

Typical Earnings Weekly Plan Sheet

	Sun	Mon	Tues	Wed	Thur	Fri	Sat
7:00							
8:00							
9:00							
10:00							
11:00							
12:00							
1:00							
2:00							
3:00							
4:00							
5:00							
6:00							
7:00							
8:00							
9:00							
10:00							

# Classes/ Parties with 3-6 people	# Hours	Potential Average Sales	Approx. Profit
1	2.5	\$200	\$100
2	5	\$400	\$200
3	7.5	\$600	\$300
4	10	\$800	\$400
5	12.5	\$1000	\$500
6	15	\$1200	\$600
7	17.5	\$1400	\$700
8	20	\$1600	\$800
9	22.5	\$1800	\$900
10	25	\$2000	\$1000
11	25.5	\$2200	\$1100
12	28	\$2400	\$1200

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# 10 Reasons to Consider Mary Kay

1. Products
2. Money
3. Flexibility
4. Low Start-Up Cost
5. Free On-Going Education
6. Advancement and Cars
7. Prizes and Recognition
8. Tax Deductions
9. Mary Kay the Person and Mary Kay Inc.
10. Personal Growth



- Do you **need money**? How much?
- Are you concerned about how much **time** would it take?
- Complete a **weekly plan** with your regularly scheduled activities and see how a **Mary Kay Career could fit** into your schedule.
- A Mary Kay Career allows you the **flexibility** to work at your own pace. There are **no quotas** and consultants usually work between 2 and 25 hours a week, depending on the time they have available.
- There are **no territories**

Contact me:



# Why Consider a Mary Kay Business?

10 Reasons to be a Part of a \$3 Billion—Worldwide—Debt-free—50 Year Success Story



## 1. Excellent Products

- #1 customer loyalty
- #1 name recognition
- **Teach not sell** emphasis
- Try before you buy
- High quality testing
- Made by MK Inc. in USA
- Not animal tested
- Recession proof
- **Consumable**
- 100% customer guarantee

## 5. Free On-Going Education

*Where will I get the people?*  
*How will I learn the business?*

- **Free education** on how to get clients, office set-up and management, products and their presentation

## 9. Mary Kay the Person, the Company and the Culture

- Highly recognized—in 35+ markets
- Known for **integrity and positivity**
- **Priorities** of God, family, career
- **Praise and recognition**
- **Golden Rule**
- Mary Kay Foundation (cancer and domestic violence prevention)
- Marketing plan studied at major universities



## 2. Money

*How much money can I make?*

- **Selling** - 50% profit. Consultants sell \$50-\$100 per person at
  - classes/parties (3-8 people) or
  - facials (1-2 people) or
  - reorders (via phone, texting, email, website)
- **Personal Use** -50% savings

## 6. Advancement/Cars

- **Team Building** - 4-13% plus earn the use of career car (**Chevy Cruze**)
- **Directorship** - 23% (13% + 10% Bonus) plus unlimited advancement potential including full-time career money and additional career cars

## 10. Personal Growth

- Maintain and improve own appearance
- Develop new skills
- Gain confidence
- Get out of a rut
- Help others
- Make **friends**
- Have **fun**

## 3. Time/Flexibility

*How much time does it take?*

- You determine **your schedule**
- **No quotas**
- **No territories**
- **Freedom** to work when you want around family, job, and other commitments
- **Own boss**



## 4. Low Start-Up Cost

- What the investment?*
- **\$400 Starter Kit is only \$100**
  - Inventory is optional
  - 90% buyback (low risk)

## 7. Prizes and Recognition

- Rewards for efforts
- Variety of prizes including jewelry and cars

## 8. Tax Deductions

- self-employed

## Getting Started is Easy

*How do I get started?*

- **Start with \$100 kit** valued at \$400+
- Submit a Beauty Consultant **Agreement** with payment on-line or by mail
- **Make a list** of everyone you know
- **Schedule training** classes with director

