

The Four F's of Mary Kay

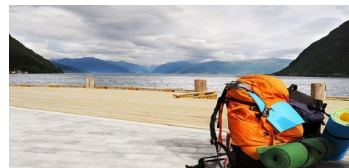
Finances:

- Highest paid commissions in Direct Sales: 50%. Buy from MK for \$1 and sell for \$2. We have choices in MK
- We can make Shoebox Cash—a little extra money for the things we want or BGB (Big Girl Bucks) -
- What do you think the highest “Love Check” in one month has been? Barbara Sunden \$201,000.
- Team Building Commissions—from 4% to 36% paid to team builders and directors from MK Corporates profits=no MLM or Pyramid. Dual Marketing Company—MK pays me to help my team members be successful.



Freedom & Flexibility

- Design your own life.
- Make your own schedule.
- Creating a legacy that you build for you. Your family & All the women who come along with you.
- With flexibility generally comes with less pay, and more pay generally equals less flexibility, can you imagine having both?
- No Quotas
- No Territories
-Share something personal



Friends, Fun & Frivolous: (also Relationships & Recognition)

- **Frivolous**—All things you hear about like the Diamond Rings, Vacations, Excursions and Cars! What would driving FREE mean for you or your family? Tax, tag, title paid in full plus 85% of insurance. What kind of extra money would be for your family? Now if you had a Maserati in your driveway and you don't need to take the free car, you can always take the monthly cash option.
- **Fun**-Relationships, Energy & Joy—this is what I get to do for a living! Our work meetings are like parties. Seminar, Career Conference, Feel the Power—all energized and joyous!
- **Friends**—Everyone is pulling each other up instead of stepping on each other. (Share personal story here)

Foundational Growth & Philanthropy

- If you had 10 times more self-confidence what would your life look like right now?
- Praise people to success. Never criticize. Constructive Criticism is still criticism.
- When was the last time your company or family recognized you for a job well done?
- The more confident we are the more and greater things we can do.

