6 Avenues of Income

1 Marketing the Product

50% ... One of the highest direct sales commissions paid in the United States from the sale of the product. Money is given directly to you and you order directly from the company - you don't have to wait for a check to come from Mary Kay

- **On The Face** - *Designed for women who like to pamper others and build relationships. These beauty experiences gather women around the kitchen table in groups of 1-6.*
- **On The Go** - *10-15 minute product preview is great for a quick lunchtime appointment, right after work, or even at the ball field.*
- **On Paper** - *Allowing others to sell product in exchange for free product bonuses. Great for busy women and women who don't know a lot of people. This is perfect for women whose schedules are full but their checkbooks are not!!*
- **Online** - *Have your own interactive website for a minimal yearly fee. Mary Kay creates and maintains it for you and makes you look so professional.*

2 Product Reorders

Earn 50% from the sale of the product. Our product is consumable, like sugar and bread, so reorders become a large part of our income.

3 Dovetails

You will receive 15% of the sales from an appointment that you sell to another consultant when a scheduling conflict arises. Mary Kay's priorities are God First, Family Second and Career Third. This is the only time that money is exchanged between consultants.

4 Team Building

Mary Kay is a dual-marketing company—not a MLM (Multi-level Marketing). Team building commission is paid directly from the Company as long as the team member and recruiter are active.

5 Career Car Program

Mary Kay has 3 levels of career cars that Sales Directors can earn from the company. Choose a cash compensation package ($425-$925 a month) for 2 years or the use of a leased car, with the license, tax, car payments and a portion of your insurance paid for 2 years.

Which car would excite you the most? Chevy Trax, Chevy Equinox, or the famous Pink Cadillac?

6 Leadership

Sales Directors can earn an additional 13% commission on unit wholesale production each month and qualify for monthly, quarterly and yearly cash bonuses. This all comes in the form of a commission check from the Company, never from the Consultant's pocket. Directors can also qualify for diamond jewelry, the use of pink Cadillacs and first-class trips around the world.

Family Security Program

First in direct selling industry to offer a 15 year "retirement" plan for the National Sales Director position.

My Weekly Plan/ IPA Sheet

Week Of: _____

4 HOUR IPA (Income Producing Activities) = 4 Hours/Day (5 Days/Week)
Schedule 30 Minutes to Hour Time Slots That Work For You & Fill In What You Are Willing to do For Your Business & Can Commit to For The Week:

___ Booking ____ Coaching ____ Cust. Serv ____ Sharing The Opportunity

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
5:00AM							
6:00AM							
7:00AM							
8:00AM							
9:00AM							
10:00AM							
11:00AM							
12:00PM							
1:00PM							
2:00PM							
3:00PM							
4:00PM							
5:00PM							
6:00PM							
7:00PM							
8:00PM							
Your Results Enter Numbers	___ Bookings ___ Coached Appts. ___Sales (new & reorder) $ _____ ___Sharing Appts.	___ Bookings ___ Coached Appts. ___Sales (new & reorder) $ _____ ___Sharing Appts.	___ Bookings ___ Coached Appts. ___Sales (new & reorder) $ _____ ___Sharing Appts.	___ Bookings ___ Coached Appts. ___Sales (new & reorder) $ _____ ___Sharing Appts.	___ Bookings ___ Coached Appts. ___Sales (new & reorder) $ _____ ___Sharing Appts.	___ Bookings ___ Coached Appts. ___Sales (new & reorder) $ _____ ___Sharing Appts.	___ Bookings ___ Coached Appts. ___Sales (new & reorder) $ _____ ___Sharing Appts.

My Week Includes:

Color in Your Weekly Plan Sheet with The Coordinating Colors to Plan Your Week!

- Blue: Quiet/Faith/exercise time
- Yellow: Family Time
- Red: Date Night
- Grey: Other JOB
- Green: Booking Appts Calls
- Green: Facial(s)/ Party/ Shows
- Green: Coaching (Hostess/Guests/Upcoming Appts.)
- Green: Customer Service Calls/Sales/Reorders
- Green: Sharing Appointments (Booking & Sharing Time)
- Pink: Success Meeting (Local Meeting or VIA OOVOO)

Weekly Sales:

Sales Goal: $ _____

Total Sales: $_____

My Star:

Orders Placed This Week:

$_____Wholesale Order

Date Placed: _____

$_____Wholesale Order

Date Placed: _____

Star Total To Date: $_____

Team Building:

Sharing Appts. Held: _____

New Team Members: _____

 # Bookings Scheduled for Next Week: _____

Retail Income

Pay yourself immediately on product sales.

Beauty Experience Income

_____ # of Beauty Experiences a Week

x $300 Sales at Beauty Experiences with 3 adults

$_____ Weekly Sales

x 4 Weeks in a Month

$_____ Monthly Sales

x 50% Commission on Retail Sales

$_____ Monthly Profit before expenses*

** It's suggested that you save 10% of your profit for business expenses.*

Reorder Income

2	Prestige Clients a Week
x 50	Weeks in a year (2 weeks off for vacation)
100	Prestige Clients
x $300	Average customer spends per year
$30,000	Yearly raise in sales
x 50%	Commission
$15,000	Average profit raise*

Team Building Income

Commissions are paid once a month from the company, based on number of team members, size of their orders and size of your personal order.

For more details, see the "Steps to Success" and "Career Path Incentive" brochures found on InTouch.

Please Note: This is designed by NSD Diana Sumpter to show the different avenues of income of our marketing plan, all figures are approximate, there are no guarantees and subject to change at any time