

MONEY

Mary Kay always said that there are 2 future beauty consultants at every party and that is why I am sharing this information with you.

One of the reasons people join Mary Kay is for the money. Mary Kay has the highest paid commission structure in the Direct Sales Industry. Could you get excited about earning an extra \$100, \$200, \$400 CASH each week working part time? This is only the beginning.....there is no limit to your earning potential. All Beauty Consultants make 50% regardless of how long she is in the company or much product she sells. And you can also earn commissions based on your team if you decide to team build!

# RECOGNITION & PRIZES

Another reason people join Mary Kay is for the recognition and prizes. How many of you get recognized just for going to work and doing a good job? Can you earn prizes like diamond rings, trips, & prizes every 3 months? What about monthly or weekly? No? Well this happens in Mary Kay on a regular basis! (Explain prizes and awards you have on the page)

# Self Confidence & Personal Growth

This is my favorite reason to join Mary Kay. Being a part of this awesome organization is like taking a self-improvement course and you get PAID to take it! I never thought I would be able to do what I'm doing. My Director just asked me if she could teach me & could I learn to do what she does and here I am! So excited I said yes!

EARN THE USE OF A  
COMPANY CAR!

Another great reason people join Mary Kay! How many of you would like a new car & NEVER have car payments? In Mary Kay, you can earn the use of a company car and Mary Kay will pay for 85% of the Car Insurance and 100% of the lease AND you get unlimited mileage! If you don't need a new car, you can take the cash compensation of \$375 a month instead of the White Chevy Cruz. How awesome is that?!?!?



# Advancement Opportunities

How many of you would like to promote yourself and give yourself a raise at any time without having to wait for someone to promote you or someone to die or retire before you can get in that position? Would some tax write offs be helpful right now? When you join MK you are an Independent Contractor with the right to run your own business and you have some amazing tax breaks for running your own business.

Other advantages you can get excited about, "earning while you learn". On going education throughout your career and a tremendous support system. We have no quotas and no territories and an incredible retirement plan. One of the most important things I feel our company stands for is to put God First, Family Second and Career Third. Imagine a career where you schedule your work around your family time. It's amazing!

Be your own Boss

This is the BEST reason women joining Mary Kay! How many of you work another job? When you work for someone else, you have to conform to his or her schedule/standards/vacation/choice of employees.....NOT so in Mary Kay! YOU are the boss! You can set your own schedule, work when and with whom you want to work with. You have the flexibility to be there if you have a sick child, a family member that needs you or you just want to take the day off. You NEVER have to answer to anyone else when you run your own business. The only required investment is your Starter Kit for \$100 and this is what is in it. (Show the last page) I would love answer more of your questions at the end of the class.