

# MARY KAY

## Part-Time to Full-Time

### Accidental Consultant

- Takes whatever business falls in her lap
- Purchases personal products at wholesale
- Attends weekly unit training occasionally

### Hours

1 to 2  
per week

### Income

\$200 to  
\$300 per  
month

### Serious Part-Time Consultant

- Holds 2 classes per week *consistently*
- Services re-order customers
- Attends weekly unit training regularly

6 to 8  
per week

\$600 to  
\$1000 per  
month

### Grand Achiever

- Holds 2 to 3 classes per week *consistently*
- Services re-order customers
- Enrolls 2 to 3 new consultants per month
- Attends weekly unit training regularly  
[80% of the consultants in this position  
have full-time jobs outside Mary Kay]

10 to 12  
per week

\$1200 to \$2000  
per month *plus*  
FREE car...  
cash compensation  
includes  
enrollment bonuses

### Director

- Holds 2 – 3 classes per week *consistently*
- Services re-order customers
- Enrolls 2 –3 new consultants per month  
personally
- Holds weekly unit training
- Holds New Consultant training sessions
- Leads, coaches and mentors her team

25 to 40  
per week, half in  
your home

Starting average:  
\$36,000 per year  
Highest paid:  
\$250,000 per year,  
FREE Car...cash  
compensation includes  
enrollment bonuses

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### Additional Benefits

- Highest quality products, customer guaranteed
- Generous commissions, bonuses, incentives
- Flexible hours
- High ethical standards
- Strong leadership and education
- No glass ceiling
- No office politics
- No quotas, no territories
- Life Insurance and retirement benefits for Directors
- Tax deductions
- Minimal start-up costs
- No risk