

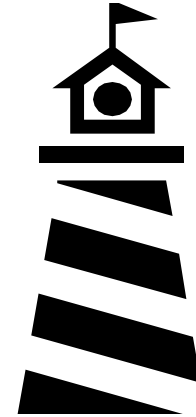
HOW DO I GET STARTED?

- 1. Submit your Beauty Agreement.**
- 2. Purchase your Beauty Showcase by cash, check, Visa, MasterCard or Discover**
- 3. Attend Unit Success Meetings.**
- 4. Complete the New Consultant Training Program.**
- 5. Book your initial skin care classes.**
- 6. Order product inventory.**

BECOMING AN INDEPENDENT MARY KAY BEAUTY CONSULTANT

*Put Wings On Your Dreams, A Song In Your Heart,
A Twinkle In Your Eyes,
A Sparkle In Your Face;
Brings Hope For The Future
And Success To Your Path;
But Most of All, Put Fun In Your Days,
And Love In Your Life!*

THE MARY KAY BUSINESS OPPORTUNITY



WHY PEOPLE CHOOSE THE MARY KAY BUSINESS OPPORTUNITY!

Please check those that apply to you:

- GAIN NEW FRIENDS
- GAIN SELF-CONFIDENCE
- IMPROVE MY APPEARANCE
- RUN MY OWN BUSINESS
- EARN EXTRA INCOME
- BUSINESS TAX BENEFITS
- FLEXIBLE HOURS
- TO HELP OTHERS
- PERSONAL GROWTH
- FULL-TIME CAREER
- PART-TIME CAREER
- DEVELOP NEW SKILLS
- CAREER ADVANCEMENT

SEVEN QUALITIES FOR SUCCESS

1. THEY ARE BUSY PEOPLE
2. THEY ARE NOT THE SALES TYPE
3. THEY DO NOT KNOW A LOT OF PEOPLE
4. THEY ARE FAMILY ORIENTED
5. THEY HAVE MORE MOUTH THAN MONEY
6. THEY ARE HAPPY WITH THEIR LIVES, BUT ARE LOOKING FOR SOMETHING MORE
7. THEY ARE DECISION MAKERS

WHERE DO I GET MY CUSTOMERS?

Initially, from family and friends
Think about who you know from...

- your old job?
- current job?
- husband's business?
- church? Or civic group?
- professional associates?
- your apartment building?
- your neighborhood?
- people you do business with?

What about...

- who takes care of your kids?
- who's children do you take care of?
- who teaches your children?
- who does your hair?
- who needs some attention?
- who needs to improve their image or appearance?
- who already loves Mary Kay products?
- who lost some weight?
- who's on your bowling team?

We also teach you how to get appointments for facials and skin care classes from people you don't know— an extremely important part of our training!

WHAT OTHER BENEFITS ARE THERE BESIDES THE MONEY I MAKE?

Besides the income potential from product sales and commissions, what are some other benefits of a career in Mary Kay?

- Tax benefits and deductions for automobile expenses, home office expenses, telephone expenses, entertainment and travel expenses, when associated with Mary Kay business, skin care class supplies and office supplies.
- No territories or quotas
- No franchise fees
- Can get started for as little as \$100 plus tax.
- Set your own hours
- Be your own boss and set your own pace
- Full-time pay for part-time work-\$30 to \$70 per hour
- Free training program
- #1 best selling product in the United States
- Continuous growth in self confidence and esteem
- Prizes and awards
- Recognition and praise
- _ Life and product insurance programs
- In business for yourself, but not by yourself; a strong support system
- Company motto: Faith First, Family Second, Career Third
- No risk, 90% buy back program

HOW DO I MAKE MONEY IN MARY KAY?

There are a number of avenues for making money in your Mary Kay business and it's up to each Consultant to decide which of the avenues she wants to tap into!

PRODUCT SALES

A Consultant buys product at wholesale from Mary Kay Cosmetics and sells it to her customers for a suggested retail price. For example, if she bought a product from the Company for \$5, she would sell it to her customer for \$10.

TEAM BUILDING

As a Consultant shares the business opportunity with others and begins building a team of personal business associates, she begins earning commissions of 4% on her team's total monthly wholesale product purchases. As her team and purchases grow, those commissions can grow from 9% to 13%.

DIRECTORSHIP

A Consultant can choose to promote herself into Directorship by qualifying with a minimum team of 24 business associates. As a Director, she earns additional commissions and bonuses based on the total wholesale purchases of her unit members.

AUTOMOBILES

Consultants can earn the use of a Chevy Cruze for up to a two-year period, with the only cost being \$30 a month for insurance. As she promotes herself up the Mary Kay career ladder to the position of Director with a team of Consultants, she is able to earn the use of a Chevy Equinox or Cadillac.

HOW MUCH TIME DOES IT TAKE?

There are two ways to look at the time question: (1) do you want to work your business full or part time? (2) how much profit do you want to make?

PART VERSUS FULL TIME

Many Consultants have full-time jobs or families and choose to work their Mary Kay business on a part-time basis. As their Mary Kay business grows, some of them decide to work their business full time. Other Consultants choose to begin their business on a full-time basis. That's the beauty of Mary Kay—the choice is yours!

PROFIT VERSUS TIME

In Mary Kay, the profit you make is directly related to the amount of time you spend holding appointments. Here are some representative figures:

In addition, a Consultant would normally spend 2 hours each week attending a unit sales meeting, 1 hour booking or scheduling classes, and 1 hour doing office work.

Hours/Week	Activity	Profit a Week w/Reorders
3	1 Party 1 Facial	\$200
6	2 Parties 2 Facials	\$400
10	3 Parties 3 Facials	\$700

HOW MUCH MONEY CAN I REALLY MAKE?

FROM PRODUCT SALES

A Consultant can earn \$10,000 a year in profit for each 100 customers she services. It is not unusual for a Consultant to have two or three hundred customers.

FROM TEAM BUILDING COMMISSIONS AS A CONSULTANT

- A consultant with just one team member starts to earn a 4% commission on their total wholesale production.
- With 5 or more team members, the consultant earns a 9% commission.
- In any month that a Consultant orders \$600 in wholesale products and 5 or more personal team members place orders, a 13% commission is paid that month.
- All commissions are paid by the Company directly to the Consultants.

AS A DIRECTOR

A Director's monthly commissions and bonuses are based on total wholesale production of her unit members. The following table shows typical commission levels for various unit sizes, as well as the automobile earned at that level of unit production. You would also receive monthly bonuses from \$500 to unlimited.

UNIT SIZE	MONTHLY COMMISSIONS	AUTOMOBILE
24	\$1,800	Cruze
50	\$2,700	Chevy Equinox
100	\$5,400	CADILLAC
200	\$10,300	CADILLAC

