

# All About You!

Tell me a little about you!

What brings you joy?

Would you be excited to have an extra \$50-\$100 a week? What would you do with it?

If you could see any dream come true within the next year, what would it be?

“ASK FOR THE  
**RIDICULOUS**  
SO THAT YOU CAN EXPERIENCE THE  
**MIRACULOUS.**”

- GLORIA B.  
NATIONAL SALES DIRECTOR

#MyMKLife

MARY KAY

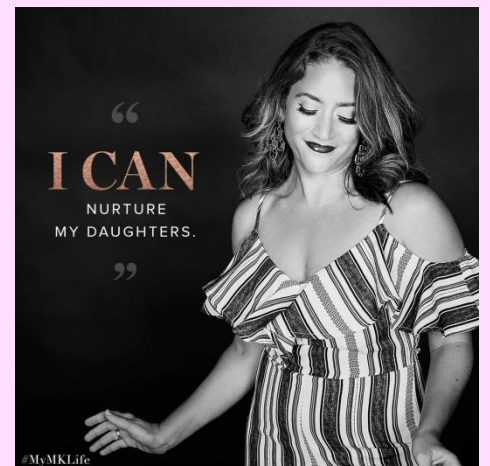
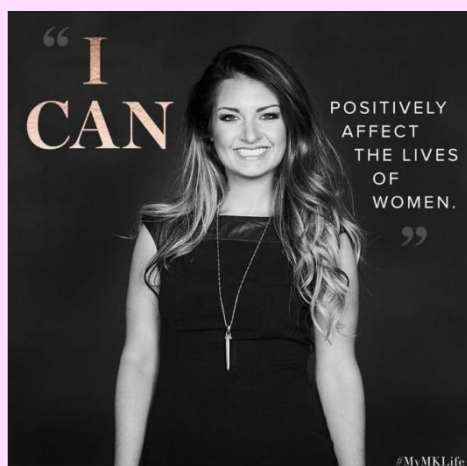
# Top *Mary Kay* FAQs

## What do you do?

As a beauty consultant... I help women *feel more confident* by personalizing their ideal beauty experience.



As a sales director... I coach other beauty consultants towards achieving their own unique business goals.



# How do I Make Money?

**50% Commission on Sales**

**Think Like a Wholesaler – buy for \$1, sell for \$2**

**No Sales Quotas or Time Requirements**

**Customer Reorders – Consumable Products**

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**Desire to Lead?**

**Leadership “Pink Love” Pay Checks!**

**Paid as Coaches When We**

**Mentor Others**



## Career Car Program

Over  
**160,000**

*Independent sales force members worldwide who have earned the use of a Mary Kay Career Car*



MARY KAY®



**Chevy Cruze Hatchback**



**Ford Fusion or Chevy Equinox**



**Cadillac XT5**

- Large % of the Insurance•
- The Tag & the Title•
- Free Oil Changes, Tire Rotation, and Maintenance on Cadillacs•
- OR Career Car Cash Compensation•

# What does a Mary Kay life look like?



You Are *Your Own Boss*  
*Freedom* of Designing Your Schedule



“Undercover Consultants”  
Part-Time: 4-10 Hrs/Week  
Full-Time: 15-20 Hrs/Week  
3+ Ladies: 1-2 hours  
1-2 Ladies: 45min- 1 hour



*Independent Entrepreneur –  
fit your lifestyle!*

Beauty experiences one-on-one or with girlfriends, Girl's Night Out, On-The-Go, personal website orders...



Extra Income



Recognition & Prizes



Personal Growth & Self Confidence



Company with Heart



Unlimited Leadership Opportunities

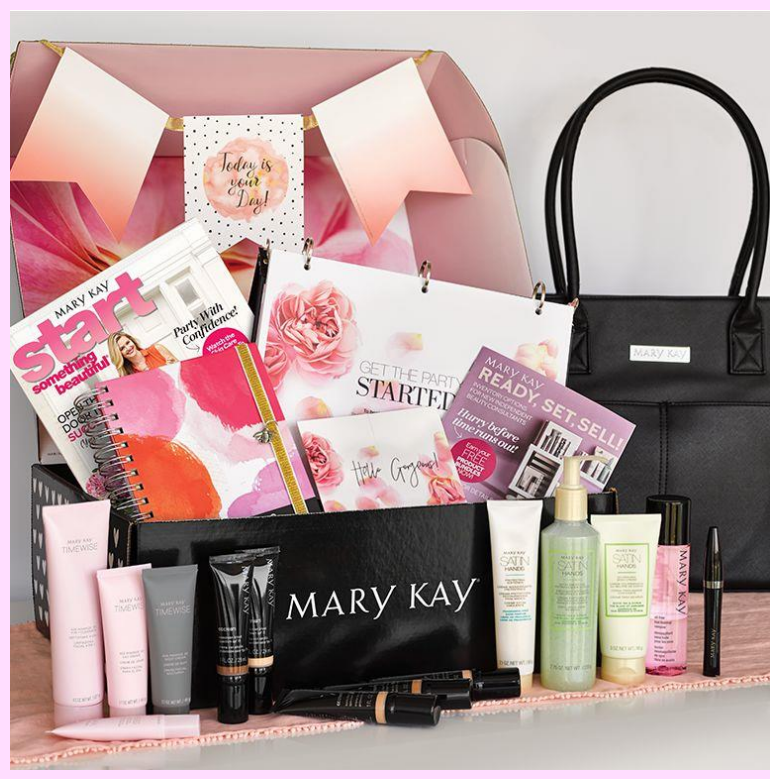


*National Sales Directors on their all-expenses paid trip to Argentina*



# What does it take to get started?

**\$100 Starter Kit + Tax & Shipping**



Includes:

- ♥ \$385 Value of Retail Sized Demo Products
- ♥ Enough Basics & Samples for 30 Makeovers
- ♥ New Consultant Business Tools and a Free Business Coach!

# How do I learn to be a successful consultant?

**Full New Consultant Training Program**



**MKUniversity**

**Skin Care & Color Certification  
Local & Corporate Training Events**

**Books**

**Audio Recordings**

**Videos**

**Shadow parties/facials**

**Working with your mentors!**

# What makes someone a good match?



I Look for...

1. "I'm interested in working a couple hours a week & being a consultant for my friends and family."
2. "I want to create "more" in my life and work part time for solid extra income for me and my family."
3. "I want the executive level income, culture, opportunities, and the leadership potential I want the career."

Women who...

- Are not "salesy"
- Love the product!
- **Motivated for more:** freedom, financial stability, success, more friendships and joy.
- Coachable – want to learn new skills



# Your Opinion Matters to Me!

- ♥ What most impresses you about the opportunities with a Mary Kay business? What experiences feel most exciting to you?
- ♥ What drives you/motivates you? 1) achievement and recognition, 2) freedom and flexibility, 3) family and relationships, 4) stability and security, 5) or fun and excitement?
- ♥ What qualities do you have that you believe would benefit you as a consultant?
- ♥ What questions can I answer for you?
- ♥ Letter Grade based on your personal interest...
  - A – Absolutely! This feels like just what I've been looking for!
  - B – Sounds great! And I have more questions! Send me more information or buy me a cup of coffee to chat!
  - C – Can't ever see myself running my own business, but I'd love to know what's new, be a product tester, and spoiled customer for you!

