

Mary Kay Inc. was created with one objective: to provide an open-ended opportunity for women. Quite simply, Mary Kay encourages building a successful business while living a balanced life.



Sharing The Product.

- 1) **50% Commission**
- 2) **Skin Care Classes:** 3-6 people (approx. 2 hours)
- 3) **Facials:** 1-2 people (approx. 1 hour)
- 4) **Reorder:** 1 NEW customer per week = 52 new customers per year/ reorder every 3-6 months
- 5) **Dovetailing:** Selling an appointment (the hostess stays in your customer base, you make 15% of the profit)

Why We Love MK.

- Product @ Cost
- Own Boss
- Own Hours
- Tax Advantages
- Unlimited Income
- Highest Paid Women In North America
- No Territories
- Weekly Training
- No Quotas
- No Distributors
- Travel
- Prizes & Recognition
- FREE Career Cars



MK Starter Kit. \$75

- * Includes \$160 in full size product!
- Enough product to do some basic skin care facials and Satin Hands!
- Opportunity to purchase your product at 50% off!

Sharing The Opportunity.

1) Business Associates

Teach/ Share The Business With Women:

- * 1 Team Member: 4% Bonus & Prizes
- * 5 Team Members: 8%, 12% Bonus & Prizes

2) FORD Cash Compensation \$500/month

- * 5 P. Team Members—14 P. Team Members
- * 1-4 Months to finish qualifications

3) Directorship

- * 10 P. Team members—24 Unit Member
- * 1-4 Months to finish qualifications
- * Work & Travel in several different countries
- * Income Triples
- * Paid Life Insurance (up to \$250,000)
- * FORD Fusion, Edge, Taurus & the Pink Cadillac CTS, DTS, SRX



4) National Sales Director

- * Family Secured Retirement Plan



Inventory.

1) Inventory is optional—we are a direct selling company & you are an independent retailer

2) 90% Company Buy Back Guarantee



3) Having Inventory Is:

- More professional
- You sell more
- Saves Time



4) Customers love the service & convenience of having inventory!

Starter Kit Contents

<u>Item</u>	<u>Quantity</u>
TimeWise 3 in 1 Cleanser (normal to dry)	1
TimeWise Age Fighting Moisturizer (normal to dry)	1
Fragrance Free Satin Hands Pampering Set (Retail-size)	1
TimeWise Skin Care Samples (6 Pair Cleanser & Moisturizer in combo/oily)	2
TimeWise CC Creams (lgt-med & med-deep)	2
Mary Kay Color Cards Variety Packs	1
Mirrors with Tray	4
Disposable Mixing Tray (Pack 30)	1
Disposable Face Cloths (Pack 30)	1
Mary Kay Sample Anything Card (Pack of 10)	1
The Look Book (Pack of 20)	1
Customer Profiles (Pack of 30)	1
Beauty Book (Pack of 30)	1
Sales Ticket (Pack of 30)	1
Mary Kay Autobiography- <i>Miracles Happen</i>	1
Consultant Guide	1
Start Earning Now Magazine	1
Applause Magazine	1
Team Building Brochure	1
Hostess Brochure	1
Ready, Set, Sell Brochure	1
Start Something Beautiful DVD	1
Starter Kit Bag with Caddy	1

MARY KAY®

