

Start your Success Story

WITH MARY KAY FOR ONLY \$100!

THREE FORMS OF INCOME

Sales

50% Commission:
At Beauty Experiences, Online,
On Reorders & On-the-Go

Career Car

Career Car (insurance included)
Or
Cash Compensation

Build a Team

Receive 4% - 36% Commission
Receive "Love Checks"
Leadership Position with no glass ceiling



CHEVY CRUZE
\$425/MO



FORD FUSION OR CHEVY EQUINOX
\$500/MO



PINK CADILLAC
\$900/MO



PINK ESCALADE
\$1,400/MO

WHAT ARE THE PERKS?

FINANCIAL

- Average Part-Time Consultant can generate \$5K - \$25K annually.
- Full-Time Directors can generate \$5K - \$20K monthly.
- Average NSD is an official Mary Kay Millionaire.
- Family Security Program provides after-retirement income for NSD's.
- Tax deductions can include car mileage, office & business supplies, travel, etc...
- U.S. tax laws were created to benefit business owners.

FREEDOM • FLEXIBILITY

- A home business makes a great PLAN B.
- Enjoy flexible working hours.
- Enjoy the freedom of being your own boss.
- Transform your life and reach your dreams.
- Increase your influence and financial circumstances.
- Write your own paycheck.

FOUNDATIONAL GROWTH

- God 1st, Family 2nd, Career 3rd.
- Mary Kay's mission – Enriching Women's Lives.
- Living by the Golden Rule - treating others the way you want to be treated.
- Becoming the best version of yourself.
- Positively impacting other women.
- Knowing God created you for something more.

FUN • FRIENDS • FRIVOLOUS

- No quotas and no territories allow you to focus on relationship building.
- Friends are always fun, especially when there are no drama mamas.
- Travel to your fun, inspirational, tax deductible Mary Kay events.
- Be a part of a team and fall in love with creating wins.
- Weekly recognition fills your cup and fuels your dream.
- A buffet of diamonds, gift cards, 5-star luxury trips and other prizes await you.

WHAT CAN YOU PROJECT FROM YOUR SALES IN ONE YEAR?

The average beauty experience had approximately:

- \$200+ in total sales
- 4 guests
- \$50 in orders per guest

The average customer reorders approximately \$200/yr.

We love residual income!

5 SHOWS PER WEEK (15 - 20 HOURS)
 $200 \times 5 = \$1,000$ weekly sales
 $1,000 \times 50$ weeks = \$50,000 annual retail sales
 425 customers x \$200/year = \$85,000 annual reorders
 \$135,000 total annual sales
 \$67,500 profit

3 SHOWS PER WEEK (6 - 10 HOURS)
 $200 \times 3 = \$600$ weekly sales
 600×50 weeks = \$30,000 annual retail sales
 255 customers x \$200/year = \$51,000 annual reorders
 \$81,000 total annual sales
 \$40,500 profit

1 SHOW PER WEEK (2 - 4 HOURS)
 $200 \times 1 = \$200$ weekly sales
 200×50 weeks = \$10,000 annual retail sales
 85 customers x \$200/year = \$17,000 annual reorders
 \$27,000 total annual sales
 \$13,500 profit

Starter Kit Contents

\$394 IN FULL SIZE RETAIL PRODUCTS
 + TOOLS & SAMPLES

