

WHAT DOES IT COST TO GET STARTED?

The only required investment is \$100 (& tax & \$8.75 shipping) for your Starter Kit. The Starter Kit has four Face Cases (trays with mirrors), educational materials, literature, samples, and disposable items for about 15 makeovers; however, it has no products to sell. You may start by taking orders, collecting money, ordering, and delivering or you may start with some product to sell on the spot. We have several sample orders that you can use to fit your own circumstances.

Whatever you decide, we are behind you 100%! Consider these factors:

Skin Care & Color Cosmetics are impulse purchases. Prospective customers don't want products tomorrow ... they want them today!

Customers buy more when it is right in front of them. The more they see, the more they buy ... remember your last buffet?

They take the products home with them. They begin using and loving the products immediately ... they are much less likely to cancel their orders and much more likely to schedule successful "follow-up" appointments!

You don't have to spend time delivering and re-instructing. That time can be *invested* in more selling appointments.

The busier you are, and the faster you need to make money, the more you need to start with a comfortable inventory!! Businesses borrow money to begin or expand ... you are beginning your own small business!

\$600 WHOLESALE = \$1200 RETAIL

This has 4-5 Miracle Sets, 1 Velocity Set, some Customized Skin Care & 1 each of selected Color Cosmetics. It is a very small order but enough to put together a Complete Collection & a Color Cosmetics Display.

You will receive FREE PRODUCT BONUS valued at over \$200 suggested retail!

<u>YOUR INVESTMENT:</u>	\$600.00 Wholesale	<i>you will sell it for \$1200.00 retail</i>
Tax on \$1200 retail	_____ Tax	<i>you will get the Tax back as you sell the products</i>
Tax on Free \$100+ retail	_____ Tax	<i>you will get the Tax back as you sell the products</i>
Some Sales Aids (approx)	50.00	<i>you will write these off as a business expense</i>
Starter Kit, Tax, \$8.75 Shipping	_____	<i>you will write these off as a business expense</i>
TOTAL \$		<i>you will remit this to Mary Kay Inc.</i>

\$1200 WHOLESALE = \$2400 RETAIL

This has 6-7 Miracle Sets, 1-2 Velocity Sets, some Customized Skin Care, 1-2 ea. of Color Cosmetics, & 1-2 Body Care Sets. It is a small order but enough to put together a Complete Collection and a Color Display.

You will receive a FREE PRODUCT BONUS valued at over \$300 suggested retail!

<u>YOUR INVESTMENT:</u>	\$1200.00 Wholesale	<i>you will sell it for \$2400.00 retail</i>
Tax on \$2400 retail	_____ Tax	<i>you will get the Tax back as you sell the products</i>
Tax on Free \$200+ retail	_____ Tax	<i>you will get the Tax back as you sell the products</i>
Some Sales Aids (approx)	75.00	<i>you will write these off as a business expense</i>
Starter Kit, Tax, \$8.75 Shipping	_____	<i>you will write these off as a business expense</i>
TOTAL \$		<i>you will remit this to Mary Kay Inc.</i>

\$1800 WHOLESALE = \$3600 RETAIL

This has 9-12 Miracle Sets, 1-2 Velocity Sets, 1-2 ea of Color Cosmetics, 1-2 each of select Customized Skin Care, Fragrances, Men's Skin Care, and Sun Care.

It is a moderate order with enough products to display all items and still have some to sell!

You will receive a **FREE PRODUCT BONUS** valued at over \$400 suggested retail!

YOUR INVESTMENT:

	\$1800.00 Wholesale	
Tax on \$3600 retail	_____	Tax
Tax on Free \$300+ retail	_____	Tax
Some Sales Aids (approx)	100.00	
Starter Kit, Tax, \$8.75 Shipping	_____	
TOTAL \$		

you will sell it for \$3600.00 retail
you will get the Tax back as you sell the products
you will get the Tax back as you sell the products
you will write these off as a business expense
you will write these off as a business expense
you will remit this to Mary Kay Inc.

\$2400 WHOLESALE = \$4800 RETAIL

This has 11-16 Miracle Sets, 2-3 Velocity Sets, 2 each of select Customized Skin Care, 2-3 each Color Cosmetic, Men's Skin Care, Sun Care, Body Care, & Fragrances.

It is a good order with enough products to display all items and still have some to sell!

You will receive a **FREE PRODUCT BONUS** valued at over \$500 suggested retail!

YOUR INVESTMENT:

	\$2400.00 Wholesale	
Tax on \$4800 retail	_____	Tax
Tax on Free \$40+ retail	_____	Tax
Some Sales Aids (approx)	125.00	
Starter Kit, Tax, \$8.75 Shipping	_____	
TOTAL \$		

you will sell it for \$4800.00 retail
you will get the Tax back as you sell the products
you will get the Tax back as you sell the products
you will write these off as a business expense
you will write these off as a business expense
you will remit this to Mary Kay Inc.

\$3000 WHOLESALE = \$6000 RETAIL

This has 13-18 Miracle Sets, 3-4 Velocity Sets, 2 each of select Customized Skin Care, 2-4 each Color Cosmetic, Men's Skin Care, Sun Care, Body Care, & Fragrances.

It is almost a full inventory of products to display and sell!

You will receive a **FREE PRODUCT BONUS** valued at over \$600 suggested retail!

YOUR INVESTMENT:

	\$3000.00 Wholesale	
Tax on \$6000 retail	_____	Tax
Tax on Free \$500+ retail	_____	Tax
Some Sales Aids (approx)	150.00	
Starter Kit, Tax, \$8.75 Shipping	_____	
TOTAL \$		

you will sell it for \$6000.00 retail
you will get the Tax back as you sell the products
you will get the Tax back as you sell the products
you will write these off as a business expense
you will write these off as a business expense
you will remit this to Mary Kay Inc.

\$3600 WHOLESALE = \$7200 RETAIL

This has 15-22 Miracle Sets, 3-4 Velocity Sets, 3 each of select Customized Skin Care, 2-4 each Color Cosmetic, and 2-3 of each Men's Skin Care, Sun Care, Body Care, & Fragrance.

It is a full inventory of products to display and sell!

You will receive a **FREE PRODUCT BONUS** valued at \$700 suggested retail!

YOUR INVESTMENT:

	\$3600.00 Wholesale	
Tax on \$7200 retail	_____	Tax
Tax on Free \$600+ retail	_____	Tax
Some Sales Aids (approx)	175.00	
Starter Kit, Tax, \$8.75 Shipping	_____	
TOTAL \$		

you will sell it for \$7200.00 retail
you will get the Tax back as you sell the products
you will get the Tax back as you sell the products
you will write these off as a business expense
you will write these off as a business expense
you will remit this to Mary Kay Inc.