

Avenues of Income

THE SALE OF COSMETICS

As a consultant, you buy the product directly from the company at a 50% discount. When you sell the product to your customers you double your investment.

ON THE FACE!

The Skin Care Class (3-6 people) -The average time spent at a SCC is 2-3 hours depending on the number of guests. Sales vary, but consultants in our area sell from \$100-\$500+ at a SCC.

The Facial (1-2 people) - The average time spent at a facial is 45 minutes to 1 hour. The average sales are \$75 per person.

ON LINE!

With your own Personal Web site address at marykay.com! Mary Kay is the fourth largest on line selling site, higher than ebay!! Visit www.marykay.com!

ON PAPER!

The Preferred Customer Program-a company produced quarterly mailing to support your **REORDER business!** Reorders are a 50% straight profit!! Mary Kay products are consumable; customers will order over and over. The average consumer spends a minimum \$500 per year on cosmetics! Adding 3 faces a week to your business = 150 customers at the end of the first year. Adding 6 faces a week = 300+ customers at the end of the first year.

ON THE GO!

Products packaged for on site selling without education or demonstration, perfect for that **15minute appointment!** Examples: **Satin Hands** and **Miracle Sets!** Sell 10 Satin Hands @ \$28 = \$280 in sales, and at 50%, you will profit \$140! Sell 10 Miracle sets @ \$104 = \$1040 in sales, and at 50%, you will profit \$520!!

Personalized Gift Giving Service! Our gift giving service is perfect for a soccer/gymnastic mom or a busy working woman.

Team Building

RECRUITING COMMISSIONS are paid directly to you from Mary Kay. Your commissions are paid monthly and are based on your team member's wholesale orders. You will earn a 4% commission check when you have your first active team member. Then when you have grown your team to 5 you will earn 9%-13% based on what you personally order that month.

BONUSES of \$50 are earned for every new qualified team member you add after your 3rd team member.

Leadership

GRAND ACHIEVER ~ Drive a leased Pontiac Vibe! You may qualify in one to four months when you achieve 12 active team members and \$18,000 in combined team production.

DIRECTORSHIP is the top leadership position on our career path! As a Sales Director you earn money many different ways:

- The sale of cosmetics
- 9% to 13% personal team commission
- Additional 13% director commission
- Unit Volume Bonus (starting at \$500 per month)
- Unit Development Bonus (\$6,000 annually)

In addition directors are eligible to wear the Director's suit and pin, they are eligible to earn the use of the beautiful Platinum Grand Prix or the prestigious Pink Cadillac. Directors earn diamonds, out of the country trips, and are eligible for company paid term life insurance!!! All commissions are paid directly from the company based on unit wholesale production and personal and unit team building.