

# 6 Avenues of Income

## 1.) SKIN CARE CLASSES AND FACIALS:

**50%** The highest direct sales commission paid in the United States. The checks are made out to you and you order directly from the company – so you don't have to wait for a check to come from Mary Kay.

**There are 5 ways to market our products:**

**On the Face:** Traditional way of showing Mary Kay products, designed for women who like to pamper others and build relationships. Mother/daughter makeovers and 45 minutes pampering sessions are the most popular. Before and After Portfolios are also a great way to network your business and let your customers show off their new look.

**On the Go:** 10-15 minute product previews for super busy women, these can be done during lunch or right after work. This works well for women who really want to get started with MK at a later date but don't want to miss out on any opportunities now.

**On Paper:** Allowing others to sell product in exchange for free product bonuses. Great for busy women and women who don't know a lot of people. This is perfect for women whose schedules are full but their checkbooks are not!

**On-line:** For only \$25 your first year, you can have your own interactive website. With our Web Hostess program and on-line shopping, you'll have your own "dot-com-biz"...and could possibly write off your computer and internet service!

**Show on the Go:** We have fund raising opportunities and an Executive Gift-Giving Service that we can provide our customers. There are also specialty classes like pedicure classes, trunk shows, and glamour clinics.

## 2.) REORDERS:

**50%** Our product is consumable, like sugar and bread, so reorders become a large part of our income. Mary Kay is the #1 Best-Selling Brand of Facial Skin Care and Color Cosmetics on the market today. An average customer reorders approximately **\$300** within a year. The Preferred Customer Program and your own MK website will help you keep track and follow up with your customers.

## 3.) DOVETAILS:

This is an avenue that allows you to sell an appointment to another consultant when a scheduling conflict arises. That way you can keep your priorities in order: Faith first, Family second, and Career third. You will receive **15%** from the sales for that appointment and it is the only time that money is exchanged between consultants.

## 4.) SHARING THE OPPORTUNITY:

This is paid directly from the company in the form of a commission payment as long as the team member and the recruiter are active with the Company. It is *never* taken out of the new team member's pocket. Mary Kay is a dual-marketing company, NOT a pyramid or multi-level company.

**4%** → 1 - 4 active team members → Average \$100/month  
**9% - 13%** → 5 or more active team members → Average \$300-\$800/month

## 5.) CAR PROGRAM:



You can earn the use of a beautiful **Smoky Gray Pontiac Vibe or G6**. The Company pays registration, taxes, car payment, and a portion of your insurance. You also have the option of taking **\$375/month** cash compensation, instead. You can earn your car in 1-4 months. Other career cars include the **Shiny Black Saturn Vue or Aura** and the famous **Pink Cadillac** (your choice: SRX, DTS, or CTS).



## 6.) DIRECTORSHIP:

**13%** This commission is paid to the Director from the Company based on the unit's monthly wholesale production. You can also qualify for unlimited bonuses each month. This all comes in the form of an over-ride commission payment from the Company, never from the Consultant's profit. Directors can also qualify for free life insurance, platinum and pink cars, and world-class trips. Average first year Directors earn about \$35,000 per year. Then, you can move into the National Sales Director position with an average income of \$300,000 per year - plus the Family Security Program.