

Have you wondered
how to Start Something



Beautiful

Have you Pondered Pink?

SOME REASONS WHY
women have said, "YES!"

the products sell themselves

Mary Kay Products are....

- #1 in Customer Loyalty with Brand Keys Award
- Recognized with "Good Housekeeping Award"
- Highest Quality Research



- 100% Customer Guaranteed
- Try Before You Buy
- Made in USA by Mary Kay, Inc.
- Consumable
- Recession Proof
- Not Animal Tested

Divas
approved.



earn extra money

Ready? Set? GO!!

Classes/Parties -
50% with 3+ attending
A \$200 class/party gives you \$100 in profit
A \$300 class/party gives you \$150 in profit
In about 2-3 hours



Facials -
50% with 1-2 attending
A \$100 facial gives you \$50 in profit
In about 1 hour

Question:
How much can I make?

Reorders - 50%
At On-the-Go
appointments

Online through your website or email
By **phone call** or text



We teach Skin Care & Color Cosmetics
Use a try before you buy approach
Provide On the Spot delivery

freedom and flexibility

You will LOVE it!

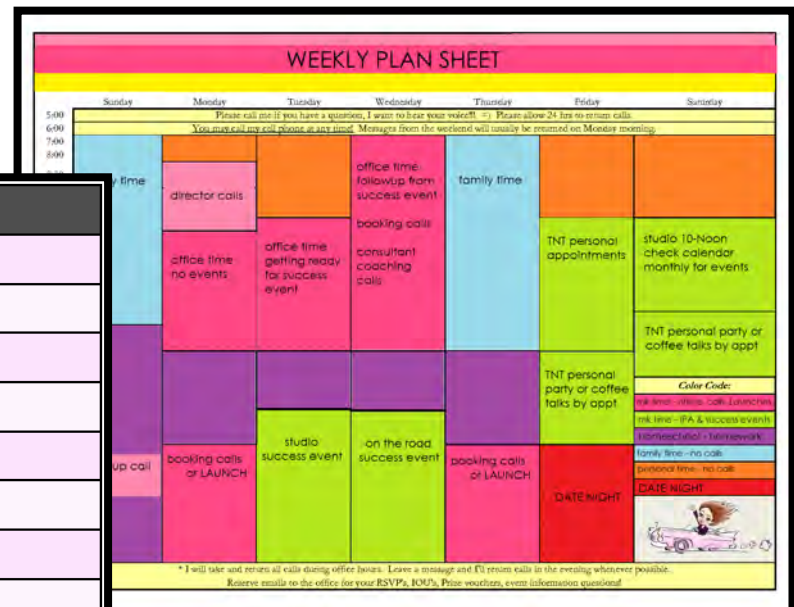
You are your own boss.
We teach you to work Mary Kay into your current lifestyle.

Your goals, your weekly plan and **your** priorities.
Mary Kay teaches us to keep our priorities in order:

- Faith First**
- Family Second**
- Career Third**



# Classes	# Hours	Average Sales	Profit
1	2.5	\$300	\$150
2	5	\$600	\$300
3	7.5	\$900	\$450
4	10	\$1200	\$600
5	12.5	\$1500	\$750
6	15	\$1800	\$900
7	17.5	\$2100	\$1050
8	20	\$2400	\$1200
9	22.5	\$2700	\$1350
10	25	\$3000	\$1500
11	25.5	\$3300	\$1650
12	28	\$3600	\$1800



build around your life
NO QUOTAS
NO TERRITORIES

ESTIMATED EARNINGS

MY REASONS WHY

I said, "YES!"



learning is easy

As a New Consultant you will complete Orientation and learn how to:

- Get started
- Conduct Skin Care Classes
- Explain and Choose Skin Care and Color Products
- Manage a Business and Money
- Advance in the Career
- Get Appointments

Questions:

Where will I get the people?
How will I learn the business?



