Mary Kay Avenues of Income

Our your own In-Home Business . . . you can call the shots!

$$ Classes and Facials $$

50% Profit on all Sales

Facial = 1 to 2 People / Class = 3 to 6 People
(our home or theirs)

Avg. income from "Forever Young" class = $50.hr.

$$ Dovetail $$

15% - like a booking agent fee

$$ Reorders $$

50% Profit on all Sales
(again & again & again)

Basic Customer orders avg. $200 per year
(replacing products when they run out)

$$ Team Building $$

Commissions

4% 1 to 4 Team Members
9% 5 or more Team Members
13% 5 ordering w/ own $600 wh.
$50 Bonus for each new qualified Team Member beginning with 4th

Paid from MK's profits . . . not from Consultant

$$ Career Car $$

Red *Pontiac Vibe* Career Car *(loaded)*

Mary Kay pays 85% of insurance
$ _____ Car Payment
+ _____ Insurance Premium
= _____ ***stays in family budget***

$$ Management $$

ALL of the Above *and . . .*

13% Unit Commission *(13% on your own orders)*
13% Personal Team Member Commission
$500 / 5 Qualified Monthly Unit Growth Bonus
$500+ *unlimited* Monthly Bonuses
$100 Bonus each new qualified team member
Career Cars: *Grand Prix & Pink Cadillac*
Family Security Plan for National Sales Directors

COMPANY PHILOSOPHIES

"God First, Family Second, Career Third"

The Golden Rule
"do unto others as you'd have them do unto you"

The more people you help become successful the more successful you become

11 yrs. Mary Kay has been the *#1 Best Selling Brand* in the combined categories of Skin Care & Color Cosmetics in U.S.

10% MK on less than 10% of cosmetics market

100% Satisfaction Guarantee for consumer

90% Buy Back Guarantee — within one year, if you decide Mary Kay isn't for you, you can return unused products for 90% of your cost

Mary Kay's consumer loyalty comes from our great relationship building business and typically the reason women stop using Mary Kay is because they've lost their consultant (MK Orphans)

Additional Sales Opportunities

Personal Web Page & Preferred Customer Mailing

5 Styles of Mary Kay Consultants

You Choose the Style for You

1. CAREER: 30 to 40 Hours per week
2. FULL TIME: 20 Hours per week
3. PART TIME: 10 Hours per week
4. HOBBY: just for fun
5. SPARE TIME: when there is any . . . *plus products for yourself, family & friends, etc.*

Income potential is unlimited and it's matched by your efforts . . . when you do this you get that

Sales & Recruiting incentives are substantial for Sales Directors because Mary Kay wants them to keep their skills sharp so they can better train and inspire their Consultants

NSD Judy Kawiecki (updated 11/3/2005)