Steps to Success

CYCLE OF SUCCESS

FOLLOW THE MK CYCLE OF SUCCESS TO BUILD A SUCCESSFUL BUSINESS!



# CONNECT

Deepen relationships with customers & team members.

# SHARE

Share the Mary Kay opportunity with those you know.

## PRODUCT

Use the products & share with others.

# WHY

Discover your personal motivation.

## LIST

Identify your personal network of potential clientele.

## STORY

Mary Kay

What is your Mary Kay journey?

# MARY KAY CAREER PATH

WE LOVE HAVING IT ALL! WHEN YOU PLAN, PURSUE AND ACHIEVE YOUR DREAMS, YOU CAN EARN THESE POTENTIAL COMMISSIONS AND INCENTIVES AT EACH STEP ON THE MARY KAY CAREER PATH IN ADDITION TO RETAIL SALES PROFITS!



## **FUTURE DIRECTOR**

8+ Personal Team Members 9-13% Personal Team Commission \$50 Team Building Bonus

#### SALES DIRECTOR IN QUALIFICATION

10+ Personal Team Members 4-9-13% Personal Team Commission \$50 Team Building Bonus

#### INDEPENDENT SALES DIRECTOR

10+ Personal Team Members 4-9-13% Team Commission \$100 or more Team Building Bonus 9-13% Unit Volume Commission \$500+ Unit Volume Bonus Can Qualify for Top Sales Director Trip & More!



#### NATIONAL SALES DIRECTOR

4, 9, 13% Commission 13% Sales Director Personal Unit Commission 10% Personal Unit Commission Luxury Annual Trip 9% offspring commssion Career Car or Cash Compensation And much more...

### INDEPENDENT BEAUTY CONSULTANT

Quarterly rewards/prizes

## SENIOR BEAUTY CONSULTANT

1-2 Personal Team Members 4% Personal Team Commission \$50 Team Building Bonus

### STAR TEAM BUILDER

3-4 Personal Team Members 4% Personal Team Commission 50% off Red Jacket \$50 Team Building Bonus

#### **TEAM LEADER**

3-4 Personal Team Members 9-13% Personal Team Commission \$50 Team Building Bonus