Client 1: Bought a Basic
THEN: Setup 2nd Appointment

Client 3: Bought a Miracle Set
THEN: Setup 2nd Appointment



BiG benefits

top 2%

DIQ

Requirements

- \$18,000 cumulative whls. Unit production in one to four months.
- At least \$4,000 per month wholesale unit production.
- DIQ must have at least \$1,800 in personal cumulative wholesale production.
- 24 active unit members (includes the DIQ) at least 10 active unit members must have at least • \$600 in cumulative whls. Production during qualification.

Compensation

- Eligible to become Director
- Unit Commission and Unit bonuses
- Eligible to wear the Director Suit



Cruze'n towards success!



MARY KAY

CAREER CAR

Requirements

- 14+ active personal team members
- \$20,000 in one to four months
- You must be active

Compensation

- 9% or 13% personal team commission
- Team-building bonus
- Career Car or \$375 per month

TEAM LEADER

Requirements

- 5 - 7 active personal team members
- You must be active

Compensation

- 9% or 13% personal team commission
- Team-building bonus



FUTURE DIRECTOR

Requirements

- 8+ active personal team members
- You must be active

Compensation

- 9% or 13% personal team commission
- Team-building bonus



STAR TEAM BUILDER

Requirements

- 3 - 4 active personal team members
- You must be active

Compensation

- 4% personal team commission
- Team-building bonus



SENIOR CONSULTANT

Requirements

- 1 - 2 active personal team members
- You must be active

Compensation

- 4% personal team commission



prizes, recognition, cars

no quotas, just incentives

what i love about my business



PARTIES

annual celebration
in Dallas, Texas at
mk headquarters



CINDERELLA GIFTS



Mary Kay Ash the lady



**America's
Greatest Female
Entrepreneur**

**In 1963,
Mary Kay Ash
began her company
with a dream to
help women.**

**Unique Business
Philosophy of
Faith, Family, Career
Golden Rule Management
Positive Environment
*Caring Attitude***

**Today,
50 years later,
Mary Kay Inc.
is a global
leader**

**• Has only 10%
of the available
market....
no saturation**

