

All About You!

Tell me a little about you!

What brings you joy?

What can you see yourself doing with an extra \$50-\$100 a week?

If you could have any dream come true within the next year, what would it be?



Top *Mary Kay* FAQs

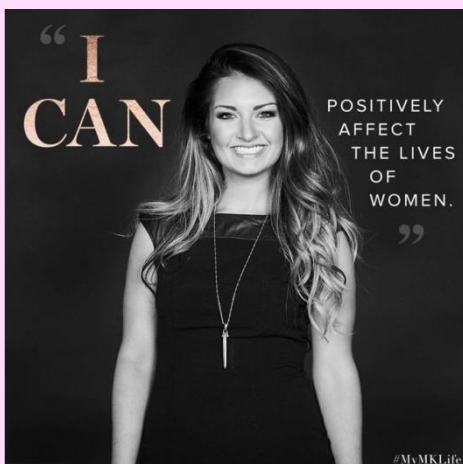
What do you do?

As a beauty consultant...I help women *feel more confident* by personalizing their ideal beauty experience.



As a sales director...

I coach other beauty consultants towards achieving their own unique business goals.



What does a Mary Kay life look like?



You Are *Your Own Boss*
Freedom of Designing Your Schedule

...

"Undercover Consultants"
Part-Time: 4-10 Hrs/Week
Full-Time: 15-20 Hrs/Week
3+ Ladies: 1-2 hours
1-2 Ladies: 45min- 1 hour



Relationship-Focused

...

Personal Development

...

Golden Rule Culture

...

Prizes & Recognition

...

Unlimited Leadership
Opportunities



*Independent
Entrepreneur – fit your
lifestyle!*

On the go, beauty
experiences one-on one
or with girlfriends,
personal website orders...

*National Sales Directors on their all-
expenses paid trip to Argentina*

How do I Make Money?

50% Commission on Sales

Think Like a Wholesaler – buy for \$1, sell for \$2

No Sales Quotas or Time Requirements

Customer Reorders – Consumable Products

...

Desire to lead?

Leadership “Pink Love” Pay Checks!

Paid as Coaches When We

Mentor Others



Career Car Program



Chevy Cruze



Ford Fusion or Chevy Equinox



Cadillac XT5

- Large % of the Insurance•
- The Tag & the Title•
- Free Oil Changes, Tire Rotation, and Maintenance on Cadillacs•
- OR Career Car Cash Compensation•

What does it take to get started?

\$100 Starter Kit + Tax & Shipping

\$318 Value of Retail Sized Demo Products

Enough Basics & Samples for 30 Makeovers

New Consultant Business Tools and a Free Business Coach!



How do I learn to be a successful consultant?

Full New Consultant Training Program




ADVANCED
COLOR
CONSULTANT


ADVANCED
SKINCARE
CONSULTANT

 **MK University**

MKUniversity

Skin Care & Color Certification

Local & Corporate Training Events

Books

Audio Recordings

Videos

Shadow parties/facials

Working with your mentors!

What makes someone a good match?



I Look for...

1. "I'm interested in **working a couple hours a week & being a consultant for my friends and family.**"
2. "I want to create **"more" in my life and work part time for solid extra income for me and my family.**"
3. "I want the executive level income, culture, opportunities, and the leadership potential **I want the career.**"

Women who...

- Are not **"salesy"**
- Love the product!
- **Motivated for more: freedom, financial stability, success, more friendships and joy.**
- Coachable – want to **learn new skills**



Your Opinion Matters to Me!

- What most impresses you about the opportunities with a Mary Kay business? What experiences feel most exciting to you?
- What drives you/motivates you? 1) Achievement and recognition, 2) freedom and flexibility, 3) love and relationships, 4) stability and security, 5) or fun and excitement?
- What qualities do you have that you believe would help you as a consultant?
- What questions can I answer for you?
- Letter Grade based on your personal interest...
 - A – Absolutely! This feels like just what I've been looking for! Teach me how to do this!
 - B – Sounds great! And I have more questions! Send me more information or buy me a cup of coffee to chat!
 - C – Can't ever see myself running my own business, but I'd love to know what's new, be a product tester, and spoiled customer for you!