

All About You!

Tell me a little about you!

What brings you joy?

What can you see yourself doing with an extra \$50-\$100 a week?

If you could have any dream come true within the next year, what would it be?



Top *Mary Kay* FAQs

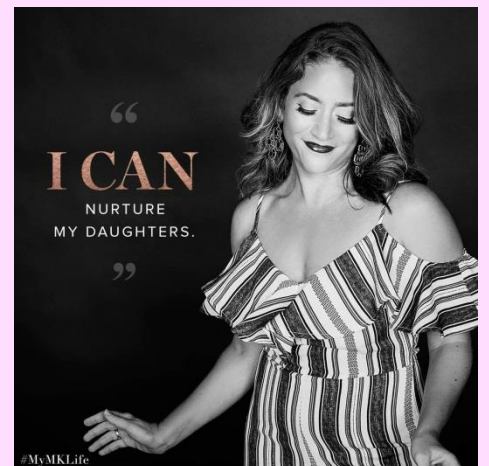
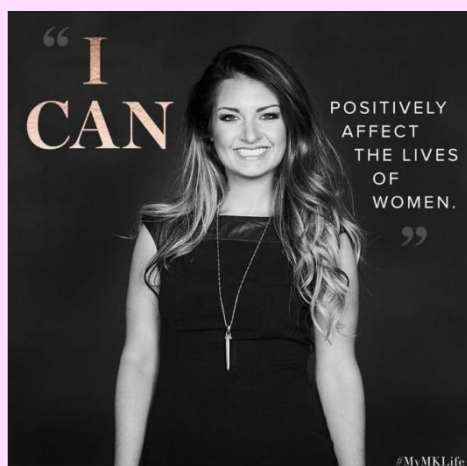
What do you do?

As a beauty consultant... I help women *feel more confident* by personalizing their ideal beauty experience.



As a sales director...

I coach other beauty consultants towards achieving their own unique business goals.



What does a Mary Kay life look like?



National Sales Directors on their all-expenses paid trip to Argentina

You Are *Your Own Boss*
Freedom of Designing Your Schedule



“Undercover Consultants”
Part-Time: 4-10 Hrs/Week
Full-Time: 15-20 Hrs/Week
3+ Ladies: 1-2 hours
1-2 Ladies: 45min- 1 hour

Relationship-Focused



Personal Development



Golden Rule Culture



Prizes & Recognition



Unlimited Leadership
Opportunities

*Independent
Entrepreneur – fit your
lifestyle!*

On the go, beauty
experiences one-on one
or with girlfriends,
personal website orders...

How do I Make Money?

50% Commission on Sales

Think Like a Wholesaler – buy for \$1, sell for \$2

No Sales Quotas or Time Requirements

Customer Reorders – Consumable Products

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Desire to lead?

Leadership “Pink Love” Pay Checks!

Paid as Coaches When We

Mentor Others



Career Car Program



Chevy Cruze



Ford Fusion or Chevy Equinox



Cadillac XT5

- Large % of the Insurance•
- The Tag & the Title•
- Free Oil Changes, Tire Rotation, and Maintenance on Cadillacs•
- OR Career Car Cash Compensation•

What does it take to get started?

- \$100 Starter Kit + Tax & Shipping
- \$318 Value of Retail Sized Demo Products
- Enough Basics & Samples for 30 Makeovers
- New Consultant Business Tools and a Free Business Coach!



How do I learn to be a successful consultant?

Full New Consultant Training Program



ADVANCED
COLOR
CONSULTANT



ADVANCED
SKINCARE
CONSULTANT



MKUniversity

Skin Care & Color Certification
Local & Corporate Training Events

Books

Audio Recordings

Videos

Shadow parties/facials
Working with your mentors!

What makes someone a good match?



I Look for...

1. "I'm interested in working a couple hours a week & being a consultant for my friends and family."
2. "I want to create "more" in my life and work part time for solid extra income for me and my family."
3. "I want the executive level income, culture, opportunities, and the leadership potential I want the career."

Women who...

- Are not "salesy"
- Love the product!
- **Motivated for more:** freedom, financial stability, success, more friendships and joy.
- Coachable – want to learn new skills



Your Opinion Matters to Me!

- What most impresses you about the opportunities with a Mary Kay business? What experiences feel most exciting to you?
- What drives you/motivates you? 1) Achievement and recognition, 2) freedom and flexibility, 3) love and relationships, 4) stability and security, 5) or fun and excitement?
- What qualities do you have that you believe would help you as a consultant?
- What questions can I answer for you?
- Letter Grade based on your personal interest...
 - A – Absolutely! This feels like just what I've been looking for! Teach me how to do this!
 - B – Sounds great! And I have more questions! Send me more information or buy me a cup of coffee to chat!
 - C – Can't ever see myself running my own business, but I'd love to know what's new, be a product tester, and spoiled customer for you!