**• Has 3 million
consultants in
over 35
markets
(countries)**

personal growth

Be a Better YOU

Self-confidence

Challenge and purpose

Development of new skills

Positive non-risk environment

Encouragement

Satisfaction from helping others

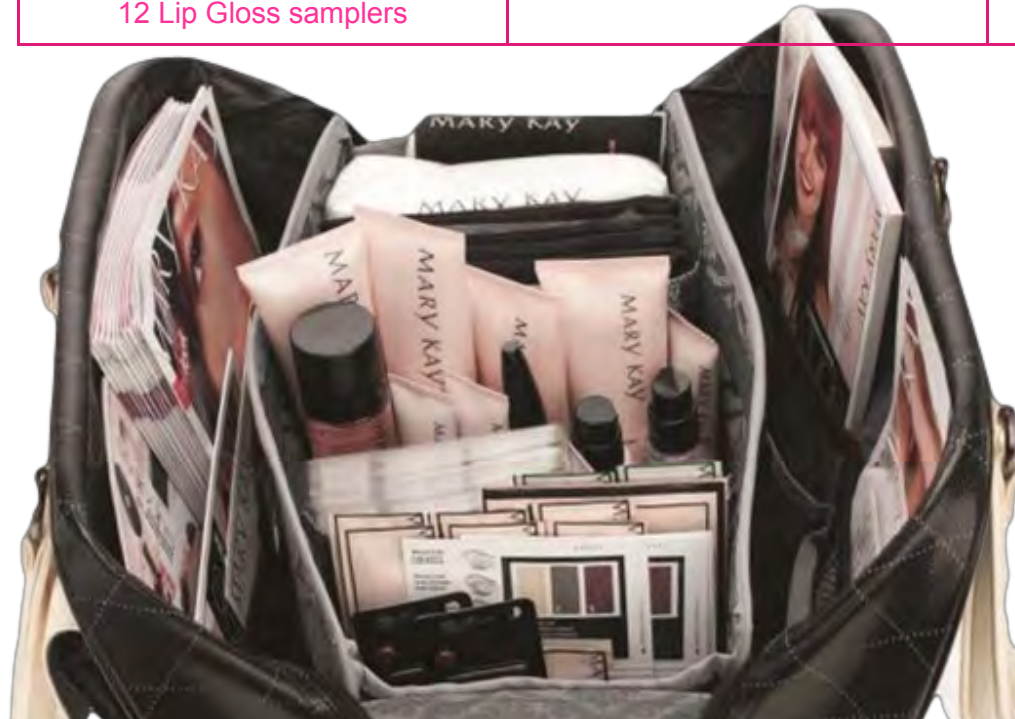
New friends

Maintain and improve appearance



what's inside the bag

The Supplies	The Products	The Bonuses
<p>PINK BUSINESS MATERIALS</p> <ul style="list-style-type: none"> 10 LOOK BOOK Catalogues 10 Beauty Books & Date Book 4 Mirrors & Trays with Mesh bags 25 Sales Tickets & Customer Profiles Hostess & Team Building Brochure Ready, Set, Sell Brochure Start Something Beautiful Magazine Start Something Beautiful DVD Miracles Happen by Mary Kay Ash 30 Disposable Cleansing Cloths 30 Disposable Tray Inserts Sponge Tips & Mascara Wands Satin Hands samplers, Botanicals & Microdermabrasion samplers 12 Lip Gloss samplers 	<p>FULL SIZE SKINCARE</p> <ul style="list-style-type: none"> TimeWise 3-in-1 Cleanser Combo/Oily with TimeWise Age-fighting Moisturizer Combo/Oily TimeWise 3-in-1 Cleanser Dry/Normal with TimeWise Age-fighting Moisturizer Dry/Normal Day Solution SPF35 Night Solution Oil- Free Eye Makeup Remover Ultimate Mascara in Black 12 full size Luminous/Matte TimeWise Liquid Foundations 	<p>GET STARTED EXTRAS</p> <p>Customized Look 101 in your 1st 14 days</p>  <p>Microdermabrasion set & Firming Eye Cream with a Company Qualified Order* *\$600 or more wholesale</p>



Need more info?
LISTEN for a LIP GLOSS

LET'S START SOMETHING
Beautiful

here's how it works



We set up an
Office and
“Store” and
work and sell
from Home

Set your
own hours

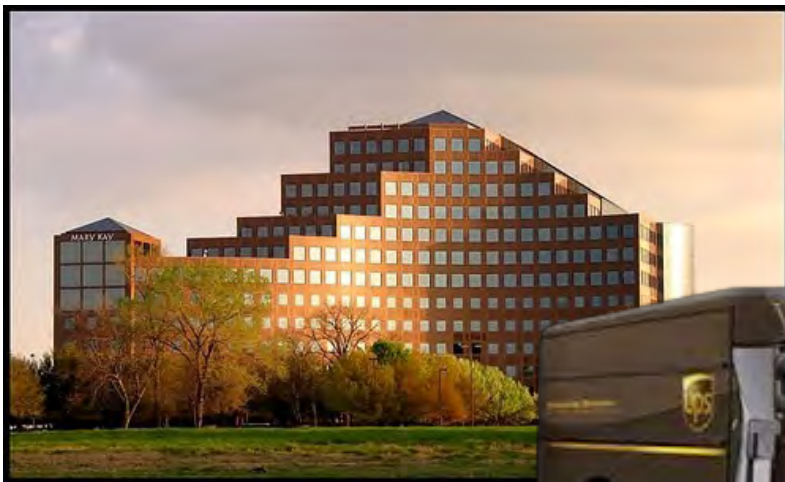


We buy it for one price



←→
50%
profit

We sell it for double



One wholesaler Mary Kay

One retailer YOU

would you like to try?

here's how to

Get Started Today!

• **Say "Yes!"**

• Order your Starter Kit for \$100

• Attend Success Event

• **Observe a live Skincare Party**

• **Receive your Kit** in about a week

• Meet with your Director
with your list for
Practice Appointments

Have FUN

