

Dare to Dream



Information about the Business Possibilities with Mary Kay

FACTS ABOUT TODAY'S WOMAN

1. One-half of all women in the work force have children at home.
2. Women still only make 76 cents to a man's dollar.*
3. The average woman with a college degree will only earn as much as a man with a high school diploma.
4. Only 2% of women will hold the top 20 positions in their careers.
5. Half of all working women are in low-paying jobs with no pension or insurance*
6. Nine out of 10 women will be solely responsible for their finances at some point in their lives.

*Women & Money Newspaper Article
By Pamela Yip, Dallas Morning News
(San Diego Union Tribune Sunday, Dec. 3, 2000)

Why do women choose MARY KAY AS A BUSINESS??

1. To make new friends
2. To gain self-confidence
3. To be self-employed and be own boss
4. To earn extra money
5. To develop new skills
6. To learn to set goals
7. To help others
8. For the flexible hours
9. For the prizes and recognition
10. For the personal growth
11. For tax benefits
12. To advance at your own pace
13. No ceiling on your income
14. To get premier products at a big discount
15. To earn the use of a FREE car
16. To be able to put priorities in order - God 1st, Family 2nd and Work 3rd
17. To work for a Company that practices the Golden Rule

FACTS ABOUT MARY KAY

1. Mary Kay is the #1 best-selling brand of facial skin care and color cosmetics in the U.S. since 1993! In fact, we have the Good Housekeeping seal of approval on our Skin Care products!
2. Mary Kay's Marketing Plan is taught at many universities as one of the ideal ways to run a business. Harvard has conducted a 'case study' on our business!
3. Mary Kay is listed as one of the Top 10 Best Companies for Women to work for!
4. Mary Kay boasts of more female millionaires than any other company!
5. Mary Kay was the first cosmetic company to declare a moratorium on animal testing!
6. Our part-time consultants (4-6 hours a week) CAN EARN \$300-\$400 a week.
7. Over 100,000 Pink Cadillacs and Mary Kay career cars have been awarded to women just like you!
8. There are over 1 Million Beauty Consultants and Directors in over 35 countries today!

IMPORTANT FACTS TO CONSIDER

NO QUOTAS

You do not have to sell a certain amount or hold a certain number of classes or facials to be a consultant.

NO TERRITORIES

You can build a team (recruit) and sell anywhere in the U.S.

QUALITY TRAINING

Training is on-going, held weekly at our Success Meetings. In addition, there are comprehensive workshops, Career Conferences and Seminars that you may attend to become more equipped to grow your business.

TAX BENEFITS—These are some of the items you may deduct by having an 'in-home' business. This list is not complete. As always, we recommend you check

with a tax expert.

1. Automobile costs
2. Telephone costs
3. Office supplies
4. Child care
5. Business related entertainment

BUY BACK GUARANTEE

If for some unforeseen reason, a consultant must terminate association with the Company, she may choose to return any unused products and be reimbursed 90% of what she paid for that inventory (within 1 year of purchase).

INVESTMENT

Your Starter Kit is \$100 plus sales tax and shipping. This is 100% tax deductible as it is a sales tool. It includes everything you need to conduct your classes and facials, except cotton balls and washcloths.

There is absolutely no reason not to give Mary Kay a try. The worst thing that could happen is that you decide Mary Kay is not for you. You could still have earned a profit, gained training in skin care and glamour, improved your self-esteem and personal relationship skills.

AREAS OF INCOME

BEAUTY CONSULTANT

You earn 50% commission—the highest direct sales commission paid in the U.S. The average class will yield about \$250-\$300 in sales, the average facial is \$90-\$100. The average income for new consultants is around \$35-50 an hour.

REORDERS

You earn a 50% commission on all reorders! This is a consumable product and an average client using Skin Care, supplements and some color will reorder about \$400-700 a year. If you have 100 clients who order \$400 each that is \$40,000 in sales. At a 50% profit, you earn \$20,000.

PREFERRED CUSTOMER PROGRAM

This company mailing to your clients or potential clients is done quarterly. You can offer your clients a gift with purchase when they order \$40 or more—an incentive to call YOU. You simply enroll your clients thru the Company and they do the rest. Very professional mailing program keeping them informed and tied to you.

