

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 Malibu or \$375/month
 - Chevy Equinox or Toyota Camry or \$500/month
 - Cadillac CTS or 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
- **Earn Rewards** - Diamonds, prizes, trips to exotic places
- **Website Business for only \$25** – No hidden fee or monthly maintenance fees (\$25 1st 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** - on sales (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 reach their goals!

What's the Investment to start a MK Business?

- **\$100 Starter Kit** (\$475 retail value) plus local tax and shipping
- **Inventory** – optional, but highly recommended

Our Company Philosophies:

Mary Kay Philosophy

God 1st, Family 2nd, and Career 3rd

Golden Rule

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



MARY KAY[®]
America's
Best-Selling Brand

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
- An 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!!!