

HOW CAN MARY KAY FIT INTO MY LIFE?



When you become a Beauty Consultant there are several ways to earn money. Inside the Starter Kit is more than just product and literature and tapes...it includes a wealth of opportunities to sell the best product and company in the world and build a team! As you move up the Career Path, you'll want to develop excellence in all areas and tap into not just "some" of the market but "all" of the market!

Watch out for the future! It is so bright you'll just have to wear shades! How will YOU build your business?



PRODUCT MARKETING

ON THE FACE!

BOOK THOSE SHOWS AND FACIALS! This is the ultimate relationship-builder and the way you will keep your customers forever!

ON THE GO!

Could be a "layer" toward a show, or a reason to warm chatter, or a service appointment to an exciting customer or referral...whatever...they are quick, easy, and fun! One a day, 5 days a week can add \$250+++to your sales!

On The Go's: Last 15 minutes. Require no education. Tempt, don't teach! Counts as one appointment if one or 15 people attend. SO flexible!

ON LINE!

- Send a note to your customers thanking them for their business and including a product sample of some sort. Include a return postcard and ask their email address. Invite them to visit your marykay website. Watch your online business GROW!
- Invite a friend to hostess a WEB SHOW! Simply ask for the names of the women she "invites"...give a time limit (5 days) ...and offer her credit based on the sales from her guests' online orders!
- Create a distribution list in your computer for your email customers. This allows you to offer specials and continually let them see our products presented professionally off your site.
- Email your friends and offer them an opportunity to check out the Mary Kay Opportunity ONLINE! As your NSD I also have a web site to share more....what a way to share the career!

ON PAPER!

PREFERRED CUSTOMER PLAN...Classy, professional, a great way to keep your customers updated to our new products!

☆ **When you use all aspects together, you will build a business and customers that will last for a lifetime!** ☆

YOU CAN'T AFFORD TO WAIT!

TEAM BUILDING

Make a list immediately of the women you feel have the qualities to be successful in Mary Kay. Start sharing right away and build your team!

Senior Consultant (1)	4%
Star Recruiter (3-4)	4%, eligible for team building bonus!
Team Leader (5-7)	4-13%+bonuses
Future Director (8+)	4-13%+bonuses+Leadership options

LEADERSHIP

Directorship:	13%+bonuses (26% for personal team members)
Senior Director:	Above and more!
Executive Senior Director:	And more!
National Sales Director:	And MORE!
Senior National Sales Director:	And MORE AND MORE AND MORE!

*The higher you aspire to climb the Leadership path,
The more you need to master all 4 avenues
Of showing the product!*

*Take advantage
of the many
opportunities in Mary Kay!*