

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 MALIBU
\$425/MO

CHEVY EQUINOX
\$500/MO

MINI OR CHEVY TRAVERSE
\$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)

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

3 SHOWS PER WEEK (6 - 10 HOURS)

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

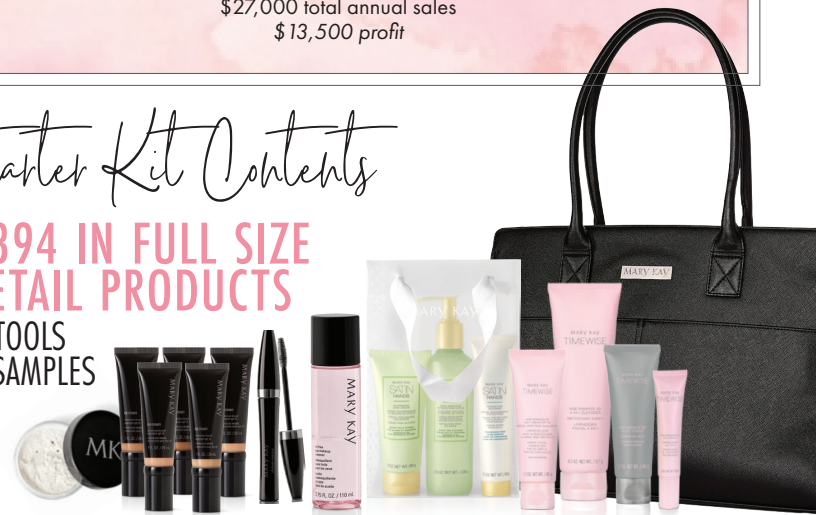
1 SHOW PER WEEK (2 - 4 HOURS)

$200 \times 1 = \$200$ weekly sales
 $200 \times 50 \text{ weeks} = \$10,000$ annual retail sales
 $85 \text{ customers} \times \$200/\text{year} = \$17,000$ 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!