

# More about Mary Kay

## Six Qualities of Successful Mary Kay Consultants

(answer yes or no)

\_\_\_ **Are you a busy woman?** Busy people get the most done! They are easier to train! The average consultant works a full time job, is married, and has children! She is a busy person.

\_\_\_ **Are you motivated by money or what money could afford you and your family?** We look for people who want more, need more, and are willing to do the work!

\_\_\_ **Are you a person that is NOT the sales type?** High pressure sales people run customers away! High pressure sales people work better with a ONE TIME SALE. In Mary Kay, we build customers & continue to service them for a lifetime!

\_\_\_ **Are you a person that realizes that you CANNOT get rich off your family and friends?** We teach you how to meet REAL customers in an easy way. Family and friends may expect discounts or something for free!

\_\_\_ **Are you family oriented?** We look for women that use their family as a reason to do well, not as an excuse to not do something!

\_\_\_ **Are you a woman that can make decisions and make up her mind?** We look for people that realize there is NEVER a perfect time to do anything and are NOT victims of their circumstances! If you are interested in something, you realize there is no such thing as a "perfect time" to do anything.

## Some of Our Benefits Include...

1. Mary Kay Cosmetics has been the #1 Best Selling Brand of Skin Care and Color Cosmetics for 11 out of the last 12 years! Mary Kay Cosmetics searches the world for innovative and unique product ingredients. Being in more than 30 countries truly makes the world our playground and gives us a unique advantage. That advantage along with having cosmetic scientists, dermatologists, a full medical & research team on staff and state of the art manufacturing facilities, Mary Kay has the power to sustain and grow our number 1 status.
2. Flexibility to set your own hours!
3. There are no territories and no quotas! You may develop customers and associates anywhere in the US. You may work as much or as little as you choose. We are in more than 30 countries. As a Mary Kay Sales Director, you can work in any of those countries if you so choose.
4. You will develop MORE self-confidence and personal growth!
5. Mary Kay promotes the GOLDEN RULE and living your life with God First, Family Second and Career Third!
6. There is always ROOM for advancement! Mary Kay, the lady, wanted to give women the opportunities to do anything they were smart enough to do having unlimited earning potential!
7. Mary Kay Cosmetics, Inc. stands behind a 100% satisfaction guarantee for our customers!
8. Mary Kay Cosmetics, Inc. gives consultants who may choose to work with products on their shelf a 90% buy back guarantee allowing anyone who decides not to continue in business 90% of their money back on any products up to the amount purchased in the previous year in any year of their business.
9. You can BE YOUR OWN BOSS being in business for yourself but not by yourself as you have unlimited training opportunities and a Director who will be your Business Coach.
10. You can take advantage of great tax deductions because you have an in-home business!

## There are 4 ways that we market our

**products:** On Faces, Online, On Paper (Beauty Books & Look Books), On the Go! We make 50% of everything we sell! Some women will become a consultant to SAVE money on their on personal products and develop 10-15 customers to make enough money get their products FREE.

**We are NOT a Pyramid Company!** Each Consultant purchases their products directly from Mary Kay! You do not have to build a team. However, if you should choose to invite others to join you in your business, all commissions come directly from the company. You get 4% commission on your first team members and 9-13% beginning with your 5th team member!

**Hope for a brighter & bigger future!** If you should choose to advance up the career ladder into a leadership position, the commissions can be quite large for coaching and helping other consultants to become successful. More women have earned over \$1 Million in their Mary Kay Careers than any other company in the WORLD! Sales Directors many times earn in excess of \$100,000 per year and many National Sales Directors have been known to earn in excess of \$50,000 to \$100,000 per month! Additionally, National Sales Directors have a Family Security Retirement Program which will continue to pay them or their families 15 years after their retirement 60% of their income averaging the best 3 of their last 5 years of service as a National Sales Director.

**You can win Cinderella Prizes...** Quarterly and yearly prizes plus Free Trips and Diamonds! You can also earn the use of FREE CARS (Red Vibe, Platinum Grand Prix, or Pink Cadillac) with 83% of the car insurance paid or you may choose to take the CASH compensation each month instead!

## How to Get Started

Submit an online or hard copy application for \$100 plus tax and shipping to Mary Kay Cosmetics for your Starter Kit which includes over \$300 of retail products plus training materials and other sample products. This now gives you Buying Power to purchase products directly from Mary Kay at wholesale! We will teach and train you every step of the Way!

**Name:** \_\_\_\_\_  
**Phone:** \_\_\_\_\_  
**Address:** \_\_\_\_\_  
**City:** \_\_\_\_\_  
**State:** \_\_\_\_\_ **Zip:** \_\_\_\_\_  
**Today's Date:** \_\_\_\_\_

On a scale of 1-10 (with one being the lowest and 10 being the highest), how would you rate your interest in Mary Kay? Please circle a number below:

**1 2 3 4 5 6 7 8 9 10**

My age group is (circle one)

18-25 26-34 35-45 46-54 55-64 65+

Consultant's Name: \_\_\_\_\_