

## ***ANSWERS TO HUSBAND'S QUESTIONS:***

Husbands are always concerned with the well-being and success of their wives. Following are some questions asked by concerned, supportive husbands.

### **Exactly what will my wife be doing?**

She will be teaching skin care. She will own and operate her own business as an independent contractor – she's not an employee of Mary Kay Inc or mine. Her classes will be taught to groups of one to six women.

### **Where will she conduct her business?**

Her classes will be held in either her home or a hostess who has invited her. Your wife will have no territories and may build her business anywhere she chooses in the United States and its territories.

### **What hours will my wife be expected to put into her business?**

As an independent businessperson she will set her own schedule and can conduct business around family and other activities. We do suggest she completes a weekly plan sheet every Sunday, so you both know and agree to her schedule. We feel it is vital that you both agree on her schedule and that she works as planned. The more hours she puts into her business, the higher her income potential.

### **My wife knows very little about teaching skin care and selling. How can she expect to be successful?**

Educational materials are available such as *Career Essentials* that can help your wife learn more about the skills necessary to help her be successful in her Mary Kay career. She will learn many facets of her business including: how to schedule classes and manage her new income. There will be local educational opportunities covering basic skin care and make-up techniques.

### **What is the \$100 Starter Kit?**

The starter kit contains the items she needs to get started teaching skin care.

### **What is inventory and why does she need it?**

Product inventory is not required to start her business. She may conduct her first skin care classes using just her showcase. However, she may want to start with an initial inventory so her customers can get their products immediately.

### **We don't have that much money in savings. Now what?**

Few people have disposable income to place an initial inventory order. Even if you do, consider a bank loan or a credit card or other available line of credit. Most businesses begin on borrowed capital. Keep in mind that if your wife decides that Mary Kay is not for her, the Company will buy back her original and unused showcase and original and unused Section 1 products purchased from the Company within one year for 90% of her original net cost. See the Independent Beauty Consultant Agreement for complete details.

### **Is this a "pyramid" company?**

NO! Mary Kay is a true direct selling company where there is only one wholesale sale (company to consultant) and **one** retail sale (consultant to customer) of Mary Kay Products. There are **no levels of wholesalers** between the Company and the consumer through which products pass at varying discounts before sales. Everyone recruited as a consultant is recruited to sell products at retail. The entire marketing structure is based on and intended to foster retail sales to ultimate consumers.

### **Do women really buy this stuff?**

YES! Based on the most recently published industry sales data, Mary Kay is the best-selling brand of facial skin care and color cosmetics in the United States. Mary Kay has brand loyalty and our skin care classes and "try before you buy" format is very appealing to women. When a Beauty Consultant offers personalized and prompt service, her customer is satisfied and may tell her friends to try Mary Kay. More classes can be booked and more customers can be found!

### **How does my wife receive the products?**

Each consultant orders independently, directly from the company, and the products are shipped via UPS to her door. The average receiving time is seven days from the day the order was placed.