

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
7:00am							
8:00am							
9:00am							
10:00am							
11:00am							
12:00pm							
1:00pm							
2:00pm							
3:00pm							
4:00pm							
5:00pm							
6:00pm							
7:00pm							
8:00pm							

Retail Income

Pay yourself immediately on product sales.

Beauty Experience Income

_____ # of Beauty Experiences a Week
 x \$300 Sales at Beauty Experiences with 3 adults
 \$ _____ Weekly Sales
 x 4 Weeks in a Month
 \$ _____ Monthly Sales
 x 50% Commission on Retail Sales
 \$ _____ Monthly Profit before expenses*

* It's suggested that you save 10% of your profit for business expenses.

Reorder Income

2 Prestige Clients a Week
 x 50 Weeks in a year (2 weeks off for vacation)
 100 Prestige Clients
 x \$300 Average customer spends per year
 \$30,000 Yearly raise in sales
 x 50% Commission
 \$15,000 Average profit raise*

Team Building Income

Commissions are paid once a month from the company, based on number of team members, size of their orders and size of your personal order.

To design your dream check see the "Build Your Paycheck" and "Steps to Success" brochures.

IF YOU THINK YOU CAN, YOU CAN. IF YOU THINK YOU CAN'T, YOU'RE RIGHT.

~Mary Kay Ash~

Please Note: This flyer is designed by NSD Diana Sumpter to show the different avenues of income of our marketing plan. The information provided in this document is for illustrative purposes and accuracy or projected income is not guaranteed.



6 Avenues of Income

1 Marketing the Product

50% ... One of the highest direct sales commissions paid in the United States from the sale of the product. Money is given directly to you and you order directly from the company - you don't have to wait for a check to come from Mary Kay

- **On The Face** - Designed for women who like to pamper others and build relationships. These beauty experiences gather women around the kitchen table in groups of 1-6.
- **On The Go** - 10-15 minute product preview is great for a quick lunchtime appointment, right after work, or even at the ball field.
- **On Paper** - Allowing others to sell product in exchange for free product bonuses. Great for busy women and women who don't know a lot of people. This is perfect for women whose schedules are full but their checkbooks are not!!
- **Online** - Have your own interactive website for a minimal yearly fee. Mary Kay creates and maintains it for you and makes you look so professional.

2 Product Reorders

Earn 50% from the sale of the product. Our product is consumable, like sugar and bread, so reorders become a large part of our income.

3 Dovetails

You will receive 15% of the sales from an appointment that you sell to another consultant when a scheduling conflict arises. Mary Kay's priorities are God First, Family Second and Career Third. This is the only time that money is exchanged between consultants.

4 Team Building

Mary Kay is a dual-marketing company—not a MLM (Multi-level Marketing). Team building commission is paid directly from the Company as long as the team member and recruiter are active.

5 Career Car Program

Mary Kay has 4 levels of career cars that you can earn from the company. You can choose a cash compensation package (\$425-\$900 a month) for 2 years or the use of a leased car, with the license, tax, car payments and a portion of your insurance paid for 2 years.

Which car would excite you the most? Chevy Cruze, Ford Fusion, Chevy Equinox, Chevy Traverse, Mini Cooper or the famous Pink Cadillac?



6 Leadership

Sales Directors can earn an additional 13% commission on unit wholesale production each month and qualify for monthly, quarterly and yearly cash bonuses. This all comes in the form of a commission check from the Company, never from the Consultant's pocket. Directors can also qualify for diamond jewelry, the use of pink Cadillacs and first-class trips around the world.

Family Security Program

First in direct selling industry to offer a 15 year "retirement" plan for the National Sales Director position.



ONCE UPON A TIME



an attractive, ambitious woman went into a beautiful store with a reputation for excellent quality merchandise. She said to the owner...

"I would like to work for you. I will work hard -- in fact, I'll do a great job & be very loyal -- but I ask for the following:

- ☀ For all the sales I generate, I want to keep **50%** as my commission.
- ☀ I will get others to join my team and sell too, and I want to be paid a **Commission** on everything they do, **FOREVER**, from 4% to 13%, even as high as 26%.
- ☀ I want to have **flexible work hours** so that I can create my own schedule and take time off when I choose. I also want **no quotas** and **no territories**.
- ☀ My **family** must always come first regardless of other appointments.
- ☀ When I do things well, I want ample positive recognition with **prizes and great bonuses**-- not meaningless little things, but things like diamonds and world-class trips.
- ☀ I want to be able to promote myself to **leadership**, entirely through my own efforts, as quickly as I choose or at my own timing.
- ☀ I would like to earn the use of a brand **new career car every 2 years** with unlimited mileage, which you pay for. Maybe a nice little Chevy Malibu or Equinox or Mini Cooper or even a pretty Pink Cadillac. And, I would also like for you to pay most of the auto insurance and all the taxes & registration as well.
- ☀ I would like a **Family Security Program** that I don't have to contribute to and isn't tied to the stock market.

This is what I would like. Can you give me these things?"

The store owner was in shock. Finally, she loudly said with condescending laughter "NO, not one of them! And I daresay you'll not find such an opportunity anywhere!"

BUT SUCH AN OPPORTUNITY EXISTS

Mary Kay's generosity to their salesforce cannot be matched!

1 Business Start-up

The Starter Kit is only \$100 plus sales tax and shipping for a value of over \$500.



2 Creating Income

50% ... One of the highest direct sales commissions paid in the United States from the first-time sale of the product to all reorders following.

3 Buy Back Available

You have one year to decide if Mary Kay is right for you. If it's not, they will buy back your product for 90% of the purchase price.

4 Customer "WOW" Experience

Mary Kay allows us to have products on-hand to allow our customers almost immediate delivery.

5 Education

Become a skin care and glamour expert with local events and online training. Learn how to build a customer base.

6 Team Building

Mary Kay is a dual-marketing company—not a MLM (Multi-level Marketing). Team building commissions are paid directly from the Company.

7 Career Car Program

Mary Kay has 4 levels of career cars that you can earn. You can choose a cash compensation package (\$425-\$900/month) or the use of a **leased** car.



8 Leadership

Sales Directors commissions can double each month plus qualify for monthly/quarterly/yearly cash bonuses, diamond jewelry and first-class trips around the world.

Family Security Program

First in direct selling industry to offer a 15 year "retirement" plan for the National Sales Director position.