

Money & Income Potential

Could you get excited about earning \$25 – \$75 per hour as a new consultant.



Paste your first or highest commission check here.

It estimated that more women make over \$100,000 per year in Mary Kay Cosmetics than in any other company in the world.



Insert one of your *Weekly Accomplishment Sheets*.

Insert your Directors paychecks here.

Tax Benefits

Employee Check Stub for your “REAL” job.

Gross Pay	\$3,000
Uncle Sam/Taxes	- \$1,000
Net	\$2,000

Would you love to be able to keep more of the money that you work so hard to make?

There are so many **TAX ADVANTAGES** to having your very own in home business.

The Car Program

Wouldn't you love to drive a
free car
for the rest of your life?

Paste a Grand Am Postcard or a picture of you and a

- Mary Kay pays:
 - Taxes
 - Licensing
 - Most of your Insurance
- You get a new car every 2 years!
- Mary Kay awards over 200 cars every month!

Insert the pictures of the other company cars from the “Driving the Dream” brochure.

Prizes & Recognition

Could you get excited about
earning PRIZES every
**WEEK, MONTH, QUARTER &
YEAR**
for the great job that you do?

Paste a picture of the prizes that you have earned
or are earning from the Star Prize Brochure.

Isn't it interesting to learn that
Harvard Business School conducted
a study showing that more job
satisfaction comes from
recognition rather than money.
In Mary Kay we praise women to success.

Insert the Star Consultant Prize brochure.

Self Confidence & Personal Growth

Wouldn't you love to double your
SELF CONFIDENCE
in the next 6 to 8 weeks?

Paste pictures of you and your Director or other
consultants and/or postcards that you have re-

Friends

Paste a picture of you and your Mary Kay friends.

Can you imagine having an endless
CIRCLE OF FRIENDS?

Flexibility - Be Your Own Boss

Could you get excited about
controlling your own schedule
for the rest of your life?

Paste a picture of you and your family.

Mary Kay's company philosophy is: **FAITH** first
FAMILY second
CAREER third

We operate by the **GOLDEN RULE** and the **GO GIVE** spirit.

Which one appeals to you most?

- MONEY
- TAX BENEFITS
- FREE CAR
- PRIZES & RECOGNITION
- SELF CONFIDENCE &
PERSONAL GROWTH
- FRIENDS
- FLEXIBILITY

Isn't it GREAT to know that with
Mary Kay
you can have it all!

Qualities of a **SUCCESSFUL** Consultant

1 – They are **busy**.

- Because they know how to manage their time.

2 – They **do not know a lot of people**.

- We don't get rich off of family and friends.

3 – They are **not necessarily the “sales type”**.

- This business is about building relationships, teaching skin care and offering a service.

4 – They have **more month than money**.

- They appreciate Mary Kay because it frees them from living paycheck to paycheck. Whether it's affording the little extra's or creating a whole different lifestyle.

Qualities of a **SUCCESSFUL** Consultant

5 – They are **family oriented**.

- They are motivated by the needs of their families and see them not as excuse, but as a reason to be successful.

6 – They are **decision makers**.

- They know a good thing when they see it.
“If you don’t like the results you have been getting, you have to change what you have been doing!”

7 – They are **happy** with their lives **but are looking for Something More**.

- They want to make a difference in women’s lives. Whether it be their own life. Or helping other women look and feel better.

How many of these qualities do YOU have?

Insert a copy of the *Something More*
brochure showing the showcase.

How to get started:

- Order your showcase for \$100 plus tax and shipping.
- Schedule your 1st training class.

If you find
Mary Kay
is on your mind a lot,
then this may be for you!

Why not
give it a try!
