

DUAL MARKETING CONCEPT MARY KAY, INC.

PRODUCT MARKETING/SALES: Product purchased directly from the Company at 50% discount

ON THE FACE

Skin Care Classes: 3 - 6 People, 1 1/2 - 2 hours, \$300 sales (national average)
Private Facials: 1 - 2 People, 1 - 1 1/2 hours, \$100 sales (national average)
Group Appointments: Pedicure Parties, Color Clinics, Collection Previews

ON PAPER

The Look Book – Seasonal Catalogue published by the Company
Preferred Customer Program – Mailings to your customers directly from the Company

ON LINE

Personal Website – Product orders, company & product information, interactive

ON THE GO

Reorder Business – Servicing your customers - 50% profit
Product samples, on-the-go appointments

TEAM BUILDING

SPONSORING COMMISSION STRUCTURE

1. 4% Commission
2. 4% Commission
3. 4% Commission - Red Jacket
4. 4%, \$50 Cash Bonus
5. 9 - 13%, \$50 Cash Bonus – Team Leader

FUTURE DIRECTOR - 8 team members, 4 -13% + bonuses + leadership training

GRAND ACHIEVER - 12 team members - Car Program - License, Tax, 80% of Insurance, New One Every Two Years

LEADERSHIP – FULL TIME POSITION

Promote yourself to Director and National Sales Director	13% Personal Team Commission + 13% Unit Volume Commissions \$500+ Cash Bonus Based On Unit Volume \$500 Unit Recruiting Bonus Hold weekly training meetings & New Consultant orientations Eligible to earn use of Cadillac or cash compensation Eligible for Term Life Insurance Eligible to qualify for Top Sales Director Trips
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BE YOUR OWN BOSS, NO QUOTAS, TERRITORIES OR CEILINGS ON INCOME, PERSONAL GROWTH

PRIZES & GIFTS – Incentive based business plan – Star Consultant Program

QUALITY OF PRODUCT, TRAINING & SUPPORT – Mary Kay InTouch, Learn MK, Unit Web Site

TAX BENEFITS - Mileage, Long Distance Phone Calls, Entertainment, Supplies, and more....

Four Areas Of Benefit:

1. Fun – Girlfriends, new friendships, travel, build self-confidence
2. Financial – Part-Time Opportunity: \$5,000 - \$25,000/year; Full-Time: \$5,000 - \$25,000/month
3. Freedom & Flexibility – Choices, income making (no ceiling), schedule
4. Future – hope, life enhancing & changing