

# **2 YEARS FROM NOW ...**

***Where do YOU want to be?  
The same place ... or some place different?***

## **Here are the 5 Most Frequently Asked Questions about Mary Kay:**

### **1. HOW MUCH MONEY CAN I MAKE?**

Revenue opportunities are numerous! Product marketing. Team building. Leadership. Or any combination. The choices are yours and the potential unlimited when you have a consumable product and are in a recession-proof industry. Your Mary Kay business provides an open-ended professional solution, free of glass ceiling and corporate down-sizing. You are free to advance to the status you choose at your own pace!

### **2. HOW MUCH TIME DOES IT TAKE?**

As much as you want it to! The busier you are the better you'll do because you're already a great time manager! Most women who begin their businesses already have another job and a family! The question is not ... "do you have time to start your business" ... BUT, "is how you're currently spending your time getting you where you want to go personally, professionally, and financially?" By investing 10 – 12 hours a week into building your customer base, you can ADD \$50,250 to your current income and be in a position to earn the use of a FREE CAR and go into management!

### **3. WHERE DO I GET MY CUSTOMERS?**

That's what training is all about! We teach you how to "weave" your business into your already busy schedule! Quite simply, wherever people have skin, you have prospective clients! We teach you how to find customers and what to say to schedule appointments. We help launch your business opening with either a Business Debut or Beauty Escape! You can have your own Web page with Mary Kay and can utilize it to build and service your clientele!

### **4. WHAT IS THE INVESTMENT?**

Your Starter Kit is \$100 plus tax and shipping! It contains all of your demo products, literature, training tapes, and tools to open your business. The Starter Kit is valued at over \$400! Most consultants choose to have product on hand to service their customers on the spot. Product is not required but recommended as you save time and make more money! Women buy more when they can take it home! Plus, you save time because you don't have to go back and deliver! You can have as much or as little product for your customers as you choose. Many consultants start out with a couple hundred dollars to a couple thousand dollars of product ... the choice is yours. Mary Kay has incredible FREE PRODUCT BONSUES available to you to help launch your business! Your Director will counsel you according to your individual needs and business goals.

### **5. HOW DO I GET STARTED?**

Once you are recommended by your consultant, submit the paperwork to Mary Kay for acceptance along with your check or credit card for \$100 plus tax and shipping. You are then eligible to order your product at wholesale and begin your training.

## Facts About Mary Kay, Inc.

- We've been the BEST SELLING BRAND of facial skin care and color cosmetics in the U.S. since 1993! We have approximately 9% of the U.S. facial skin care market and 8% of the facial color cosmetics market!
- Our year-end wholesale sales were over \$1.2 billion (equating to over \$2.4 billion in sales at the retail level)!
- We have been named 3 times as one of the 100 Best Companies to Work for in America (1984, 1993, 1998) and as one of the "10 Best Companies for Women to Work For"!
- We have more women who earn over \$100,000 per year than in any other company in America!
- We have 750,000 consultants in 36 countries worldwide
- We have 9,000 FREE cars on the road with 1,600 Pink Cadillac's ... the largest fleet of GM cars in the world valued at over \$140 million!
- We are #4 in worldwide sales of Internet companies and 83,000 consultants have a web page!
- We have 10,000 Sales Directors and 119 U. S. National Sales Directors! Each NSD has a paid retirement plan from ages 65 – 80. (NSD Emeritus, Shirley Hutton, is paid \$60,000 a month until age 80!)

Want to know more, log on to our web site: [www.marykay.com](http://www.marykay.com)

## Enriching Lives ... ... that's what Mary Kay is all about!

An inspiring career ... Boundless earning potential ...  
Flexibility to create your own schedule  
Time for family and yourself ... A community of positive, supportive women

Quite simply, Mary Kay, Inc. was created with one objective: to provide an open-ended opportunity for women! The Company encourages building a successful business while living a balanced life ... a philosophy that is more relevant NOW than ever before! Since its start in 1963, Mary Kay has been touching women's lives and living its core values ... the Golden Rule and the priorities of God 1<sup>st</sup>, Family 2<sup>nd</sup>, and Career 3<sup>rd</sup>!

With Mary Kay, your work is MORE than a business or a paycheck. It's a passion and a lifestyle, honing your skills, cultivating your talents, and enhancing your income! You can thrive as part of a positive, supportive community ... now 750,000 strong ... committed to Mary Kay's mission to enrich women's lives. Today, the latest development in Web technology and online shopping allow Mary Kay Independent Beauty Consultants to serve their millions of customers worldwide with personalized service and efficient delivery of products!

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