



# Six Avenues of Income

## 1 Skin Care Classes and Facials

**50%** One of 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 4 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. Networking Portfolios are also a great way to network your business and do some free advertising for other women.

### 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 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!!

### Online

For only \$25 a year you can have your own interactive website. This is perfect for women who want to work their Mary Kay businesses at a later date. We have fun an Internet hostess program so you can have your own dot.com company and write off your computer and Internet service!!

## 2 Reorders

**50%** Our product is consumable, like sugar and bread, so reorders become a large part of our income. An average customer will reorder approximately \$300 within a year. The Preferred Customer Program and your own interactive Webpage will help keep you on 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. Mary Kay's priorities are Faith, Family and then Career. You will receive **15%** from the sales for that appointment and it is the only time that money is exchanged between consultants.

## 4 Team Building

This is paid directly from the Company in the form of a commission check 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 Active Team Members - Average \$300-\$800/Month

## 5 Car Program

You can earn the free use of a beautiful new **Silver Chevy Malibu**. The Company pays registration, taxes, car payment, and a portion of the insurance. You also have the option of taking **\$375** cash compensation in place of the car. You can take 1-4 months to earn your car. Other career cars include a **Toyota Camry or Chevy Equinox** or **\$500** a month and for the Top Performers there are the famous **Pink Cadillacs** or **\$900** a month!

## 6 Leadership Positions

**13 %** This commission is paid to the Director from the Company based on the unit monthly wholesale production. You can qualify for **unlimited cash bonuses** each month. This all comes in the form of a commission check from the Company, never from the Consultant's pocket. Directors can also qualify for free life insurance, pink cars and world-class trips. Average first year Director Earnings are about \$35,000 per year and you can move into the National Sales Director position with an average income of \$200,000 and the Family Security Program and Pink Escalades!