

So you think... Why sell Mary Kay?

Place a check beside each product that you use daily, weekly, or monthly. As a consumer taking care of your skin, you could be spending more than \$1,000 a year (retail) for your cosmetics! This doesn't include products for your family and gift-giving.

Product	Cost	Qty/Year	TOTAL
Cleanser	\$18	3-4	\$54-72
Moisturizer	\$22	3-4	\$66-88
Foundation	\$14	4-6	\$56-84
Loose Powder	\$12.50	1-2	\$12-25
Pressed Powder/Compact	\$23	1	\$23
Day/Night Solution	\$60	3-4	\$180-240
Microdermabrasion Set	\$55	2-3	\$110-165
Age-Fighting Eye Cream	\$26	3	\$78
Firming Eye Cream	\$30	2	\$60
Oil-Free Eye Makeup Remover	\$14	3	\$42
Satin Lips Set	\$18	2	\$36
Oil-Free Hydrating Gel / Intense Moisturing Cream	\$30	2-3	\$60-90
Satin Hands Set	\$30	1-2	\$30-60
Visibly Fit Body Lotion	\$22	2-3	\$44-66
Cheek Color	\$10	2-3	\$20-30
Eye Color	\$6.50	4-6	\$26-39
Lip & Eye Pencils	\$10	4-6	\$38-57
Mascaras	\$10-15	5	\$50-75
Lipsticks/Glosses	\$13	5-6	\$65-78
Concealer	\$9.50	2	\$19
Nail Enamel	\$6	6	\$36
Highlighting Pen	\$18	3-4	\$54-72

TOTAL ANNUAL CONSUMER SPENDING \$1,159-1,535

Plus: Gifts, products for other family members (fragrances for Men, Velocity Skin Care for teens/young adults, Private Spa Collection, Sun Essentials.)

WHAT'S YOUR TOTAL???

INCREASE YOUR INCOME!

Imagine purchasing ALL of your cosmetics and body care products at whole prices...

As a consultant, at 50% discount, your annual savings would be \$579-767!!!

Now imagine if you had 25 people who purchased \$1,000+ a year from you? That could mean adding over \$10,000 to your annual income! COULD YOU GET EXCITED?!?!

FACTS & FIGURES

- Mary Kay is the #1 Best-Selling Brand of Facial Skin Care and Color Cosmetics in the U.S.
- Mary Kay has no quotas or territories.
- The company operates by the Golden Rule
- Mary Kay offers a 100% customer satisfaction guarantee
- The only required investment is \$100 for a Starter Kit
- Education is ongoing – you are in business for yourself but not by yourself.
- An active Beauty Consultant may order her product at a 50% discount.
- Mary Kay has been listed as one of the Top 100 Best Companies to work for in America, which was published by Fortune magazine.