

Mary Kay Cosmetics – Summary of Ways to Make Money

1. SELL THE PRODUCT

We buy our products at wholesale – **which is 50% off the retail price!** We can then turn around and sell it to our customers for double the price we paid for it.

- Parties and Facials
- Reorders – We sell a product that is CONSUMABLE which is a very smart thing when looking at this from a business perspective!
- Dovetail
- Get your own products at 50% off

2. CAR PROGRAM

- White Chevy Cruze OR \$375 cash per month
- Black Chevy Equinox, Toyota Camry or Ford Mustang OR \$500 cash per month
- Pink Cadillac (CTS or SRX) OR \$900 cash per month

3. TEAM BUILDING COMMISSIONS & BONUSES RECEIVED FROM MARY KAY INC.:

CONSULTANT COMMISSIONS

- 4% Commission for 1-4 active personal team members
- \$50 Bonuses starting with the 4th personal qualified team member
- 9% Commission for 5 or more personal active team members
- 13% Commission when 5 or more personal active team members place minimum \$200 wholesale orders during one month (plus your own \$600 wholesale order)

DIRECTOR COMMISSIONS

- 26% Commission for your own personal team members
- 13% Commission for all other unit wholesale orders that are placed during a month
- 10% Unlimited Bonus is paid to directors based on entire unit's monthly wholesale production
- Director receives \$100 for every new personal qualified team member
- Director receives \$300 bonus or \$500 bonus monthly when unit meets a certain goal
- Director receives Star Bonuses each quarter when unit meets a goal
- Director receives Annual Wellness Bonus (\$750-\$1800/year)
- Director receives \$1000 bonus when she achieves a higher Circle of Achievement or Excellence than previous year and every time she qualifies/requalifies for the Pink Cadillac
- New Directors receive \$1000 bonus when they complete On the Write Track, Fabulous 50s Club and Honors Society in their first year as a Director.
- This is not a pyramid company. All commissions are paid directly from Mary Kay Inc. to the consultant or director in the form of a bonus check. It is never taken out of a team member's pocket and does not ever influence a team member's income. These commissions are paid on a monthly basis for as long as the recruit and recruiter are active (order \$200 wholesale once every 3 months) with the company.

Other advantages

- Prizes and Recognition – diamonds, things for your home and office, cars, world-class trips, etc.
- Tax Benefits and Deductions - because you own your own business, you may be eligible for tax deductions. Please see your accountant for all the details (possible deductions include: mileage for business related trips, long distance telephone calls for business, travel for business, business supplies, office supplies, postage, office in the home, etc.)
- No territories – you may sell and team build anywhere in the United States
- No franchise program
- No sales quotas
- Extensive Education Program – setting up appointments, skin care class procedure, networking, products, etc.
- Family Security Plan – for National Sales Directors

Investment Required

- \$100 Starter Kit plus your local tax and shipping (Contains almost \$500 worth of training materials, full-sized retail products for demonstration, and facial/skin care class supplies)
- Inventory – Optional but recommended
- 90% buy-back guarantee from Mary Kay Inc.