

Name \_\_\_\_\_

Phone \_\_\_\_\_

# Mary Kay, Inc.

## Business Opportunity Information

Consultant  
\_\_\_\_\_

### Financial

- \* Consultants: \$5,000—\$25,000/yr.
- \* Sales Directors: \$5,000—\$25,000/mo.
- \* National Sales Directors: \$25,000—\$100,000/mo.
- \* Control over schedule
- \* Run your business part-time 4—8 hrs/week or full-time 10—15 hrs/week
- \* Product Marketing & Sales—50% Comm.
- \* Sponsoring Commissions—4—13 % & Cash Bonuses
- \* Leadership & Mentoring— 26% Commissions & Bonuses

### Freedom & Flexibility

- \* Having control over your working hours and financial futures gives you hope and empowerment
- \* Advance at your own pace at your desire vs. waiting for someone else to decide for you
- \* Getting paid what you are worth
- \* Job security—work at your own pace how you want, when you want and where you want
- \* Building your own business/future is fun & exciting!!
- \* No Quotas & Territories
- \* You're in business for yourself, but not by yourself

### Fun & Personal Growth

- \* Recognition and Prizes, Career Car Program, All-Expense Paid Trips Around The World
- \* Incentive-based system helps you set and reach goals
- \* Awards on a weekly, monthly, quarterly and yearly basis
- \* Positive atmosphere, surrounded by achieving girlfriend
- \* Safe environment for personal growth
- \* Goal Setting & Bounce Back Ability Skills
  - \* Time & Money Management Skills
- \* Self-Confidence & Self-Esteem Building
- \* Run & Exciting way to embrace change

### Future & Foundation

- \* Building a future that is financially independent
- \* Building a business through long-lasting relationships and friendships (not a one-time sale)
- \* Company that is based on the principles of Faith first, Family second & Career third & follow the Golden Rule
- \* Place value on people, not production
- \* We teach leadership skills and the concept of focusing more on others than on ourselves—passing that on to future generations

## Dual Marketing Concept; Mary Kay, Inc.

**Product Marketing & Sales**—Product purchased directly from the Company at 50% discount

### **Parties & Appointments:**

Parties, 3–6 Women, 1 1/2–2 hours, \$200 Retail Sales (national average) each

Personal Appointments, 1–2 Women, 1–1 1/2 hours, \$100 Retail Sales (national average) each

Group Parties, 7–15 women, Pedicure Parties, Collection Previews, Open Houses

### **Web-Based Business—Personal Web Site:**

Allows you to develop customers and sell product anywhere in the U.S. , Puerto Rico & Guam; on-line, secured payments

### **On The Go Appointments:**

Quick 15–30 minute appointments; reorder business (consumable product); sample marketing

### **Brochures & Direct Mailing Sales:**

Preferred Customer Program—Quarterly Mailing of the Look Book directly to your customers

Book Parties

### **Team Building & Sponsoring Commissions**

1. 4% Commission, Sr. Consultant
2. 4% Commission
3. 4% Commission, Star Team Builder
4. 4% Commission & \$50 Cash Bonus
5. 9–13% Commission & \$50 Cash Bonus, Team Leader

Consultant Profit	Company Profit		
50%	50%		
<b>Commissions are paid directly from the Company's Profit</b>		4%	9%

Future Director—8 Team Members, 4–13% + bonuses, leadership training

Director In Qualification—10 Team Members, moving into leadership

Grand Achiever Car Driver—14 Team Members, License, Tax, 80% of Insurance

13%

### **Leadership—Full-Time Position** Promote yourself to Director & National Sales Director

13% Personal Team Commissions + 13% Unit Volume Commissions

Cash Bonuses based on Unit Production Volume and Team Building

Annual Wellness Benefit & Career Car Program: Premiere Club & Cadillac Club (cash compensation available)

Hold Weekly Success Meetings & New Consultant Orientations

Eligible for Term Life Insurance

### **Perks**

Be your own boss; No Quotas, Territories or Glass Ceilings on Income; Personal Growth

Prizes & Recognition: Incentive-Based Business Plan—Star Consultant Program

Quality of Product, Training & Support: Weekly & Quarterly Training Events, Mary Kay InTouch

Tax Benefits: Mileage, Telephone, Cell Phones, Travel, Entertainment, Supplies, much more.....

### **Four Areas of Benefit** (circle the ones that stirs your emotions most)

1. Financial—Part-Time Opportunity: \$5,000—\$25,000/year; Full-Time \$5,000—\$25,000/ month
2. Freedom & Flexibility— Choices, income making, schedule
3. Fun & Personal Growth—Recognition, Girlfriends, Positive Atmosphere
4. Future & Foundation—Hope, Life Enhancing & Changes