

# Avenues of Income

According to the Wall Street Journal, there are more women earning over \$50,000 a year in Mary Kay than in any other company in the world. As you look at the incomes listed in our Applause magazine, isn't it amazing that each Consultant started with a Starter Kit? Several avenues of income are available. You can pursue one, or all of them, according to your goals.

## Skin Care Classes & Facials:

50% - The highest direct sales commission paid in the U.S.

An average Skin Care Class is approximately \$200+.

Class time (including driving) is approximately 2 hours.

Average income per hour is \$50+.

## Reorders:

50% - Our product is consumable like sugar or bread, so reorders become a large part of our income.

An average customer (using the Skin Care plus a few Color Cosmetics items) will reorder approximately \$150 within a year.

## Dovetails:

15% - When unable to hold a Class, you may give it to another Consultant who will hold it and pay this fee directly to you. This gives you flexibility to honor priorities while building your business.

## Team-Building:

You can earn commissions, prizes, and bonuses as you sponsor one or more Team Members.

The monthly checks are paid directly from the company profits, never from the Team Member's income, and commissions continue as long as you and your Team Member are active.

4% when you have 1 to 4 active Team Members

9% when you have 5 or more active Team Members

13% when you have 5 or more Team Members order, and you also order

A \$50 Team-Building Bonus can be earned beginning with your fourth personal qualified team member.

## Career Car:

You can earn the use of (or cash compensation for) a Vibe or G6 (\$375), a Saturn Aura or Vue (\$500), or a Pearlized Pink Cadillac (\$900), when you maintain set levels in sales and Team Building.

## Directorship:

9-13% - Director's monthly commission is paid from the company profits based upon the entire Unit's monthly wholesale production.

Unit Volume Bonus of \$500 to \$5000 per month can be earned based on Unit Orders.

Unit Recruiting Bonus of \$300 /mo with 3 or 4 ... and \$500 /mo with 5+ ... Unit Qualified Recruits

A \$100 Team-Building Bonus can be earned by Directors with each personal Qualified Team Member.