

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 54¢ per mile
 Phone and internet costs
 Entertainment and travel expenses
 Skin care class supplies
 Office supplies

START-UP COST

\$100 Starter Kit—(\$318 retail value) + tax & shipping
Inventory—Optional, but highly recommended
90% Buy Back Guarantee

ADVANTAGES

No sales quotas or territories—Take your business anywhere in the U.S.
Full training program—Education, motivation and inspiration taught weekly
Earn Rewards—Diamonds, other jewelry, luggage, trips to exotic places
Website Business—\$30 for the first year and \$60 after that
Residual Income—On sales (consumable product) and team building
Live On Your Terms—Freedom and flexibility, set your pace 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

HOBBY

2-4 Hours Per Week

PART TIME

5-20 Hours Per Week

FULL TIME

20-40 Hours Per Week

A show will have 3-6 guests with an average of 4. On average women spend \$50, with an average of \$175 per show.
 The average reorder per customer each year is \$157.

5 Shows Per Week

15-20 HOURS

\$175 x 5 = \$875 Weekly Sales
 \$875 x 50 weeks = \$43,750 Annual Sales
 425 customers x \$157 = \$66,725 Annual Reorders
 \$110,475 Total Annual Sales ÷ 2 =
\$55,237 PROFIT

4 Shows Per Week

10-15 HOURS

\$175 x 4 = \$700 Weekly Sales
 \$700 x 50 weeks = \$35,000 Annual Sales
 340 customers x \$157 = \$53,380 Annual Reorders
 \$88,380 Total Annual Sales ÷ 2 =
\$44,190 PROFIT

3 Shows Per Week

6-8 HOURS

\$175 x 3 = \$525 Weekly Sales
 \$525 x 50 weeks = \$26,250 Annual Sales
 255 customers x \$157 = \$40,035 Annual Reorders
 \$66,285 Total Annual Sales ÷ 2 =
\$33,142 PROFIT

2 Shows Per Week

4-6 HOURS

\$175 x 2 = \$350 Weekly Sales
 \$350 x 50 weeks = \$14,500 Annual Sales
 170 customers x \$157 = \$26,690 Annual Reorders
 \$44,190 Total Annual Sales ÷ 2 =
\$22,095 PROFIT

1 Show Per Week

2 HOURS

\$175 x 1 = \$175 Weekly Sales
 \$175 x 50 weeks = \$8,750 Annual Sales
 85 customers x \$157 = \$13,345 Annual Reorders
 \$22,095 Total Annual Sales ÷ 2 =
\$11,047 PROFIT



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!