

Have you ever considered Owning Your Own Business?

AREAS OF INCOME

- Classes & Facials — 50% commission
- Reorders — 50% commission
- Team Members — 4-13% commission
- Car Program — or cash compensation
- Directorship

TAX BENEFITS

- Mileage deduction of 65.5¢ per mile
- Phone and internet costs
- Entertainment and travel expenses
- Skin care class supplies
- Office supplies

START-UP COST

- Get started with MK eStart \$35
- + MK eStart Plus \$45 — (optional)
- + MK Pro Start \$90 — (optional)
- Inventory — optional, but highly recommended
- 90% Buy Back Guarantee

ADVANTAGES

- No sales quotas or territories
- Full training program — Education motivation & inspiration taught weekly.
- Earn Rewards — Diamonds, other jewelry, luggage, trips to exotic places.
- Website Business — Sell 24/7 with a FREE personal website.
- Family Security Program — As a National Sales Director.
- Live On Your Terms — Freedom & flexibility based on your schedule.
- Opportunity to Share — Great leading brand products that everyone will love.
- Achieve Success — Enjoy opportunities to reach your goals.
- Enrich Lives — Sharing the opportunity with other women.

COMPANY PHILOSOPHIES

Mary Kay Philosophy — God first, family second and career third.

Golden Rule:

"DO UNTO OTHERS AS YOU WOULD HAVE THEM DO UNTO YOU" LUKE 6:31

Projected Annual Sales

The average beauty experience has approximately: \$200+ in total sales (4 guests // \$50 in orders per guest). The average customer reorders approximately \$200/yr. We love residual income!

Of course, these numbers are all averages and do not include any team building commissions or other bonuses available to earn as you grow your business!

FULL-TIME

5 SHOWS PER WEEK
(15 - 20 HOURS)

$200 \times 5 = \$1,000$ Weekly Sales
 $\times 50$ weeks = \$50,000 Annual Retail Sales
 425 customers $\times \$200/\text{year} =$
\$85,000 annual reorders

\$135,000 Total Annual Sales
\$67,500 profit

PART-TIME

3 SHOWS PER WEEK
(6 - 10 HOURS)

$200 \times 3 = \$600$ Weekly Sales
 $\times 50$ weeks = \$30,000 Annual Retail Sales
 255 customers $\times \$200/\text{year} =$
\$51,000 annual reorders

\$81,000 Total Annual Sales
\$40,500 profit

HOBBY

1 SHOW PER WEEK
(2 - 4 HOURS)

$200 \times 1 = \$200$ Weekly Sales
 $\times 50$ weeks = \$10,000 Annual Retail Sales
 85 customers $\times \$200/\text{year} =$
\$17,000 annual reorders

\$27,000 Total Annual Sales
\$13,500 profit

