

Mary Kay-Did You Know?

Name: _____

Phone # (H): _____ (W/C): _____

Best time to call _____ E-mail: _____

Address: _____

City/State/Zip: _____

Occupation: _____

Age Group: (Circle one)
18-22 23-30 31-40 41-50 51+

I currently use Mary Kay: ____ Yes ____ No

Consultant's Name: _____

Did You Know...

Circle what impresses or surprises you the most about these facts about a Mary Kay Career:

- ✓ Mary Kay is the #1 Best-Selling Brand in the combined categories of Facial Skin Care and Color Cosmetics since 1993.
- ✓ Mary Kay has a 40-year track record.
- ✓ Mary Kay Inc. achieved another year of record results in 2003, reaching nearly \$1.8 billion in wholesale sales.
- ✓ Mary Kay Inc.'s international presence spans over 33 markets.
- ✓ Mary Kay has been featured 3-times as one of the 100 Best Companies to Work For in America published by Fortune magazine. Mary Kay Inc. was one of only 28 companies to be named to the list each of these three times.
- ✓ Mary Kay was listed as One of the 10 Best Companies for Women, and it was the *only* cosmetics company on the list.
- ✓ Mary Kay Inc. is one of 20 company profiles in the 1996 book, Forbes Greatest Business Stories of All Time. Mary Kay Ash is the only woman included.
- ✓ Mary Kay's Marketing Plan is taught at many major universities, including Harvard.
- ✓ Highest Paid out Commission to one person for one month was over \$110,000!
- ✓ In addition to the pearlized pink Cadillac, Mary Kay Inc. awards red Grand Am's and platinum Grand Prix's to its independent sales force!
- ✓ Mary Kay does not conduct animal testing for its products and is a PETA pledge member.
- ✓ Mary Kay has been widely recognized by such organizations as the U.S. Environmental Protection Agency and the United Nations Environmental Program for its efforts to preserve the environment by using recycled packaging materials and eliminating unnecessary packaging.

THINGS TO KNOW:

- ⇒ Mary Kay offers a 100% satisfaction guarantee.
- ⇒ Mary Kay is not multi-level, nor is it a pyramid.
- ⇒ Mary Kay offers Consultants a 90% buy-back guarantee on inventory purchased within 1 year prior to return.

HOW TO GET STARTED:

1. Fill out an agreement either online or on paper.
2. Purchase your Starter Kit for only \$100.00 plus tax and shipping. (\$400 value with \$264.50 in retail products alone!)
3. Begin your education.

Qualities of Successful Mary Kay

Consultants: (Check any that apply to you)

- _____ A busy person
- _____ Not the "sales type"
- _____ Have more month than money
- _____ Do not know a lot of people
- _____ Family-oriented
- _____ A decision maker

Why Women Are Choosing the Mary Kay Career:

(Check any that appeal to you)

1. **FLEXIBILITY:** Set your own hours? You choose when, where and how you want to work and what days you want off!
2. **PERSONAL GROWTH:** Increase your self-esteem, self-image, self-confidence? Mary Kay's philosophy is God 1st, Family 2nd and Career 3rd. We work by the Golden Rule (treat others as you would want to be treated).
3. **MONEY:** Unlimited earning potential.
4. **PRIZES, AWARDS and RECOGNITION:** Extra rewards for a job well done, like TVs, computers, jewelry and diamonds, trips, luggage, etc.
5. **CAR PROGRAM:** Choose your ride in style from a red Grand Am, Platinum Pontiac Grand Prix or the famous PINK CADILLAC! (If you prefer not to choose the career car option, you can choose a monthly cash package instead!)
6. **BE YOUR OWN BOSS:** No quotas and no territories. You answer to YOU and YOUR goals. (Min. \$200 WS every 12 months)
7. **CAREER ADVANCEMENT OPPORTUNITIES:** Move up the career path based on *your* personal activity. There are NO ceilings!
8. **SOCIAL ASPECTS:** Meet new people. Make new friends. Be around a positive support system that encourages success.
9. **ADVANTAGES:** Business expense tax deductions and optional self-employed benefits (medical & life insurance).

Are You the "Mary Kay Type"?

What Kind of Women Benefit from Mary Kay?

- ✓ The corporate worker or professional who has experienced a layoff or the "glass ceiling." This woman wants security, respect, and quality of life and would like to be paid according to her contribution and performance.
- ✓ A woman desiring her own identity and recognition. This woman does not necessarily need income but would like something for herself. Earning extra income is a great benefit, though.
- ✓ A woman who needs flexibility in her schedule for family responsibilities or other personal life goals.
- ✓ The retired worker: This woman often has financial restraints; she may need extra income to supplement retirement. She also may have found retirement boring and has a desire for some meaningful interaction and involvement.
- ✓ The true entrepreneur: This woman wants a real career earning \$100k to \$800k. She wants to build a substantial retirement and have an exceptional quality of life for her family, friends, and herself.

On a scale of 1-10, how would you rate your interest in Mary Kay?

1 2 3 4 5 6 7 8 9 10