



The Avenues of Income

No Quotas ~ No Territories ~ Dual Marketing Plan ~ Tax Advantages

Golden Rule Philosophy ~ God First, Family Second, and Career Third

Classes and Facials:

1. Mary Kay Cosmetics has the highest profit margin in Direct Sales, _____%.
2. The average class or party is \$_____ in retail sales.
3. The average class size ranges from _____ guests. The average class takes a total of _____ hours including set-up and break-down.
4. The average facial ranges from _____ guests, takes _____ hour, and averages \$_____ in retail sales.
5. The average hourly profit is \$_____.

Reorders: Mary Kay Cosmetics enjoys the highest brand loyalty in the industry. Therefore, our reorder business is substantial.

1. Profit on all products sold as a reorder is still _____%.
2. The average skin care client is projected to spend a minimum of \$400 a year on Mary Kay product.

The Reorder Formula:

_____ new clients/week = _____ hours/week

_____ weeks/year x _____ clients/week = _____ clients/year

_____ clients/year x \$400/year = \$_____ retail sales/ year = \$_____ profit/year

Team Building: Mary Kay is a dual marketing plan. All commissions are paid to the recruiter from corporate profits.

Consultant team builders can earn _____ to _____% on every wholesale order placed to the company by their team members.

Company Car: Part-time consultants who lead a personal team of _____ working consultants can earn the use of a white Chevrolet Cruze. The qualification period is 1-4 months and qualification may be submitted infinite times. Everything is paid for except gas and a portion of the insurance. Taxes, title, plates, registration, other fees, and the remainder of the insurance are paid for by Mary Kay! Cash option in lieu of the car is \$_____ monthly.

Directorship:

Consultants who lead a team of _____ working consultants can choose to earn the position of Directorship. The qualification period is 1-4 months and qualification may be submitted infinite times.

Directors can earn _____ to _____% on total monthly unit production, with a bonus of _____% unlimited, beginning at \$_____ monthly.

Senior Directors can earn _____ to _____% on their offspring directors.

Benefits of directorship include an Annual Wellness Bonus, Red Jacket Bonus, Unit Development Bonus, the use of a black Chevrolet Equinox or Ford Fusion (cash option \$500 monthly), or the prestigious Pink Cadillac (cash option \$900 monthly), trips, diamonds, prizes, and recognition.

More women make over \$100,000 a year in Mary Kay than in any company in America!