

Facts to Share only when asked ...

Our Marketing Plan (Selected the #1 marketing plan by Harvard School of Business)

1. Income is based on retail sales. 50% discount on wholesale purchase. Purchase for \$1.00, sell for \$2.00.
2. Considered "Dual" marketing, not multi-level or "pyramid".
3. 90% buy-back guarantee, on any Section 1 products purchased within the past 12 months.
4. Everyone begins at the same level and promotes themselves based on performance and leadership.
5. No territories, sales, or time quotas assigned.
6. Can work part-time or full-time.
7. \$100 + tax and shipping puts you in business.

AVENUES OF INCOME ... (how we make money ...)

Skin Care Classes & Facials
Reorders
Miscellaneous Sales (Holiday baskets, open houses, etc.)
Personal Team-Building Commissions and Bonuses
Company Awards, Incentives, and Prizes
Career Car Program
Sales Director Commissions and Bonuses
Tax Deductions

INCOME POSSIBILITIES

Average class takes about 2 hours. Average sales of \$300 = \$150 average profit per class.

How many would you do per week? _____ x \$150 = _____

Plus reorders and Team Building Commissions!

A FEW WAYS TO WORK YOUR BUSINESS

Career Full Time Part Time Hobby

Women come into Mary Kay for a variety of reasons.

- Company Philosophy: Faith first, family second, career third and living by the Golden Rule.
- Money: Unlimited earning potential.
- Recognition: Prizes and awards for outstanding achievements.
- Flexibility: Work around your schedule.
- Self-esteem: Positive support system that encourages success.
- Car Program: Use of company car with license and most insurance paid.
- Advantages of being your own boss: Tax benefits and flexibility.
- No territories or quotas: Sell products and build your team anywhere in the U.S.
- Love Mary Kay products: Purchasing your Mary Kay products at wholesale.
- Friendship and Fun!
- Helping others feel better about themselves.



The Six Qualities of Successful Mary Kay Consultants.

1. They are **busy** people.
Know how to prioritize.
Excellent time managers.
May not have 10 hours, but may have 10 minutes, 3 times a day!
2. They have **more month than money**.
Motivated to make more money.
Goal-oriented and ambitious.
3. They are **not the 'sales type'**.
Not pushy, but informative.
Like people and repeat business from happy clients.
Not aggressive ... they attract ... not attack.
4. They want to **build their business** ... not just around family and friends.
Want to build a business with real customers.
Developing clientele is covered in training and with ideas shared at weekly meetings.
5. They are **family oriented**.
Motivated by the needs of their families.
Don't use their family as an excuse, but as a reason to do well.
Want more for their family and want to present a good example to their children.
6. They are **decision makers, not procrastinators**.
Sitting on the fence of indecision is very uncomfortable!
They realize that there's never a "perfect" time to begin something new.
The lights on the highway are never all green at the same time.
They'll never really know unless they try.

If no decision has been made today or no not now ...

Thank you for taking the time to hear some of the facts. Know that the MK Opportunity will always be there should your circumstances change. In the meantime, I would love for you to be a Talent Scout for me. When you refer someone to me that becomes a *Qualified Beauty Consultant, you will receive a finders fee of \$50.00 in Mary Kay Products.

Please share with me your interest level ...

- A. Absolutely ... what have I got to lose?
- B. Buy me dessert and let's talk.
- C. Call and invite me to another event.
- D. Definitely, I want to stay as your customer.

*Qualified equals minimum \$600 Whls. 1st order.



STEPS NECESSARY TO GET STARTED

Make the decision that this is something you would like to try. Complete your agreement and submit money order, check or credit/debit card for \$100 + tax & shipping (\$8.75).

Is there any reason why we can't complete the paperwork and get you started on your training?