

The Mary Kay Opportunity

Name: _____ Cell #: _____ Consultant: _____



Reasons Why Women Join Mary Kay

**** Circle the ones that appeal to you!!**

1. **Prioritize their life:** God 1st; Family 2nd; Career 3rd
2. **Money:** Average Consultant begins around \$25 per hour
3. **Prizes and Praise**
4. **Be your own boss:** Answer to only YOU and your goals
5. **Flexibility:** Work when, where and how you want
6. **Make new friends**
7. **Tax Advantages:** Business expense deductions
8. **Career Advancements:** Based on personal activity, not chosen
9. **Company Car:** Qualify in just 4 months or less for the Chevy Cruze

How We Make Money In Mary Kay

**** Circle the ones that appeal to you!!**

1. **Product Marketing** = 50% Profit
On the Face - Classes, facials & makeovers
On Paper - Look Book, PCP, Reorders
On-Line - Personal Website
On the Go - Quick appointments
2. **Team Building**
Monthly Commission: 4,9 or 13%
\$50 Bonuses
3. **Leadership**
Monthly Commission: 9-13%
Unit Commission: 13%
\$100+ Personal Team Building Bonus
\$400+ Unit Team Building Bonus
\$500+ Unit Volume Bonus



Qualities of Mary Kay Consultants

Many successful consultants share these qualities.

Circle the ones that sound like you!!

1. **Family-Oriented** - You put your family before yourself and don't use them as an excuse.
2. **More-Month-than-Money** - You need extra money and are interested in making more.
3. **Decision-Maker** - You aren't afraid to take a chance on your gut feelings and give something new a try.
4. **Very-Active-Lifestyle** - You are on-the-go with a busy schedule with little time for yourself.
5. **Not-the-Pushy-Sales-Type** - You are a good listener and could build a strong reorder clientele.
6. **Small Group of Friends** - You are new to the area or don't know many, but like to meet new people.

How To Get Started

1. Fill out a New Consultant Agreement
2. Purchase your Starter Kit for only \$100+ tax (\$400 value)
3. Schedule your New Consultant Orientation with your Director
4. List names of everyone you know who has skin

Could this career be for you?

Circle one: YES NO MAYBE NOT NOW

Could you be our Talent Scout?

Circle one: YES NO MAYBE NOT NOW

