

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%		
Commissions are paid directly from the Company's Profit		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