

# The Avenues of Income

No Quotas ~ No Territories ~ Dual Marketing Plan ~ Tax Advantages

Golden Rule Philosophy ~ God First, Family Second, and Career Third

## Classes and Facials:

1. Mary Kay Cosmetics has the highest profit margin in Direct Sales, \_\_\_\_\_%.
2. The average class or party is \$\_\_\_\_\_ in retail sales.
3. The average class size ranges from \_\_\_\_\_ guests. The average class takes a total of \_\_\_\_\_ hours including set-up and break-down.
4. The average facial ranges from \_\_\_\_\_ guests, takes \_\_\_\_\_ hour, and averages \$\_\_\_\_\_ in retail sales.
5. The average hourly profit is \$\_\_\_\_\_.

**Reorders:** Mary Kay Cosmetics enjoys the highest brand loyalty in the industry. Therefore, our reorder business is substantial.

1. Profit on all products sold as a reorder is still \_\_\_\_\_%.
2. The average skin care client is projected to spend a minimum of \$400 a year on Mary Kay product.

The Reorder Formula:

\_\_\_\_\_ new clients/week = \_\_\_\_\_ hours/week

\_\_\_\_\_ weeks/year x \_\_\_\_\_ clients/week = \_\_\_\_\_ clients/year

\_\_\_\_\_ clients/year x \$400/year = \$\_\_\_\_\_ retail sales/ year = \$\_\_\_\_\_ profit/year

**Team Building:** Mary Kay is a dual marketing plan. All commissions are paid to the recruiter from corporate profits.

Consultant team builders can earn \_\_\_\_\_ to \_\_\_\_\_% on every wholesale order placed to the company by their team members.

**Company Car:** Part-time consultants who lead a personal team of \_\_\_\_\_ working consultants can earn the use of a Chevrolet Cruze. The qualification period is 1-4 months and qualification may be submitted infinite times. Everything is paid for except gas and a portion of the insurance. Taxes, title, plates, registration, other fees, and the remainder of the insurance are paid for by Mary Kay! Cash option in lieu of the car is \$\_\_\_\_\_ monthly.

## Directorship:

Consultants who lead a team of \_\_\_\_\_ working consultants can choose to earn the position of Directorship. The qualification period is 1-4 months and qualification may be submitted infinite times.

Directors can earn \_\_\_\_\_ to \_\_\_\_\_% on total monthly unit production, with a bonus of \_\_\_\_\_% unlimited, beginning at \$\_\_\_\_\_ monthly.

Senior Directors can earn \_\_\_\_\_ to \_\_\_\_\_% on their offspring directors.

*Benefits of directorship include an Annual Wellness Bonus, Quarterly Star Consultant Bonus, Monthly Unit Development Bonus, the use of a Chevrolet Equinox or Ford Fusion (cash option \$500 monthly), or the prestigious Pink Cadillac (cash option \$900 monthly), trips, diamonds, prizes, and recognition.*

*More women make over \$100,000 a year in Mary Kay than in any company in America!*

*\*Averages based on real-life data collected from over 400 consultants in the Future Awesome Area. Results may vary depending on your individual situation and factors.\**