

Mary Kay Cars !!

Consultant Car Options



2010 Chevy Malibu LS

Director Car Options



2010 Chevy Equinox LT



2010 Toyota Camry LE

Famous Pink Cadillac!!



Cadillac DTS



Cadillac CTS

6 QUALITIES OF SUCCESSFUL CONSULTANTS

(you may have one or all of these-check which apply)

1. They are busy people.

- Good at prioritizing
- Good at time management
- Easy to train
- Passionate
- Have Goals

2. They often run out of money before next payday.

- Motivated to pay bills
- Goal oriented and ambitious
- Creative with money management

3. They are not the "sales type."

- Can be informative, *not pushy*
- Good listeners = strong Consultants
- Attract repeat business
- Believe in the products

4. They don't know a lot of people.

- Great way to meet new people
- Friends and family could be a start.
- "Fake it until you make it"* with strangers
- Opportunity to network

5. They have strong work ethics.

- Want to be a good example for family
- Understand that this is a business
- Result are based on effort
- Women of their Word with integrity

6. They're decision makers, not procrastinators.

- Live by their dreams not their circumstances
- Feel the Fear but do it anyway
- Business minded
- Understand that time is what you make of it; *we all get 24 hours a day.*

6 REASONS TO START A MARY KAY BUSINESS

(you may have one or all of these-check which apply)

1. Money

- 50% discount products
- Average Party \$300 for three hours
- Average Makeover \$75 for 1 hour
- Consumable, recession-proof product
- Reorders*
- 4/9/13% Team commission +bonuses from the Company
- Directors can earn up to 69% in bonuses and commission

2. Recognition and Praise

- Weekly prizes/recognition from Director
- Quarterly and Yearly prizes from Mary Kay
- Mary Kay believed in praising to success
- Recognition and prizes to motivate women

3. Car

- Can start car qualifications in first month
- Consultants can earn the 2010 Chevy Malibu LS.
- Directors can earn the 2010 Chevy Equinox LT.
- 2010 Toyota Camry LE and Pink Cadillac
- Company pays tags, taxes, lease payment and up to 85% of insurance

4. Advantages

- No territories
- Strong ethical Company with Priorities of God first, Family second and Career third
- Training: online, CDs, DVDs, conference calls, emails, weekly motivational meeting, Seminars, etc.
- FREE Life Insurance for Directors and Retirement for National Sales Directors

5. Be your own boss

- YOU decide what is a success for YOU
- Inventory is recommended but optional
- Promote yourself at your own pace

6. Tax Advantages

- Annual income is reduced by deductions like home office, car expenses, travel, etc



Mary Kay Career Path

"What you put into the lives of others comes back to you."
 ~ Mary Kay Ash

Director to National 24 + Unit Members

- 9-13% Unit Commission!
- 9-13% Team Commission!
- Unlimited Monthly **Bonus Potentials!**
- Eligible to drive all Mary Kay cars including the **Pink Cadillac!**
- Eligible to wear the Director's suit!
- Eligible to take First Class Trip around the world!
- Eligible for more prizes and Diamonds!
- Eligible for FREE Term Life Insurance!
- Plus **all benefits below!**



Future Director/DIQ 10 + Active Members

- Eligible to begin **Director Qualifications!!!**
- Plus all benefits of being a Team Leader



Team Leader

5-9 Active Team Members

- Eligible to start Car Qualifications for 2010 Chevy Malibu LS!
- 9-13% Commission + \$50 or more Team Building Bonus!
- Plus all benefits of being a Star Team Builder



Star Team Builder

3-4 Active Team Members

- Eligible to wear the prestigious Red Jacket!
- \$50 or more Team Building Bonus!
- Plus all benefits of being a Senior Consultant

Senior Consultant

1-2 Active Team Members

- 4% Commission!
- Plus benefits of being a Beauty Consultant



Beauty Consultant

- 50% Discount on Products!
- Receive monthly Applause magazine!
- Can earn *quarterly and yearly prizes!*

10 Most Commonly Asked Questions about Mary Kay Cosmetics or... WIIFM (What's In It For Me?)

- 1. How do I get started?** *After discussing career details with a Beauty Consultant, you simply submit and Agreement and purchase your own Starter Kit at a low cost of \$100 plus tax and shipping... It includes demonstration items and business-building tools needed to start your business.*
- 2. How much time do I have to put in & are there any sales quotas?** *In Mary Kay, we have no sales quotas. So, there is never any pressure to sell. An active Consultant is one who places a minimum order of \$200 every three months. Remember, everyone's situation is different and you work your business the way you want.*
- 3. What if I don't know anything about selling?** *With Mary Kay, you are teaching and servicing customers not selling... Continuing education and training is one of the foundations of career growth in Mary Kay. Consultants have access to CD and DVD learning and motivational materials, monthly Company magazines and weekly Unit motivational and recognition meeting.*
- 4. How much money will I make?** *There are several different avenues open to you to increase your earning potential. In addition to profit from retail sales, Mary Kay Parties, Specialized Workshops, One –on- one appointments, Personal Mary Kay website, Skin Care Classes, Facials and Re-orders. Mary Kay offers many other benefits including personal team building commissions and bonuses paid by the Company, prizes, car program, Director Commissions and bonuses as you progress up the career ladder of success!*
- 5. Where can I sell Mary Kay products?** *Beauty Consultants can sell and build their teams in any of the 50 states, Puerto Rico, the American Virgin Islands, or Guam. There are no "assigned" territories.*
- 6. How will I book my first appointment?** *As a part of your training, you're taught how to book your appointments. You will be guided through every step of your career. If you live out of town, an Adoptee Director will guide and train you so you have a Mary Kay family wherever you are.*
- 7. What if I don't like selling Mary Kay?** *Personally, I LOVE my Mary Kay career. If you decide it's not for you, Mary Kay has a 90% buy-back guarantee on product purchased within the last year.*
- 8. What makes Mary Kay different than other Direct Selling Companies?** *To name just a few, Mary Kay Inc:*
 - Pays the highest commissions structure of any direct sales company today. (50%)
 - Founded on the concept of Golden Rule (God first, Family second, Career third).
 - Have the highest paid women, with thousands earning over \$100, 000 per year.
 - Named three times as one of the "Top 100 Companies for Women to Work for".
 - Does not test on animals.
 - Products are consumable and you will always have repeat business.
 - Not a pyramid, nor is it a multi-level company. You deal directly with the Company and there is no middle man. All Director and team building commissions are paid directly out of the profits from the Mary Kay Company, **NEVER out of Consultant's or Director's pocket.**
- 9. What if I don't usually wear make up?** *Mary Kay is not about make up, it's about skin care. Color cosmetics are just the "icing on a cake".*
- 10. What is the worst thing that could happen if I try this?** *The worst thing that could happen is NOT trying! You have a great opportunity to be your own boss, set your own hours, and meet many of inspiring women. The worst thing that could happen is that you would get your products at wholesale cost, rather than paying retail! And, who would NOT want to save money? Ask yourself... "What if I tried it and succeeded!!!"*

