

### 3 Forms of Income:

1. **50% commission on ALL SALES** ... website, parties, facials, reorders — one of the highest direct sales commission paid. Our product is recession-proof AND consumable, (like milk or bread) so reorders are a large part of our income!
2. **Team Building COMMISSIONS paid by Mary Kay** (not from each other) Beginning with your 1st team member – 4% commission, Five or more team members – 9% or 13% commission! **ALL paid by Mary Kay**
3. **Career CAR Program** – Drive a Career Car or choose the Cash Compensation
  - Chevy Cruze or \$375/month
  - Chevy Equinox or Toyota Camry or \$500/month
  - Cadillac SRX or \$900/month



#### Why own a business?

- **The American Dream** is to be your own boss and set your own hours
- **Tax Deductions** – lower your taxes with all the in-home business tax write offs

#### Tax Benefits and Deductions

- **Automobile costs** - .55 cents per mile for business related-travel
- **Telephone** – your cell phone can be your main business line
- **Entertainment and travel** – when primarily for your Mary Kay business
- **Party/Facial supplies** – washcloths, cotton balls, Starter Kit, etc.
- **Office supplies** - printing, postage, paper, pens, etc.

#### What are the advantages of having a MK Business?

- **NO quotas or territories** – Take your business anywhere in the U.S.
- **Full training program for FREE** - Education, Motivation & Inspiration taught by Top Directors weekly ... NO STUDENT LOANS!
- **Earn Rewards** - Diamonds, prizes, trips to exotic places
- **Website Business for only \$25** – No hidden fee or monthly maintenance fees (\$25 1<sup>st</sup> year, \$50 per year thereafter)
- **Family Security Program** - as a National Sales Director you can retire at age 65 with a pension and retirement program paid for COMPLETELY by Mary Kay
- **Residual Income** – be paid over and over again through repeat sales from customers (consumable product) & team building
- **Live On Your Terms** – Freedom & Flexibility ... set your own schedule and pace based on your life
- **Opportunity to Share** – America's **BEST SELLING** brand that everyone will love.
- **Achieve Success** – Enjoy opportunities to reach your goals with NO LIMITS
- **Enrich Lives** – **Make a difference!** Share the opportunity with others to empower them to reach their goals!

#### What's the Investment to start a MK Business?

- **\$100 Starter Kit** (\$550 retail product & business tools) plus local tax and shipping
- **Inventory** – optional, but highly recommended

#### Our Company Philosophies:

**Mary Kay Philosophy =**  
God 1st, Family 2nd, and Career 3<sup>rd</sup>  
**Golden Rule**

“Do unto others as you would have them do unto you.”



**MARY KAY®**  
America's  
Best-Selling Brand



... America's Best Kept Secret!!!

#### What Can You Project From Your Sales In 1 Year?

- At each Party, the number of guests ranges from 3-6, an average of 4
- On average, you will sell \$200 per Party
- On average, you will add 2 new skin care clients per Party
- On average, a skin care client reorders \$25 per month (\$300 per year)

#### 5 Parties per week (15 – 20 hours) = \$100,000 PROFIT

\$200 x 5 = \$1,000 weekly sales  
\$1,000 x 50 weeks = \$50,000 annual retail sales  
500 customers x \$300 per year = \$150,000 annual reorders  
\$200,000 total annual sales  
**\$100,000 profit**

#### 4 Parties per week (10 – 15 Hours) = \$80,000 PROFIT

\$200 x 4 = \$800 weekly sales  
\$800 x 50 weeks = \$40,000 annual retail sales  
400 customers x \$300 per year = \$120,000 annual reorders  
\$160,000 total annual sales  
**\$80,000 profit**

#### 3 Parties per week (6 - 8 hours) = \$60,000 PROFIT

\$200 x 3 = \$600 weekly sales  
\$600 x 50 weeks = \$30,000 annual retail sales  
300 customers x \$300 per year = \$90,000 annual reorders  
\$120,000 total annual sales  
**\$60,000 profit**

#### 2 Parties per week (4 - 6 Hours) = \$40,000 PROFIT

\$200 x 2 = \$400 weekly sales  
\$400 x 50 weeks = \$20,000 annual retail sales  
200 customers x \$300 per year = \$60,000 annual reorders  
\$80,000 total annual sales  
**\$40,000 profit**

#### 1 Party per week (2 hours) = \$20,000 PROFIT

\$200 x 1 = \$200 weekly sales  
\$200 x 50 weeks = \$10,000 annual retail sales  
100 clients x \$300 per year = \$30,000 annual reorders  
\$40,000 total annual sales  
**\$20,000 profit**



Take the next step to living the life of your dreams!!!