

An explanation of the income you can have as a
Mary Kay Beauty Consultant
using the
Pinkalicious Party program

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Lisa's Leading Ladies

Did you know that the average American family spends \$1,800 a year on the same products that Mary Kay features in our "Look Book"!

The figures below use a \$300 per customer, first time purchase between the skincare and color appointment plus gifts & fragrances.

SALES from *Pinkalicious Parties* - New Clients

10 faces @week X 50 weeks a year = 500 facials yr.

500 x's \$300 in sales = \$150,000

75,000 cost

\$75,000 year gross profit

-5,000 prize expense

\$70,000 Net Take Home

SALES from *Reorders*

200 customers @ \$20 avg. a month

200 x's \$20 in sales = \$4,000

-2,000 cost

\$2,000 profit per month

x's 12 months

\$24,000 Net Take Home

ON-the-Go Sales

Carry quick items in a tote for a short 15 minute

"Show & Tell" appointment/quick facial

1 a day "*Quickie*" sales avg. = \$1,000 per month

- 500 cost

\$500 Profit per month

x's 12 months

\$6,000 Net Take Home

In addition to the money to be made in sales there is...

The Car Program = must be able to work 6-8 hrs week

First Year Income avg. \$36,000 year plus sales

86% of car insurance paid by Mary Kay Inc.

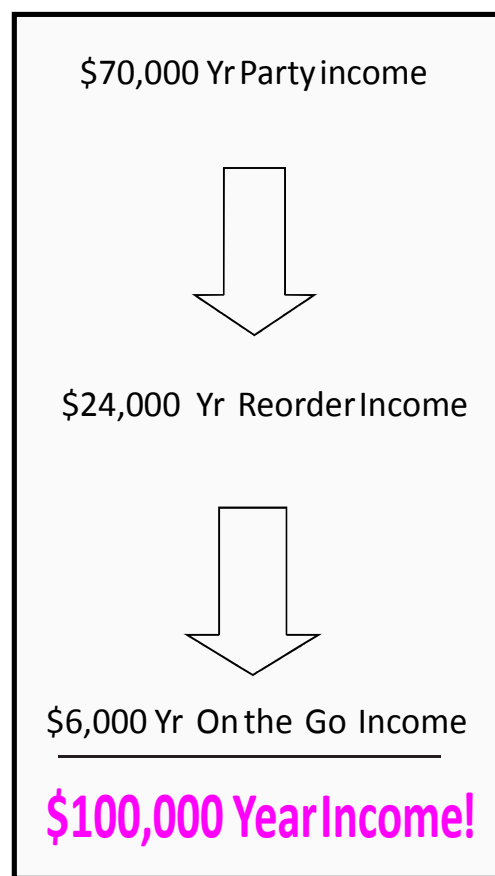
The Directorship Path = work avg. 15-25 hrs week

First Year Income avg. \$48,000 plus sales

The Top! National Sales Director = Avg \$350,000 year

Some NSD's make twice this amount and more!

NSD's also receive a fabulous retirement program funded by Mary Kay, Inc.



Car Program and Directorship positions are earned based on the amount of work you are willing to do!

Want to Get Started?

*Purchase a Mary Kay Starter Kit
 for \$100 then schedule an
 orientation appointment with Lisa*