

SUMMER PILOT PROGRAM

DEVOTE: 5 Hours Per Week for Teaching / Showing the Product
3 Hours Per Week for Education and Support

INVEST: Starter Kit \$100 (plus tax and shipping)
Starter Kit Includes Over \$400 Retail Product and Inventory
\$200-\$4800 Optional Inventory....What the eye sees, they eye buys!
Immediate Sales Commission 50% -highest in the US!

TEACH: 2 Skin Care Parties Per Week (4+ women / 2 hours each)
Average sales \$300+
1 Facial Per Week (1-2 women)
Average Sales \$75+
Total Average Sales Could Be \$675+

PROFIT: Estimate Scenario at \$675 Sales Minus 50% Cost of Product+
\$337.50 Gross Profit Per Week for Only 5 Hours of Actual Teaching Time!
Average = \$47.50 Gross Per Hour!!
\$337.50 x 12 Weeks = \$4,050 Gross Profit for 60 Hours of Teaching / Training!

YOUR PART-TIME SUMMER "J.O.B."

The above estimates do not even include the potential Customer Reorders and Team-Building Commissions!

Having product inventory is an OPTION, and is not a requirement. But women are impulsive and will purchase more if you offer on the spot delivery.

At the end of the summer you may decide to put your 'outside' business on hold and just take reorders for the fall term. Or, you may have been having so much fun earning extra money that you decide to continue doing what you have polished and perfected from then on. During the winter break pick up your business in time for the Holiday Selling Season! Have something special all your own that you can depend on any time you choose. Plus, as a Consultant, you'll be able to purchase your own products at a discount!

Tax Advantages: As a self-employed person you may also be able to deduct a percentage of your utilities, taxes, mortgage interest, car insurance, depreciations on your car, computer, gasoline, etc., as tax deductions, plus much more! You may even get to keep more of your other primary job's salary.

After the initial 12-week Pilot Program you may assess your results. If you have not had lots of fun, made an excellent hourly income, helped women feel better about themselves and made lots of new and exciting friends or if you decide that a part-time hobby / career with Mary Kay is not for you, just stop working your business! It's that simple. No strings attached—Totally risk-free!

You've got nothing to lose and so much to gain! The possibilities are endless. Wouldn't you agree that you will never know if this career is for you unless you give it a try?

