



# The Avenues of Income



**Classes/Facials:** Mary Kay Cosmetics pays the highest commission in Direct Sales, \_\_\_\_\_%.

2. The average class is \$\_\_\_\_\_.
3. The class size ranges from \_\_\_\_\_ guests. The average class lasts approximately 2 hrs
4. An average hourly profit is \$\_\_\_\_\_.
5. The average facial (1 or 2 guests) is \$\_\_\_\_\_ and takes only 45 minutes.

**Reorders:** Mary Kay Cosmetics enjoys the highest brand loyalty in the industry. Therefore, our reorder business is substantial.

1. Profit on all products sold from a reorder is \_\_\_\_\_%. Building 4 customers a week or 16 per month gives you almost 200 customers in a year!
2. The average Basic Skin Care customer buys \$\_\_\_\_\_ per year.
3. By building 200 customers in a year @ \$\_\_\_\_\_ per customer (Avg.) = \$\_\_\_\_\_ in retail. We make 50% profit @ \_\_\_\_\_ minus 10% business expenses \$\_\_\_\_\_ = \$\_\_\_\_\_ net profit.

**Dovetailing:** Busy women who have other jobs or families can refer their appointments to another consultant and still make \_\_\_\_\_% profit from the sales generated.

**Team Building:** Mary Kay Cosmetics is a dual marketing plan. All commissions are paid to the recruiter from corporate profits.

1. Starting with your 1<sup>st</sup> team member, you will receive \_\_\_\_\_% commission on every wholesale order to the company.
2. Beginning with the consultants 4<sup>th</sup> new team member, a consultant can earn a \$\_\_\_\_\_ team building bonus for each qualified recruit.
3. Starting with the 5<sup>th</sup> active team member, a consultant will receive a \_\_\_\_\_% commission.
4. When \_\_\_\_\_ team members order in 1 calendar month, plus your personal \$600 order, you receive \_\_\_\_\_% commission paid on team production.

**Company Car:** Part-time consultants can earn the use of a Chevy Cruz in 1-4 months. Every thing is paid for, except gas and a small underwriting fee for insurance. License plates and registration fees are paid for by the company! You can also choose a \$\_\_\_\_\_ monthly cash package instead of a Career Car.

**Directorship:** Consultants qualify for promotion to Leadership once they have \_\_\_\_\_ active team members.

1. As a Director-In-Qualification, she and her future unit add new team members to equal \_\_\_\_\_ in a \_\_\_\_\_ month period.
2. The Director receives commissions of \_\_\_\_\_%, (from total monthly Unit production) She also receives \$\_\_\_\_\_ for every personal qualified recruit as well.
3. She has the opportunity to earn a monthly Growth Bonus of \$\_\_\_\_\_ - \_\_\_\_\_ based on Unit Team Building. (4 qualified min up to 10)
4. She has the opportunity to earn a monthly Volume Bonus of \$\_\_\_\_\_ to an unlimited 10% bonus based on her unit's total production.
5. She has the opportunity to earn unlimited Quarterly Bonuses of \$50 per Red Jacket.
6. She has the opportunity to earn an annual Wellness Bonus of \$\_\_\_\_\_ - \_\_\_\_\_. This money can be used to offset health costs, vacations, or anything she desires!
7. She can qualify for the use of a Chevy Equinox or Ford Fusion or a \$\_\_\_\_\_ monthly cash package. She can also qualify for a Cadillac XT5 or a \$\_\_\_\_\_ monthly cash package.
8. She is eligible to receive diamonds and an annual luxury vacations for her and her spouse.
9. Senior Directors receive an additional \_\_\_\_\_% to \_\_\_\_\_% on their leadership team.
10. If she promotes herself to the Top Level of Leadership ~ National Sales Director ~ she will receive additional bonuses, incentives and a Family Security Retirement Program.

**No Quotas**

**No Territories**