

~Did You Know?~

Six Qualities of Successful Mary Kay Consultants

Please answer yes or no.

____ **Are you a Busy Woman?** Busy people get the most done, and they are easier to teach. The average Mary Kay Consultant works a full time job, is married, and has a couple of children. She is a busy person.

____ **Are you Money Motivated?** We look for people who want more, need more, and are willing to do the work.

____ **Are you a Person that is NOT the Sales type?** High pressure sales people run customers away. Women form long-term relationships that continue when you are honest, knowledgeable, and assertive, not aggressive.

____ **Are you a person that CANNOT Rely on Your Family and Friends to Get Rich?** We teach you how to meet REAL customers in an easy way. Family and friends that you know want discounts or something for free!

____ **Are you Family Oriented?** We look for women that use their family as a reason to do well, not as an excuse NOT to do something!

____ **Are You a Woman that Can Make Up Her Mind?** We look for people that realize there is NEVER a perfect time to do anything and are NOT victims of their circumstances! If you are interested in something, you realize there is no such thing as a "perfect time" to do anything.

Some of Our Benefits Include ...

Please circle the ones which impress you the most.

1. You have flexibility to set your own hours.
2. There are no territories and no quotas. Sell as much or a little as you want all over the US. We're also in 33 countries, and as a Mary Kay Director, you can work in many other countries if you choose.
3. Enjoy personal growth and increased self-confidence.
4. We promote the GOLDEN RULE!
5. You can live with your priorities: God First, Family Second, and Career Third
6. There is ROOM for advancement for everyone.
7. Mary Kay, Inc. gives you a 90% buyback guarantee on any of your retail product that is not over one year old. Plus, they back Consultants on a 100% satisfaction guarantee to our customers.
8. Enjoy BEING YOUR OWN BOSS!!!
9. You may take advantage of great tax deductions when you have an in-home business.
10. Local weekly education is available to encourage and inspire you.

There are Four Ways We Sell Our Product:

On Faces (Parties), Online (Mary Kay Website), On Paper (Look Books), and On the GO (quick appointments). We make 50% of everything we sell. Some people sign just to save money on products for themselves, family, and friends.

We are NOT a Pyramid Company! ALL commissions come directly from Mary Kay, Inc. We have a dual concept marketing plan ... just YOU and the company. Everyone makes the same 50% for selling the products. Commissions come directly from the company to you. You may simply sell products, or choose to build a team. You make a 4% commission from company profits starting with your first recruit and 9-13% beginning with your 5th recruit!

BIG MONEY! As a Consultant you can make a significant income simply by building your customer base. This is a consumable product and when women use it up they buy more! As a Director you can greatly increase your income by teaching others to do what you do, and building a Unit of successful Consultants.

You Can Win Cinderella Prizes in Mary Kay ... weekly monthly, and quarterly prizes ... plus Diamonds and Free Trips! You can also earn the use of a variety of Mary Kay career cars (Pontiac Vibe or G6, Saturn Aura or Vue, or your choice of Pink Cadillac options). Or, you can take the CASH COMPENSATION each month instead!

How to Get Started

Fill out your Agreement and submit \$100 plus tax and shipping to Mary Kay, Inc. for your Starter Kit. You will receive over \$323.50 of REAL PRODUCTS to demonstrate, plus a lot of supplies that you need to start your business. We will teach and support you every step of the way!

Please print:

Today's Date: _____

Name: _____

Email: _____

Phone: (Home) _____ (Cell) _____

Address: _____

City: _____ State: ____ Zip: _____

My age group is (circle one):

18-25 26-34 35-45 46-54 55-64 65+

Best time and place to call _____

Your Consultant's Name: _____

Please rate your interest level on a scale of 1 - 10

1 being not interested at all and **10** being get me started!

No **5**'s allowed!

1 2 3 4 5 6 7 8 9 10