

Mary Kay and You!

Take a closer look.

Below are some **more reasons** why women choose Mary Kay.

- | | |
|---|--|
| <ul style="list-style-type: none"> <input type="checkbox"/> No Quotas or Territories <input type="checkbox"/> God, Family, Career Philosophies <input type="checkbox"/> Unlimited Career Opportunity <input type="checkbox"/> More Money <input type="checkbox"/> Personal Products at 50% off <input type="checkbox"/> Recognition & Prizes <input type="checkbox"/> Positive Atmosphere <input type="checkbox"/> Increase in Self-Confidence <input type="checkbox"/> Being Home with Family | <ul style="list-style-type: none"> <input type="checkbox"/> Rapid Advancement <input type="checkbox"/> Meeting People <input type="checkbox"/> Learn How to Run a Business <input type="checkbox"/> Helping Other Women <input type="checkbox"/> Being Your Own Boss <input type="checkbox"/> Time/People/Management Skills <input type="checkbox"/> Incredible Tax Benefits <input type="checkbox"/> Flexibility <input type="checkbox"/> Earn the Use of a Career Car |
|---|--|

If you could create the ideal career, what would it be?

Other Advantages in Mary Kay

Tax Benefits

By far, the most tax deductions that can be gained are when you have a business in your own home:

- Deductions for your home, including utilities.
- Your car becomes a tax deduction rather than just an expense (34 cents per mile).
- Plan ahead and a portion of your vacation or small trips can become tax deductible.
- Hire your children in your business, making allowances tax deductible.

As you can see, through tax deductions alone, your profit begins to grow!

No Quotas—No Territories

Mary Kay is not a multi-level or pyramid company and does not assign territories or sell franchise rights.

Buy-Back Guarantee!

If for some unforeseen reason you must terminate your association with the company, you may return your unused products to the company within one year of purchase and you will be reimbursed 90% of what you paid for the merchandise.

Where else can you build a business as large as you want and have a 90% buy back guarantee?

How Much Do You Want To Make?

Hobby (3-5 hours/week)	Average Sales	Profit
Facial: 1 per week	\$100	\$50
Reorders weekly	\$50	\$25
Monthly Profit	(4 weeks x \$75)	\$300
—————		
Spare Time (5-10 hrs/week)	Average Sales	Profit
Facials: 2 per week	\$200	\$100
Classes: 1 per week	\$200	\$100
Reorders weekly	\$100	\$50
Monthly Profit	(4 weeks x \$250)	\$1,000
—————		
Grand Achiever (20hrs/week)	Average Sales	Profit
Facials: 2 per week	\$200	\$100
Classes: 3 per week	\$600	\$300
Reorders weekly	\$200	\$100
Team Production	13% on \$4000 order= \$520	\$130/week
Monthly Profit	(4 weeks x \$630)	\$2,520
—————		
Directorship (30-40 hrs/wk)	Average Sales	Profit
Personal Sales: monthly	\$2,400	\$1,200
Personal Recruits Team Production	13% of \$4,000	\$520
Unit Production	13% of \$12,000	\$1,560
Unit Volume Bonus	\$1,100	\$1,100
Monthly Profit		\$4,380 Plus you're driving a free Pontiac Grand Prix!

Characteristics Commonly Found In Successful Consultants

Already Busy—Full Schedule

Busy people are usually better time managers. We're not looking for someone who necessarily has a lot of time, but someone who understands the concept of managing time.

Doesn't Necessarily Know A Lot Of People

Friends and family can provide a great source for introducing you to new people, but you will learn how and where to find your clients whether or not you know anyone.

Someone Who Is NOT The Sales Type

Mary Kay is a consumable product. We want someone who is willing to teach skin care and how to use the products, so a potential client can make an educated purchase. Product quality and customer service is why we have 80% client retention!

More Month Than Money

If you're looking to reduce personal debt, invest in your family's future, or contribute to society, then earning a good income is a motivating factor.

Doesn't Necessarily Wear A Lot Of Makeup

In Mary Kay we emphasize the importance of good skin care, health and positive self-image.

Decision Makers—Not Procrastinators

There will always be a reason to wait. However, there are better reasons to take action now!

We have found that successful consultants have at least 1/2 of these characteristics before they begin Mary Kay.

Mary Kay Cosmetics: A Success Story!

- Founded by Mary Kay Ash in Dallas, Texas in 1963.
- Mary Kay Ash Wanted to provide an unlimited opportunity for women.
- Our company started with 9 consultants, we now have more than 1.3 million worldwide.
- We have over 27,000 Directors and nearly 400 National Sales Director!
- We are an international company operating in over 33 countries.
- Mary Kay Inc. had in excess of \$3.6 billion in global retail sales in 2004.
- We have broken sales records for 10 consecutive years!
- Mary Kay was included in the original 1984 edition of "The 100 Best Companies to Work for in America" and was one of only 55 companies to be included in the 1993 & the 1998 edition.
- Mary Kay is listed as one of the "**10 Best Companies for Women to Work For**".
- 38% of Mary Kay's dollar returns to the sales force in the way of bonus and incentive plans.
- Of the direct-selling industry, **Mary Kay pays the most in commissions—50%!**
- Our Grand Achiever, mid-management position, was created for women who want to work part-time (15-20 hours per week), but still want to drive a free car, adding \$18,000-\$25,000 per year to the family income.
- 66% of our Consultants work a full-time job and work Mary Kay part-time.
- Hundreds of our Sales Directors earn over \$50,000 a year in income.
- Our National Sales Directors average over \$250,000 per year.
- More than 200 National Sales Directors in the US have earned more than \$1 million in commissions.
- Since 1994, Mary Kay Cosmetics has been the **#1 selling brand of facial skin care & color cosmetics in the US!** Incredibly, we have only 9% of the facial skin care market & 8% of the facial color cosmetics market in the US!
- Three out of five women will buy the product after being introduced, and 80% of those will continue to use the Basic Skin Care for a minimum of 7 years!
Mary Kay is #1 in brand loyalty among customers!
- Since the program's inception, more than **100,000 independent sales force members** have qualified for the use of a Career Car or elected the cash compensation.
- As of 1-1-94, it is mandatory for students at the Harvard & Yale Business School to study the Mary Kay marketing plan.
- There are only 3 manufacturers of cosmetics in the US. Of these three, Mary Kay manufactures **only our own products**—the other two manufacturers supply everyone else.
- Mary Kay Cosmetics invests \$1 million each year in research and development.
- Mary Kay was the **first** cosmetic company to ban testing on animals and is an active participant in programs to develop alternative testing.
- Mary Kay has been widely recognized by environmental agencies for its effort to preserve the environment through the use of recycled packaging and eliminating unnecessary packaging.