



MARY KAY®

Career Opportunities

6 Avenues of Income!

Parties and Facials

50% —The highest direct sales commission paid in the United States.

An average party is approximately **\$ 300**.

Attendance ranges from **3-6** people.

A party is approximately **2** hours.

Average income per hour is **\$60**.

Facials with **1-2** people take approximately **1** hour and average **\$75-\$100** per face.

Reorders

50% Our product is consumable like sugar or bread, so reorders become a large part of your income.

An average customer (using the skin care plus a few glamour items) will reorder approximately **\$500** per year.

Dovetails—your Mary Kay sick leave or personal day!

15% When unable to hold a party you've booked, another consultant will hold it for you and pay this dovetail fee to you because you actually booked the party.

This area of income gives you the freedom to put your family before your business, plus it also gives you the opportunity to double book.

Sharing—you share the Mary Kay opportunity with someone who becomes a Mary Kay consultant.

You are paid a commission, which comes directly from the company, based on your new team member's wholesale purchases. It is never taken out of the new team member's pocket. This commission continues for as long as both you and your team member are active with the company.

4% 1, 2, 3, 4 qualified Team Members

9% 5 or more qualified Team Members

13% when 5 or more Team Members place a minimum \$200 WS order in the same month that you place a minimum \$600 WS order.

\$50 bonus paid on the 4th qualified Team Member and for each one after.

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Career Car

You and your team can earn a beautiful brand-new car or monthly cash compensation. When you have 3 or more team members, you can begin qualifying for the Chevy Malibu! You can qualify in 1, 2, 3 or 4 months by meeting sales and team building goals. The company pays all taxes and tags during the two years you are allowed to drive the car. Continued production requirements must be met to keep the car during the two years. Directors can earn the Chevy Equinox, Toyota Camry or the prestigious Pink Cadillac.

Directorship

• director's commission is paid to the unit director from the company based upon the unit's monthly wholesale production. It comes in the form of a bonus check directly from the company.
• unit volume bonuses are offered each month beginning at \$5000 WS production
• \$\$\$\$ for every new qualified personal Team Member
• \$\$\$\$ each month that 3-5 or more qualified Team Members are added to the unit.

To become a Director, these qualifications must be met:

- active personal Team Members to start and you must be active.
- \$\$\$ cumulative unit wholesale production during the qualifying period (from 1 to 4 months)
- active unit members at the end of the qualifying period (from 1 to 4 months)

No Quotas!!
No Territories!!
Lots of Training!!

Tax Benefits!!

- Mileage
- Portion of rent or house payment for office in home
- Utilities—a portion to heat and light the office
- Telephone—long distance business calls
- Entertainment when related to business activities
- Vacations—can do business anywhere
- Babysitting while on business
- Office and business supplies, postage, etc

Investment

- \$100 Starter Kit, which is tax deductible
- Includes everything you need to do at least 30 faces.
 - Over \$500 value
 - \$410 full-sized retail products
 - Includes all the samples and paperwork you need to do your first 30 faces.
 - Includes training booklets and CD's.

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If for some unforeseen reason the consultant must terminate her association with the company, she can return her unused products, purchased within the past year, to the company and she will be reimbursed 90% of what she paid for the merchandise

Steps To Get Started

1. Complete the New Consultant Agreement—either on paper or on-line.
2. Purchase your Starter Kit for \$100, plus tax and shipping—either by check, cash, money order or credit.
3. While waiting for your Starter Kit to arrive, begin training with your Director.