Where Can I Say That? SOCIAL MEDIA CONTENT CHEAT SHEET



| SOCIAL NETWORK | TYPE OF ACCOUNT | PRODUCT INFORMATION (Informational Message) | FUN, FLEXIBILITY, COMMUNITY | PRICES, PROMOTIONS, BOOKINGS (Commercial Message) | 50% PROFIT POTENTIAL' ON PRODUCT SALES | HOW MUCH YOU EARN WITH A MARY KAY BUSINESS | PAID SOCIAL MEDIA ADS/SPONSORED ADS* |
|-------------------|------------------------------------------------------|---------------------------------------------------|-----------------------------------|------------------------------------------------------------|----------------------------------------------|-----------------------------------------------------|--------------------------------------------|
| FACEBOOK | Personal Profile | | | | • | | |
| | Business Page or Professional Mode | | | • | | | • |
| | Group: Closed or Public | | | | | | |
| | Messenger | | | | | • | |
| INSTAGRAM | Personal Account | | | | | | |
| | Professional Account (Business or Creator) | | | • | • | | • |
| | Direct Message | • | • | • | • | • | |
| YOUTUBE | Any Channel | • | • | | ۲ | | |
| тікток | Any Account | | | | | | |
| OTHER NETWORKS | Nextdoor or Facebook Group You Are a Member Of | | | | | | |

REMEMBER: Mary Kay is a retail sales opportunity and should never be positioned as a retail discount or buyers club. Always be truthful and accurate when sharing your personal experience with your Mary Kay business and how much you may earn.

*The 50% profit potential is based on a minimum \$225 wholesale Section 1 product sales volume.

*Paid social media ads are limited to suggested retail price and *The Look* promotions; personal discounts and promotions should be reserved for the followers on your social media accounts.

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