

# Where do you want to be 2 years from now? In the same place or some place different?

An inspiring career... Unlimited earning potential and financial success... Flexibility to create your own schedule... Time for family and yourself... A community of positive, supportive women... A Mary Kay business can bring something more to your life!

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 built on the highest values of putting God, family, and career in perspective, praising people to success, and working by the Golden Rule (doing unto others as you would have them do unto you). 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 enriching your income! You can thrive as part of a positive, supportive community of women - now 1 million strong - committed to Mary Kay's mission of enriching women's lives. Today, the latest development in web technology and online shopping allow Mary Kay Independent Beauty Consultants to serve the millions of customers worldwide with personalized service and efficient delivery of products!

## Here are the answers to 5 of the most frequently asked questions:

1. How much money can I make? Revenue opportunities are numerous. In addition to profits through our 5 ways of product marketing: on the face, on the go, on-line, on paper, and on with the show, Consultants also earn other benefits such as team building commissions (paid from corporate profits) and free cars. The choices are yours and the earning potential is unlimited! As your customer base grows, so will your reorders because of our consumable product. Your Mary Kay business provides an open-ended professional solution, free of glass ceiling limitations and corporate downsizing. You advance 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 are already a great time manager. Most women who begin their Mary Kay businesses already have a job and a family. The question is not "do I have time to start a business" but rather "is how I am currently spending my time getting me where I want to be personally, professionally, and financially?" We can teach you how to weave your new business into your already busy life so that you can achieve your business goals!
3. Where do I get my customers? It starts with women you already know! We train you to grow your customer base with specific instruction on how to find new customers and book appointments. We also help launch your business with a Business Debut. Since we have no territories, your out of town friends and family can shop with you too. If you know three women with skin, you have a great start to your new business!
4. What is the investment? Your Starter Kit is \$100 plus tax and shipping. It contains all the tools you will need to introduce your first 30+ customers to our best-selling products along with step-by-step guides on how to run your business. The Starter Kit contains over \$410 of full-sized retail product, and along with all of the other tools included, it is valued at over \$500! Most Consultants choose to have product inventory on-hand to service their customers on the spot. Inventory is not required but it is recommended because it helps you to save time and make more money. You can have as much or as little inventory as you choose. Mary Kay also has incredible free product bonuses available to help you start your business! Your Sales Director or recruiter will counsel you and help you make these decisions according to your individual needs and business goals. If you decide Mary Kay is not for you, the Company has a 90% buy-back guarantee on product purchased within the last 12 months.
5. How do I get started? Its as easy as submitting your Beauty Consultant Agreement along with your check or credit card for your \$100 Starter Kit plus tax and \$8.75 shipping! You are then eligible to order your products at cost and begin your training!

## Facts about Mary Kay, Inc.

In 2009, Mary Kay's global wholesale sales totaled \$2.5 billion which equates to more than \$5 billion in sales at the retail level!

Mary Kay has been the best selling brand of facial skin care and color cosmetics in the nation since 1993! We have approximately 9% of the market!

Mary Kay was one of 20 companies profiled in the book, *Forbes Greatest Business Stories of All Time*, and Mary Kay Ash was the only woman business founder in the book.

Mary Kay has been named 3 times as one of the "100 Best Companies to Work for in America" and as one of the "10 Best Companies for Women to Work For"!

The Mary Kay Charitable Foundation funds research of cancers affecting women and prevention of violence against women. The Foundation has awarded over \$40 million to researchers and shelters.

There are more than 2 million Independent Beauty Consultants and Sales Directors servicing their customers in 35 markets worldwide.

More than 39,000 women are currently Mary Kay Independent Sales Directors with thousands of them earning more than \$50,000 a year from their businesses!

Over 600 women have reached the position of Independent National Sales Director and have average incomes well into six figures annually! Each NSD has a Company paid retirement plan from age 65 to 80 with full survivor benefits (NSD Emeritus Shirley Hutton is paid \$60,000 a month until age 80)!

There are more than 12,000 FREE Mary Kay cars being driven today in the United States, including the Chevy Cruze & Equinox, Toyota Camry, and our famous Pink Cadillac!

### Available Mary Kay Career Positions – promote yourself to whatever level you choose!

#### Personal Use Consultant

Purchase product at wholesale cost for self, family, and to use for gifts! Benefit from the tax deductions available for home based businesses. All activities are optional and your schedule is totally at your discretion. Order \$225 wholesale per year at one time.

#### Hobby Consultant (1-2 hours per week)

Service family, friends, neighbors, and co-workers. Earn extra income by recruiting business associates into the company. Earning potential of \$50-150+ per week plus tax deductions.

#### Part Time Consultant (6-8 hours per week)

Teaches one skin care class per week. Building a customer base at about three to five customers per week. May earn extra income through recruiting. Earning potential of \$100-300+ per week plus tax deductions.

#### Career Path Consultant (12-15 hours per week)

Holds 2-3 classes and 2-3 recruiting interviews per week. Services existing customer base. Develops leadership skills. Earns commission based on personal team production. Eligible to earn the use of a FREE Chevy Malibu. Earning potential of \$600-800+ per week, plus the use of a FREE car, plus tax deductions.

#### Sales Director (20-40 hours per week)

Conducts training classes, helps Consultants build their customer base, and move up the career path. Teaches skin care classes and builds personal customer base. Eligible to earn the use of a Chevy, Toyota or a Pink Cadillac. Earns commissions on both personal team production and total unit production. Eligible to earn additional bonuses of \$5,000+ per month. Earning potential of \$50,000+ per year, plus many other Company awards and trips, plus Company paid Term Life and disability insurance, plus tax deductions.

#### Senior & Future Executive Senior Sales Director

Sales Director responsibilities and benefits as listed above. Helps 1-4 women become Sales Directors. Earning potential of \$75,000+.

#### Executive Senior Sales Director

Sales Director responsibilities and benefits as listed above. Helps 5+ women become Sales Directors. Earning potential of \$100,000+.

#### National Sales Director

Becomes a Director of Sales Directors. Helps at least eighteen women become Sales Directors. Earning potential of \$200,000 - \$1 million+, choice of Cadillac, plus family retirement plan with survivor benefits.