



**"MRSFCAB"
7 REASONS
PEOPLE MAY CHOOSE
A MARY KAY BUSINESS**

**6 KEY QUALITIES IN
SUCCESSFUL BEAUTY
CONSULTANTS
(may have one or all of these qualities)**

1. MONEY

- 50% profit
- 2 avenues of income: selling & sharing
- Selling via reorders (consumable), website, facials (average is \$100), parties (average is \$300), on the go selling, dovetail
- Team Building income: 4% - 9% or 13% commissions & more with leadership (bonuses, etc)

2. RECOGNITION

- Prizes weekly, monthly, quarterly, yearly
- Many people do not get recognition for a job well done
- Praise people to success

3. SELF-ESTEEM/ PERSONAL GROWTH

- Like a college education in people skills but you get paid while you are learning.
- Only way to grow is to step out of your comfort zone & get heart racing
- Spiritual, Emotional, & Professional growth

4. FLEXIBILITY, FRIENDS AND FUN

- Need a flexible schedule for kids & family
- Need more fun & happy people in their lives

5. CAREER CAR

- Approx 85% insurance is paid by Mary Kay
- Build a team from 5 to 16 in 1-4 months and meet wholesale requirements
- Cash option: \$425, \$500, \$900, or \$1,400 monthly

6. ADVANCEMENT & TAX ADVANTAGES

- Advance at your own pace/ flexibility
- Tax deductions, mileage, and so much more
- No quotas or territories
- Retirement available to NSD's

7. BE YOUR OWN BOSS

- \$100 Investment
- Inventory is optional with 90% buyback
- Decide your income, schedule, & future

1. BUSY PEOPLE

- They know how to prioritize
- Good time managers
- Easy to train
- The average consultant works full time, is married and/or has to children

2. MORE MONTH THAN MONEY

- Motivated to make more money
- Goal oriented & ambitious
- Can find access to some money
- Women are more creative with money

3. NOT THE SALES TYPE

- Not pushy, but informative
- Like people and want to build relationships instead of just "getting" a sale
- Not aggressive. Attract & not attack

4. DON'T KNOW A LOT OF PEOPLE

- Friends & family are not best customers
- Wonderful way to meet new people
- Developing customers is covered in training and with ideas shared at success meetings

5. FAMILY ORIENTED

- Motivated by needs of family
- Don't use their family as an excuse but as a reason to do well
- Want more for their family and want to be a good example for their children
- Pass on good work ethic
- Have a balanced life with God first, family second and career third

6. DECISION MAKERS

- Do not procrastinate
- Take one step at a time on their time-table
- Live by their dreams and not circumstances