

HOW MUCH MORE CAN YOU MAKE AS A DIRECTOR?

You've heard it said before: Mary Kay Independent Sales Directors make a lot of money! But did you realize exactly how much more they make than Independent Beauty Consultants?

Mary Kay wants us to be leaders in this company and they compensate us well for stepping up to the position of Directorship. Following is a scenario of the exact same activity and income between a Consultant and a Director.

How much money are you leaving on the table every month by not moving forward into Directorship?

You started the calendar month with no personal team members. During that same month you recruited 5 new qualified team members. (start with 1st order section 1 wholesale of minimum \$600+) Congratulations! During this month, you and your team achieved \$5400 in production, \$600 from you and \$4800 from the rest of your team.

Check out how much money this would net you in Mary Kay as an Independent Consultant and as a Director:



<u>ACTIVITY:</u>	<u>CONSULTANT</u>	<u>CHECK:</u>	<u>DIRECTOR:</u>	<u>CHECK:</u>
Recruit 5 qualified	\$50 bonus per qualified recruit (4th & subsequent recruits)	\$100	\$100 bonus per qualified recruit	\$500
1-\$1800 wholesale				
1-\$1200 wholesale				
3- \$ 600 wholesale			Unit Development Bonus	\$500
Team Production Of \$4800	13% Personal Team commission	\$624	13% Personal Team commission 13% Director commission	\$624 \$624
Personal Production Of \$600	0% commission as a Consultant	0	13% Director Personal order commission (yes, we get paid on our own order!)	\$78
Unit Production Bonus		0	\$500 (at \$5400 production level)	\$500
TOTAL		\$724		\$2826

WHERE WOULD YOU RATHER BE FOR THE SAME AMOUNT OF EFFORT??