What's Your Why?

Find out inside!

<u>10 Reasons</u> this may be the perfect opportunity for you!

#1 The Products Sell Themselves

10 Reasons this may be the perfect opportunity for you:

#1 Products Sell Themselves

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FUN FACT:

The Mary Kay® Palettes are the most customizable, refillable palettes ever created by Mary Kay with over 18 million possible color combinations.

Mary Kay Products are....

- #1 in Customer Loyalty with Brand Keys Award
- Recognized with "Good Housekeeping Award"
- 100% Customer Guaranteed
- Try Before You Buy
- Made in USA by Mary Kay, Inc.
- Consumable
- Recession Proof
- *Not* Animal Tested
- High Quality Research

#2 Earn Extra Money

<u>10 Reasons</u> this may be the perfect opportunity for you:

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FUN FACT:
The Mary Kay® product line includes more than 200 premium products in five categories: facial skin care, color cosmetics, body care, sun protection and fragrance.

<u>Parties/Virtual Events</u> - 50% with 3+ attending
a $200 Party gives you $100 in profit
a $300 Party gives you $150 in profit
in about 2-3 hours

Facial/Virtual one on one - 50% with 1-2 attending
a $100 Facial gives you $50 in profit
in about 1 hour

Reorders- 50%
*at **On-the-Go** appointments*
***Online** through your website or email*
*by **phone call** or text*

What we do

We teach <u>Skin Care</u> and <u>Color Cosmetics</u>
Use a <u>try before you buy</u> approach
Provide on the spot <u>delivery</u>

#3 Flexibility

<u>10 Reasons</u> this may be the perfect opportunity for you:

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FUN FACT:
On Sept. 13, 1963, Mary Kay, her son Richard Rogers and nine Beauty Consultants opened Beauty by Mary Kay from a 500-square-foot storefront in Dallas.

You are your own boss. We teach you to work Mary Kay into your current lifestyle.

Your weekly plan and estimated earnings

	Sun	Mon	Tues	Wed	Thur	Fri	Sat
8 AM							
12 AM							
5 PM							
9 PM							

Mary Kay teaches us to keep our priorities in order:
God First - Family Second - Career Third

# Classes	# Hours	Average Sales	Profit
1	2.5	$150	$75
2	5	$300	$150
3	7.5	$450	$225
4	10	$600	$300
5	12.5	$750	$375
6	15	$900	$450
7	17.5	$1050	$525
8	20	$1200	$600
9	22.5	$1350	$675
10	25	$1500	$750
11	25.5	$1650	$825
12	28	$1800	$900

#4 Low Starting Cost

<u>10 Reasons</u> this may be the perfect opportunity for you:

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#4 Low Starting Costs

#5

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FUN FACT:
More than 600 women worldwide have become Independent National Sales Directors, the highest pinnacle of a Mary Kay business.

START YOUR BUSINESS FOR ONLY $24!

plus tax & shipping

Now is the right time to start your very own Mary Kay business and earn an extra income. All you need to get started is your MK Micro Starter Kit; it's equipped with:

- Training tools to help you with your sales;
- 1-year subscription to your very own website;
- Skin care samples to share with your clients!

girl BOSS

#5 Learning is Easy

<u>10 Reasons</u> this may be the perfect opportunity for you:

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FUN FACT:
Approximately 42,000 women are currently Mary Kay Independent Sales Directors worldwide.

As a New Consultant you will complete orientation and learn how to:

- Get Started
- Conduct Skin Care Parties and Virtual Events
- Explain and choose Skin Care and Color Products
- Manage a Business and Money
- Advance in the Career
- Get appointments

#6 BIG Benefits

10 Reasons this may be the perfect opportunity for you:

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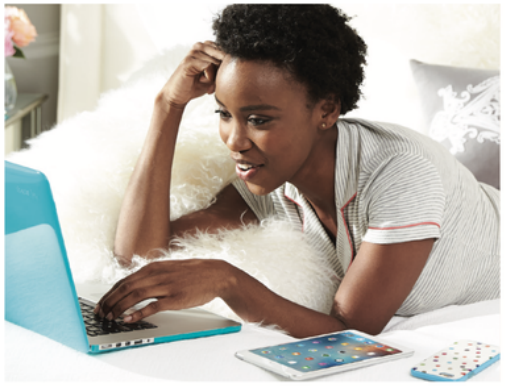
FUN FACT:

The MK Foundation has awarded $28 million to shelters and programs addressing domestic violence and nearly $16 million to find a cure for cancers affecting women in the United States.



Everyone starts at the same place. Your advancement - how fast, and how far, are completely up to you. So, you may promote as quickly as you want.

#7 Prizes, Recognition and Career Cars

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#7 Prizes & Recognition

#8

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FUN FACT:
Mary Kay Inc. introduced the famous pink Cadillac in 1969. Today, the global Mary Kay Career Car program also includes Toyota, Mercedes, BMW, Ford and Chevrolet models.

Mary Kay offers one of the most generous rewards and recognition programs in the direct-selling industry.

#8 Tax Advantages/Inventory

10 Reasons this may be the perfect opportunity for you:

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#8 Tax Advantages

#9

#10

FUN FACT:
Mary Kay® products are sold in more than 35 global markets.

As a self-employed Mary Kay Consultant you could be entitled to deductions...

