

Mary Kay Cosmetics Dual Marketing Concept

Retail Sales - 50%

3 classes/wk @ \$200 each = \$600 x 4 = \$2400 / 2 = \$1200 profit per month

Reorders - 50%

100 x \$120 = \$12,000 / 12 = \$1000 / 2 = \$500 profit per month

Working 6 to 8 hours per week \$1700 total per month

Sponsoring Structure

- 1.
- 2. } 4%
- 3. }
- 4. }
- 5. } 9-13%

Consultant Profit	Company Profit
50%	50%

↓
12. **FREE CAR** 9-13%

Commission
4%
9%
13%

Prizes, Gifts, and Cars

vibe g6 rings trips quarterly

Tax Benefits

huge First available deduction kit @ \$100

Directorship

additional +13% personal team (26%)

commissions +13% unit

+ Production Bonus of \$5000 to \$10,000 per month

There are more Mary Kay Directors making between \$50,000 and \$100,000 per year than any other company in the United States.

Mary Kay Directors are some of the best paid women in America.

Finances:

How much would you like to have?

Perks - Prizes - Recognition:

What peaked your interest?

Freedom and Flexibility:

What would you enjoy about this?

Growth and Self-Confidence:

How would your life be different?