

Ordering Product from Mary Kay

STAR Quarters with MK:

1. June 16-Sept 15
2. Sept 16-Dec 15
3. Dec 16-March 15
4. March 16-June 15

How to order product from Mary Kay:

- Use the order form and mail it in with Money Order (takes longest)
- Call the order in (fee of \$3.50 for this and need a credit card/debit card is needed)
- Use the internet (no fees, fastest, a credit card or debit card is needed)

Assuming you follow the ordering requirements the way to estimate what your order will cost you in CASH is to take your retail price x 50%. Any sales aids also need to be added. You also must pay SALES TAX on the retail price for your area. Plus \$9.35 for shipping. If you are receiving any FREE product from the company you will have to pay the sales tax only on the value of that product.

Ordering Discount Requirements

Once you have placed at least a \$225 wholesale order (450 retail) in any **calendar** month you are entitled to a 50% discount regardless of order size for that month and **2 more calendar months**. If at anytime in those months you place at least 225.00 wholesale for the month you will then have another month on the end. You will always have a discount if you are an ACTIVE consultant. You are an active consultant when you order \$225 wholesale in the month and 2 following months.

**When you order products you must pay the sales tax on the FULL RETAIL value of the products and Mary Kay then sends it to New York State for you. When you charge sales tax you are paying yourself back the funds you paid on the products.

Costs on minimum orders:

\$450.00 in retail product =	\$225.00
Section 2--Samples etc...	\$ 5.00
Shipping	9.35
Sales tax (on 450+5+9.35)	\$37.15
TOTAL CASH	\$ 276.50

***All wholesale purchasing requirements for ordering and STAR are based upon wholesale product section 1 no sales aids count.

Free Product Bonus for the month

- 1) When you are Brand new consultant and your initial order is 600.00 (wholesale) or higher you will receive free product bonus for new consultants only (see inventory options and review with Director)
- 2) From your second order forward you are entitled to the Bizz Builder Bonus. This is a coupon worth CASH off a future order of 400.00 wholesale or higher. The computer keeps track of it for you. You can also read about this by going on to www.marykayintouch.com then to PRODUCTS menu=- then Bizz Builders

Star Consultant Program

A Star Consultant with Mary Kay is any consultant who orders a minimum of \$1,800 in a quarter in wholesale. This means you are selling about \$300 retail per week. This does not need to all be ordered at one time but in total for any quarter. STARS earn cars in Mary Kay. The following advantages occur for Star Consultants:

- If you are a Star and have a new qualified recruit join Mary Kay will move you up \$600.00 on the star ladder (so if you are \$1,800 Sapphire star you would become a \$2,400 Ruby Star)
- Company Referrals (Mary Kay corporate only refers clients to Star Consultants).
- Event and Prizes from your Director Each quarter
- Prize you select from Corporate each quarter
- Priority Seating and Registration for Seminar in Dallas