



The Avenues of Income



Classes/Facials: Mary Kay Cosmetics pays the highest commission on Direct Sales, 50 %.

2. The average class is \$200.
3. The class size ranges from 3-6 guests. The average class lasts approximately 2 hrs
4. An average hourly profit is \$ 50.
5. The average facial (1 or 2 guests) is \$ 100 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 50 %. 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 \$ 300 per year.
3. By building 200 customers in a year @ \$ 300 per customer (Avg.) = \$ 60,000 in retail. We make 50% profit @ \$30,000 minus 10% business expenses \$ 3,000 = \$ 27,000 net profit.

Dovetailing: Busy women who have other jobs or families can refer their appointments to another consultant and still make 15 % 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 1st team member, you will receive 4 % commission on every wholesale order to the company.
2. Beginning with the consultants 4th new team member, a consultant can earn a \$ 50 team building bonus for each qualified recruit.
3. Starting with the 5th active team member, a consultant will receive a 9 % commission.
4. When 5 team members order in 1 calendar month, plus your personal \$600 order, you receive 13 % 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 \$ 375.00 monthly cash package instead of a Career Car.

Directorship: Consultants qualify for promotion to Leadership once they have 10 active team members.

1. As a Director-In-Qualification, she and her future unit add new team members to equal 24 in a 1 - 4 month period.
2. The Director receives commissions of 9-13 %, (from total monthly Unit production) She also receives \$ 100 for every personal qualified recruit as well.
3. She has the opportunity to earn a monthly Growth Bonus of \$ 400 - based on Unit Team Building. (4 qualified min up to 10)
4. She has the opportunity to earn a monthly Volume Bonus of \$ 500 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 \$ 800 - 2000. 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, Ford Fusion or a \$ 500 monthly cash package. She can also qualify for a Cadillac XT5 or a \$ 900 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 4 % to 6 % 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