizes and awards for outstanding achievements.

☐ Flexibility: Work around your schedule.

□ Self-esteem: Positive support system that encourages success.

☐ Car Program: Use of company car with license and most insurance paid.

□ Advantages of being your own boss: Tax benefits and flexibility.

□ No territories or quotas: Sell products and build your team anywhere in the U.S.

□ Love Mary Kay products: Purchasing your Mary Kay products at wholesale.

□ Friendship and Fun!

☐ Helping others feel better about themselves.



If you were to become a Consultant – list 5 friends that would help you by giving you their opinion of our products.









The Six Qualities of Successful Mary Kay ConsultantsWhich apply to you?					
Please check each box that describes you!					
1. They are busy people.  *Know how to prioritize.  *Excellent time managers.  *May not have 10 hours – but may have 10 minutes, 3 times a day!  2. They have more month than money.  *Motivated to make more money.  *Goal-oriented and ambitious.  3. They are not the "sales type."  *Not pushy, but informative.  *Like people and repeat business from happy clients.  *Not aggressive – they attract, not attack.  4. They don't want to build their business just around family and friends.  *Want to build a business with real customers.  *Developing clientele is covered in training and with ideas shared at weekly meetings.  5. They are family oriented.  *Motivated by the needs of their families.  *Don't use their family as an excuse, but as a reason to do well.  *Want more for their family and want to present a good example to their children.  6. They are decision makers, not procrastinators.  *Sitting on the fence of indecision is very uncomfortable!  *They realize that there's never a "perfect" time to begin something new.  *The lights on the highway are never all green at the same time.  *They'll never really know unless they try.					
STEPS NECESSARY TO GET STARTED					
<ol> <li>Decide this is something you'd like to try.</li> <li>Complete your agreement and submit it with cash, check, or charge. Your total will only be \$, (\$100 + State Tax + \$ shipping). Your showcase will arrive in about 1 week!</li> <li>Is there any reason we can't complete the paperwork and get you started on your training?</li> </ol>					
4. If yes – why?					
On a scale of 1-10, based upon what you know so far, what is your current interest level in our Mary Kay opportunity?  1 2 3 4 6 7 8 9 10					
If you've made a decision to join us CONGRATULATIONS and WELCOME!!! You have just made a decision that can change your life and the lives of others around you!					
If, however, you need more time to think about it, please remember not to "think" too long! You will really never know until you try! When would be the best time to contact you within the next 24-48 hours to get your decision?  Call me on (day), between and atmy home#office#.					
If your answer is no, not right nowplease know that we appreciate you for taking the time to hear some facts. The Mary Kay opportunity will always be here should you decide later. Until then, you can be a talent scout for us.					