ONLINE

You can register for a personal website (approx.\$50/yr). It is a standard design updated regularly by Mary Kay, but personalized to each consultant. Customers can then place orders and pay with a credit card online.

RECRUITING / TEAM BUILDING

Recruiter commissions are paid directly from Company profits, and will continue to be paid as long as the recruiter and the recruit are active with the Company. Commissions range from 4%, 9% or 13% on your team members' production, plus bonuses!

CAR PROGRAM

Once you have 5 or more personal team members, you can qualify to earn the use of a Chevy Malibu! Go at your own pace up to 4 months or do it all in one month — finish with 12 team members and a combined team production. Mary Kay pays your tax, license and 85% of your insurance!

DIRECTORSHIP (LEADERSHIP POSITION)

You will earn commissions on the performance of a whole "group" (Unit) of consultants—minimum number in a Unit is 24—with monthly bonuses ranging from \$500 and up! Average income for 1st year directors is about \$38,000-\$42,000, **in addition** to her personal sales, team commissions, and free car.

YOU CHOOSE WHERE YOU WANT TO BE!

Everyone starts the same way in Mary Kay — with a signed agreement and the Starter Kit. Where you end up is totally up to you! You decide what level you want to attain and the effort you wish to put into growing your business. In Mary Kay, one cannot "buy" a position or title — it must be earned by growing your skills.

THE HOBBY CONSULTANT works only a few hours a week by servicing family, friends, neighbors, and co-workers. She only wants to make a little extra 'pocket money' by investing little time.

Earning Potential: \$50-\$150/week

THE PART-TIME CONSULTANT works 6-8 hours a week by conducting 1-2 classes or facials, services her clients. Is able to work this career around family and other obligations.

Earning Potential: \$200-\$300/week

THE FULL TIME CONSULTANT works 12-15 hours a week. Consistently holds 2-3 classes & 3 interviews weekly, services clients and orders consistently to replace products sold. Usually is working to qualify for FREE Car!

Earning Potential: \$500/week PLUS Car!

THE CAREER CONSULTANT works 20-25 hours a week and is focused on moving into leadership. She holds 3-5 classes weekly, services her clients and is focused on building a team.

Earning Potential: \$700+/week PLUS Car!

SALES DIRECTOR works 25-40 hours a week, holds classes, facials and services her clients as well as facilitates training classes, workshops and meetings for unit members. Focus on recruiting and helping Business Associates build their teams. Earns unlimited bonuses as well as a choice of Toyota Camry or Chevy Equinox, or choice of two Legendary Pink Cadillacs — CTS or SRX!

DREAMS DO COME TRUE!

Once upon a time, an attractive, ambitious woman went into a beautiful designer furniture store and said to the owner —

"Sir, I would like to work for you. I have researched your company and find it to be #1 in the industry with a reputation For excellent quality! I will work hard. I will do a GREAT job, telling others about your fine store, and in return, I ask for the following..."

- *When I tell people about your premier products and service, I'm sure some will want to purchase. For everything I sell, I want to earn **50% commission**.*

- *I know that I can get others to sell for you too, and for doing this and help build **your** business, I want to be paid a commission on all they sell...say **4% up to 13% each month**; yet I want them to also make 50% and receive **all the same benefits** that I do.*

- *I want to work **my own hours**, schedule my own vacations, and my family will always come first.*

- *I will also need a **FREE new car**; such as a Chevy Malibu, but preferably a CADILLAC with plush leather interior and all the extras.*

- *When I do really well, I want to receive recognition and bonuses, not little meaningless things—like turkeys or hams, but **awards** like ...**\$5000 CASH** bonuses, **DIAMONDS** and **LUXURY TRIPS!***

- *Lastly, I want to be able to **promote myself** to management entirely through my own efforts. That is what I would like—Can you do all this for me?"*

The owner was in shock! He roared with condescending laughter. Then he said, *"No, not one! Lady, you're living in a dream world! You can't find an opportunity like that anywhere!"*



In Mary Kay, you can have all this and more. You and your family deserve this kind of lifestyle.