- Car Expenses-Mileage
- Cell Phone
- Supplies
- Gifts and Demo Items
- Postage
- Office in Home
- Mary Kay Related Travel

No Risk Inventory

90 % Buyback for Consultants
100 % Satisfaction Guarantee for Customers

#9 The Best Part - Mary Kay Ash

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#7 Prizes & Recognition

#8 Tax Advantages

#9 The Woman

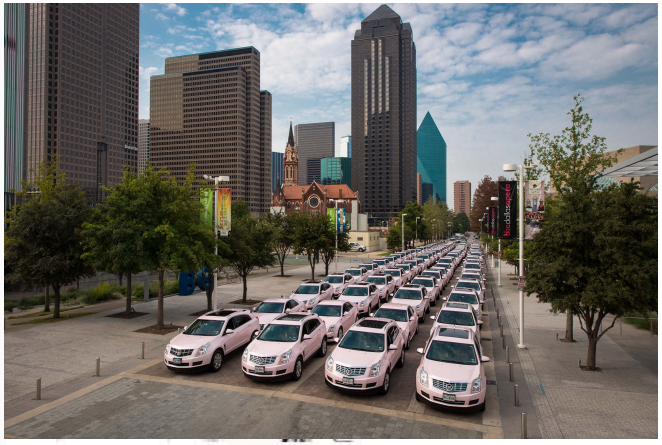
#10

FUN FACT:
In a study conducted in 2003 by Baylor University, Mary Kay Ash was named the greatest female entrepreneur in American history.

Mary Kay Ash – The Woman

In 1963, Mary Kay Ash began her company with a dream to help women.

- Unique Business Philosophy of God, Family, Career
- Golden Rule Management
- Positive Environment/Attitude



It was Mary Kay's ardent desire that women would realize and use their God-given talents. She often said...
"If today one woman realizes how great she is, then it's a great day!"

#10 Personal Growth

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#8 Tax Advantages

#9 The Woman

#10 Personal Growth

FUN FACT:
Mary Kay Ash wanted to enrich women's lives by providing an unparalleled business opportunity that allowed women to achieve their dreams while keeping life's priorities in order.

- **Self-confidence**
- **Challenge and purpose**
- **Development of new skills**
- **Positive non-risk environment**
- **Encouragement**
- **Satisfaction from helping others**
- **New friends**
- **Maintain and improve appearance**

Get Started Today

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#9 The Woman

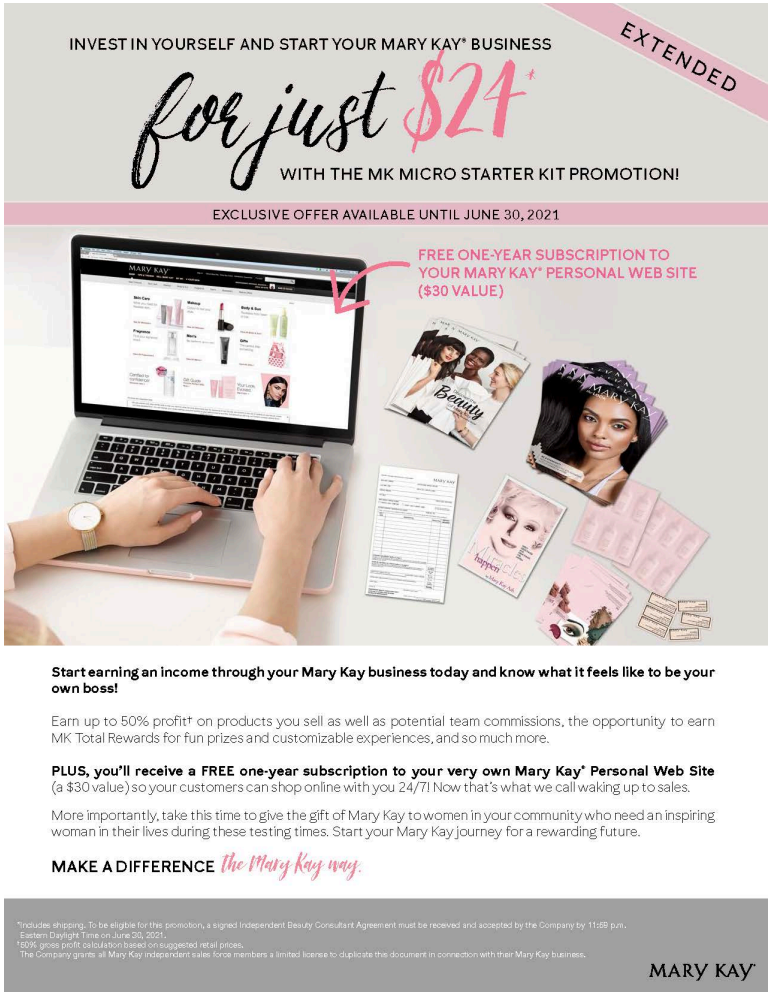
#10 Personal Growth

FUN FACT:
Mary Kay built her Company upon the Golden Rule and the priorities of God first, family second and career third.

Here's How To... Get Started Today!

- **Say "YES!"**
- **Order your Micro Kit for $24**

Within this **bold little box** is everything you'll need to **connect** with your first hostesses and customers – not to mention to **reimagine** your future and **joyfully** explore a business opportunity with **no boundaries** – just beginnings! We're talking tools, tips and selling techniques that will increase your **confidence**, **empower** your sales transactions, and build your business **knowledge** through world-class information on *Mary Kay InTouch*® and education on Mary Kay University. **Brains**. **Beauty**. **Boldness**. Now *that's* the **Start** of Something Beautiful!



A Special Note:

$24 may not change your financial situation, but it could change or make a difference in your life. Teaching skin care allows total flexibility and unlimited earning potential based on personal goals and activity. Making a plan and working it is the key to your success. By joining our team of enthusiastic women as an Independent Beauty Consultant you can earn as little or as much as you like while enriching the lives of others. This is a $24 decision with nothing to lose and everything to gain!