

ONCE UPON A TIME



an attractive, ambitious woman went into a beautiful store with a reputation for excellent quality merchandise. She said to the owner...

“I would like to work for you. I will work hard – in fact, I’ll do a great job & be very loyal – but I ask for the following:

- ❖ For all the sales I generate, I want to keep **50%** as my commission.
- ❖ I will get others to join my tribe and sell too, and I want to be paid a **Commission** of everything they do, **FOREVER**, from 4% to 9% to 13%, and even as high as 26%.
- ❖ I want to **work my own hours** so that sometimes I can work a lot, or sometimes I’ll take off a day or two, or a week or two. I also want no quotas and **no territories**.
- ❖ I want to prioritize so that my **family** come first.
- ❖ When I do things well, I want ample positive recognition with **prizes and great bonuses** – things like diamonds and world-class trips.
- ❖ I want to be able to promote myself to **leadership**, entirely through my own efforts, as quickly as I choose or in my own timing.
- ❖ I would like to earn the use of a **brand-new company car every 2 years** with unlimited mileage, which you pay for. Maybe a nice little Chevy Malibu or Equinox, or Mini Cooper or even a pretty Pink Cadillac. And, I would also like for you to pay most of the auto insurance and all the taxes & registration as well.
- ❖ I would like a **Family Security Program** that I don’t have to contribute to and isn’t tied to the stock market.

This is what I would like. Can you give me these things? The Store owner was in shock. Finally, she loudly said with condescending laughter, “NO, not one! And I daresay you’ll not find such an opportunity anywhere!”

BUT SUCH AN OPPORTUNITY DOES EXIST

Mary Kay’s generosity to their sales force cannot be matched!

1

Business Start-Up

The Starter Kit is ONLY \$100 plus tax & shipping for a value of over \$500



2

Creating Income

50% ... One of the highest direct sales Commissions paid in the United States from first-time sales of the product to all reorders following.

3

Buy Back Available

At any time if decide that Mary Kay is not right for you, they will buy back your product for 90% of the purchase price within that year.

4

Customer “WOW” Experience

Mary Kay allows us to have products on-hand to allow our customers immediate delivery.

5

Education

Become a skin care & color expert with local events and online training. Learn how to build a customer base.

6

Team Building

Mary Kay is a dual-marketing company –NOT an MLM (Multi-level Marketing). Team building commissions are paid directly from the company.

7

Career Car Program

Mary Kay has 4 levels of career cars that you can earn. You can choose a cash compensation package (\$425-\$900 /month) or the use of a leased car.



8

Leadership

Sales Directors commissions can double each month PLUS qualify for monthly/ quarterly/ yearly cash bonuses, diamond jewelry & first-class trips around the world.

Family Security Program

The only company in the direct selling industry to offer a 15 year “retirement” plan for the National Sales Director position.

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
7:00am							
8:00am							
9:00am							
10:00am							
11:00am							
12:00pm							
1:00pm							
2:00pm							
3:00pm							
4:00pm							
5:00pm							
6:00pm							
7:00pm							
8:00pm							

Retail Income

Pay yourself immediately on product sales.

Skin Care Class Income

_____ # of Skin Care Classes a week

X \$300 sales @ each class with 3 adults

\$ _____ Weekly Sales

X 4 weeks in a month

X 50% Commission on Retail Sales

\$ _____ Monthly Profit before expenses

**it is suggested you save 10% of your profit for business expenses.*

Reorder Income

2 Sparkle & Shine Customers/ Week

X 50 Weeks in a year

100 Sparkle & Shine Customers

X \$300 Average Customer spends / yr

\$30,000 Yearly raise in sales

X 50% Commission

\$15,000 Average profit raise

Team Building Income

Commissions are paid once a month from the company, based on number of team members, size of their orders and size of your personal order.

To design your dream check, talk to your Sales Director or National Sales Director.

"If you think you can, YOU CAN. If you think you can't, YOU'RE RIGHT."

~Mary Kay Ash~

Please note: This is designed to show the different avenues of income of our marketing plan, all figures are approximate, there are no guarantees and subject to change at any time.