



Is a Home-Based Business Right For You?

If you check five or more, perhaps you should consider a home-based business like Mary Kay:

- Would you like to run your own business?
- Would you like to have a career with flexible hours?
- Would you like a position with excellent earning potential and the ability to write your own paychecks?
- Would you like a career that fosters personal growth and development?
- Do you like to teach and help others?
- Do you manage time well?
- Can you work directly with customers?
- Would you like to earn extra money while working in your present job?
- Would you like to learn new skills and be more confident?
- Is working with a company that wants you to succeed important to you?

W.I.I.F.M



(What's In It For Me?)

10 Most Commonly
Asked Questions About
Mary Kay Cosmetics

How do I get started?

After discussing career details with a Beauty Consultant, you simply submit a Beauty Consultant agreement and purchase your own Start-up Kit at a low cost, which includes all the demonstration items and business-building sales tools needed to start your business.

How much time do I have to put in and are there any sales quotas?

In Mary Kay, we have no sales quotas, so there is never any pressure to sell product. An “active” Consultant is one who places a minimum order every three (3) months. Remember, everyone’s situation is different and you work your business the way *you* want.

What if I don’t know anything about sales?

With Mary Kay, you are teaching and servicing customers. Continuing education is one of the foundations of career growth in Mary Kay. Every Consultant has access to flip charts, videotapes, company newsletters, weekly training and motivational support.

How much money will I make?

There are several different avenues open to you to increase your earning potential. In addition to profits from retail sales, skin care classes, facials and reorders, Mary Kay offers other benefits such as personal team building commissions, paid by the company, prizes, car programs and Director commissions as you progress up the ladder of success.



Where can I sell Mary Kay products?

Beauty Consultants can sell and build their teams in any of the 50 states, Puerto Rico, the American Virgin Islands or Guam. There are no “assigned” territories in which you must sell.



How will I book my first class?

As part of your Mary Kay training, you are taught how to book your classes. Also, our Director, or myself, will be there to help you in any way possible. If you live out-of-town, an Adoptee Director will guide and train you as well, so you have the best of both worlds.

What if I don’t like selling Mary Kay?

Personally, for me, it’s been more fun than work. If you decide that this business is not for you, Mary Kay has a 90% buy back guarantee on products purchased within the last year thus, making this a risk free opportunity!

What makes Mary Kay different from other Direct Selling Companies?

To name just a few, Mary Kay, Inc:

- ⇒ has the highest commission structure of any direct sales company today.
- ⇒ was founded on the concept of the “Golden Rule.”
- ⇒ has the highest paid women, with hundreds earning over \$50,000/\$100,000 per year.
- ⇒ has been named three times as one of the “Top 100 Companies to Work for in America.” (1984,1993, 1998) and as one of the “10 Best Companies for Woman to Work for.”
- ⇒ does not perform any animal testing with their products
- ⇒ products are consumable and you will always have repeat business.
- ⇒ is not a pyramid, nor is it a multi-level company. You deal directly with the company and there is no middleman. All commissions are paid directly out of the profits from Mary Kay, never out of anyone’s pocket.

What if I don’t usually wear make-up?

Not a problem. Mary Kay is not only about make-up, it’s also about skin care. It has been the #1 selling brand for 13 years in a row! Color cosmetics are just the “icing on the cake.”

What is the worst thing that could happen if I do try this?

The worst thing that could happen is NOT trying it. You have a great opportunity to be your own boss, set your own hours and meet a lot of inspiring women. Honestly, the worst thing that can happen is that you would get your product at wholesale cost rather than paying retail! And who wouldn’t want to save money? Ask yourself this question, “What if I tried it and succeeded? Isn’t that better than never having tried and failed?”