

WHO IS THE MARY KAY WOMAN?

Professional Woman

Career not satisfying. No quality of life. No time for family, travel, and friends. Starts part- or full-time realizing she can make a great income at her speed and join the other Doctors and Lawyers in MARY KAY Cosmetics.

Corporate Woman

Has the glass ceiling, long hours, downsizing and layoffs. Wants job satisfaction with freedom to make personal choices in her quality of life.

Senior Woman

Has financial restraints. Can't retire. Needs the supplemental income and chance to have fun, meet positive people and simply enjoy life at her pace.

Part-Time Woman

Needs some income. Wants to have fun at a job. Needs boost in self-worth and self-confidence. She sees she can work 3-8 hours per week, go to a fun training meeting, and make a five-figure income!

TAX BENEFITS

As a self-employed, independent contractor, there are tremendous tax benefits to be realized in our MARY KAY career.

While your Director will go over them many times in the course of a year, the company suggests you consult a tax specialist concerning specific business expenses which may be deducted.

WISE
WOMEN
make
WISE
CHOICES

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Imagine

The Perfect Career.

No **9** to **5** GRIND.

NO OFFICE politics.

No **Limit** to How Much **YOU CAN EARN.**

Plenty of time for yourself
And your **family.**

SOUND *impossible?*

MARY KAY FACTS

1. **MARY KAY IS NOT A PYRAMID-TYPE COMPANY.** It is a dual-marketing company, meaning all orders are placed directly to Mary Kay, Inc., and all commissions are paid directly from Mary Kay, Inc.
2. Several prestigious university and college textbook writers have contacted Mary Kay, Inc. to learn more about Mary Kay Ash and her company's business model.
3. MARY KAY Cosmetics has been the best-selling brand of facial skin care and color cosmetics in the United States since 1993.
4. Nearly 300 Independent National Sales Directors in the USA have earned more than \$1,000,000 in commissions.
5. Forbes, Inc. dedicated an entire chapter in their International Best-Selling book, *Forbes Greatest Business Stories of All Time*, titled "Mary Kay Ash and her Corporate Culture for Women."
6. International in scope. Now selling in 35 foreign countries.
7. One of only 2% of cosmetic companies that manufacture their own products.
8. MARY KAY is activity-based. You control how much you earn and when you want to be promoted.
9. To alleviate your concern and allow you to begin your career with a free mind, MARY KAY has a 90% buy-back guarantee to every new Consultant.
10. Unlike companies with 9-5 hours, overtime and glass ceilings, MARY KAY allows you to always prioritize faith, family, and career.

START BY CONSIDERING THIS:

- ✓ No Quotas!
- ✓ No Territories!
- ✓ Plenty of Training!

AREAS OF INCOME

Skin Care Classes & Facials

50% The highest direct sales commission in the United States.

- An average class is approximately \$200.
- Attendance ranges from 3 to 6 people.
- An appointment, with driving time, is approximately 2 ½ hours.
- Average income per hour is \$35-\$50.

Reorders

50% Our product is consumable like sugar or bread, so reorders become a large part of our income. An average customer using the Basic Skin Care plus a few glamour items will reorder approximately \$185 within one year.

Dovetails

When unable to hold an appointment, another Consultant will hold it and pay 15% of the total sales to the Consultant who actually set the appointment. This area of income gives us the freedom and flexibility to prioritize our family and business.

Team Building

Sharing the MARY KAY opportunity has always been considered a privilege. Through personally selecting her team members, a Consultant is able to develop her leadership and management skills, while earning commissions in the following manner:

- 4% 1-4 Active Team Members
- 9% 5 or more Active Team Members
- 13% 5 or more Active Team Members who place minimum wholesale orders during 1 month (plus your own \$600 wholesale order).

In addition, \$50 Team Building Bonus with her 4th and each succeeding Business Associate.

Team Manager

With consistent outstanding performance in sales and team building, you and your team of Consultants may earn the use of a brand new Career Car* every two years, 87% auto insurance paid, and licensing fees paid.

Directorship

The Team Manager may advance to the position of Sales Director. Directors not only receive income from the above mentioned sources, but also an additional 13% in Director commission for educating, motivating, and inspiring their Unit members to success. Directors also receive unit and recruiting bonuses, insurance benefits, Seminar awards and the opportunity to earn the use of a beautiful Career Car* including the exclusive Pink Cadillac.

National Sales Director

The climb up the ladder of success to National Sales Director represents significant management, leadership, and teaching experience and thus a special sense of accomplishment in having helped so many others achieve success in their MARY KAY careers. Our National Sales Directors average over \$250,000 annual income, receive a fully funded retirement program, insurance, and the admiration of Corporate America.

*Specific car model may vary.