

# Start your Success Story WITH MARY KAY FOR ONLY \$100!

## 3 FORMS OF INCOME

### Sales

- 50% Commission
- At Beauty Experiences
  - On Reorders
  - Online & On-the-Go

### Career Car

- Career Car (insurance included)
- Or
- Cash Compensation

### Build a Team

- Receive 4% - 36% Commission
- Receive "Love Checks"
- Leadership Position with no glass ceiling



CHEVY CRUZE  
\$425/MO

FORD FUSION OR CHEVY EQUINOX  
\$500/MO

PINK CADILLAC  
\$900/MO

PINK ESCALADE  
\$1,400/MO

## WHAT ARE THE PERKS?

### FINANCIAL

- Average Part-Time Consultant can generate \$5K - \$25K annually (refer to chart on the right).
- Full-Time Directors can generate \$5K - \$20K monthly.
- Average NSD is an official Mary Kay Millionaire.
- Family Security Program provides after-retirement income for NSD's.
- Tax deductions can include car mileage, office supplies, travel, business supplies, etc...
- U.S. tax laws were created to benefit business owners.

### FOUNDATIONAL GROWTH

- God 1st, Family 2nd, Career 3rd.
- Mary Kay's mission - Enriching Women's Lives.
- Living by the Golden Rule - treating others the way you want to be treated.
- Becoming the best version of yourself.
- Positively impacting other women.
- Knowing God created you for something more.

### FREEDOM • FLEXIBILITY

- A home business makes a great PLAN B.
- Enjoy flexible working hours.
- Enjoy the freedom of being your own boss.
- Transform your life and reach your dreams.
- Increase your influence and financial circumstances.
- Write your own paycheck.

### FUN • FRIENDS • FRIVOLOUS

- No quotas & no territories allow you to focus on relationship building.
- Friends are always fun, especially when there are no drama mamas.
- Travel to your fun, inspirational, tax deductible Mary Kay events.
- Be a part of a team and fall in love with creating wins.
- Weekly recognition fills your cup and fuels your dream.
- A buffet of diamonds, gift cards, 5-star luxury trips and other prizes await you.

What is my next best step?

## WHAT CAN YOU PROJECT FROM YOUR SALES IN 1 YEAR?

The average beauty experience has approximately:

- \$200+ in total sales
- 4 guests
- \$50 in orders per guest

The average customer reorders approximately \$200/yr.

We love residual income!

### 5 SHOWS PER WEEK (15 - 20 HOURS)

\$200 x 5 = \$1,000 weekly sales  
 \$1,000 x 50 weeks = \$50,000 annual retail sales  
 425 customers x \$200/year = \$85,000 annual reorders  
 \$135,000 total annual sales  
 \$67,500 profit

### 3 SHOWS PER WEEK (6 - 10 HOURS)

\$200 x 3 = \$600 weekly sales  
 \$600 x 50 weeks = \$30,000 annual retail sales  
 255 customers x \$200/year = \$51,000 annual reorders  
 \$81,000 total annual sales  
 \$40,500 profit

### 1 SHOW PER WEEK (2 - 4 HOURS)

\$200 x 1 = \$200 weekly sales  
 \$200 x 50 weeks = \$10,000 annual retail sales  
 85 customers x \$200/year = \$17,000 annual reorders  
 \$27,000 total annual sales  
 \$13,500 profit

## Starter Kit Contents

\$394 IN FULL SIZE RETAIL PRODUCTS

+ TOOLS & SAMPLES



THANK YOU FOR YOUR TIME & OPINION! TAKE YOUR NEXT STEP TO YOUR HAPPY FUTURE!