

# Weekly Plan Sheet

	Sun	Mon	Tues	Wed	Thu	Fri	Sat
7:00							
8:00							
9:00							
10:00							
11:00							
12:00							
1:00							
2:00							
3:00							
4:00							
5:00							
6:00							
7:00							
8:00							
9:00							
10:00							

# Typical Earnings

# of appts. 3-6 people	# Hours	Potential Average Sales	Approx. Profit
1	2.5	\$200	\$100
2	5	\$400	\$200
3	7.5	\$600	\$300
<b>4</b>	<b>10</b>	<b>\$800</b>	<b>\$400</b>
5	12.5	\$1000	\$500
6	15	\$1200	\$600
7	17.5	\$1400	\$700
<b>8</b>	<b>20</b>	<b>\$1600</b>	<b>\$800</b>
9	22.5	\$1800	\$900
10	25	\$2000	\$1000
11	25.5	\$2200	\$1100
12	28	\$2400	\$1200

## How do I get started?

- Contact your Independent Sales Consultant
- Purchase a \$130 starter kit valued at \$500+ by submitting an application (eStart option \$30)
- Make a list of everyone you know
- Attend New Consultant training classes with director and start MK University classes online
- Observe customer appointments with senior consultants or virtually
- Schedule Business Debut



Mary Kay Ash

Try a Mary Kay Business

and be a part of a \$3 billion, worldwide, debt-free, 58+ year success story.

# MARY KAY 10 Reasons to Consider Mary Kay

1. Products 
2. Money
3. Flexibility
4. Low Start-Up Cost
5. Free On-Going Education 
6. Advancement and Cars
7. Prizes and Recognition 
8. Tax Deductions
9. Mary Kay Ash and Mary Kay Inc.

- Do you need money? How much?
- Do you wonder about the time it would take?
- Complete a **weekly plan** with current work and scheduled activities to see how a **Mary Kay business could fit** into your schedule.
- A Mary Kay business allows you **flexibility** to work at your own pace around obligations.
- There are **no quotas** and consultants work anywhere between **2 and 25 hours** a week.
- **Virtual opportunities** allow for additional income.
- There are **no territories**.

Contact me:

## 1. Excellent Products

- #1 customer loyalty
- #1 name recognition
- **Teach not sell** emphasis
- Try before you buy
- High quality testing
- Made by MK Inc. in USA
- No animal testing
- Recession proof
- **Consumable**
- 100% customer guarantee



## 2. Money

*How much money can I make?*

- **Selling** - 50% profit at
  - \*Beauty sessions/parties (3+ people)
  - \*Facials (1-2 people)
  - \*Reorders (phone, text, email, website)
- **Personal Use** savings of 50%

## 3. Time/Flexibility

*How much time does it take?*

- You set **your** schedule
- **No quotas**
- **No territories**
- **Freedom** to work around family, job, and other commitments
- **Be Your Own Boss**



## 4. Low Start-Up Cost

*What the investment?*

- **\$130 Starter Kit** valued at \$500
- \$30 eStart option available
- Inventory is optional
- 90% buyback (low risk)



## 5. Free On-Going Education

*Where will I get the people?*

*How will I learn the business?*

- **Free education** on how to build a clientele, set-up and manage an office, and present products

## 6. Advancement/Cars

- **Team Building** 4-13% commissions
- **Directorship** up to 23% commissions + unlimited advancement potential with full-time career money
- **Career Cars** can be earned including Pink Cadillac, Equinox and Malibu



## 7. Prizes and Recognition

- Rewards for efforts
- Variety of prizes such as jewelry, business tools, gift certificates, and trips
- Incentives vs. quotas



## 8. Tax Deductions

- self-employed



## 9. Mary Kay the Person, the Company and the Culture

- Highly recognized—in 35+ markets
- Known for **integrity**
- **Priorities** of God, Family, Career
- **Praise and recognition**
- **Golden Rule**
- **Positive** environment
- **Confidence** building
- Mary Kay Foundation (cancer and domestic violence prevention)
- Environmentally responsible; earned manufacturing LEED certification
- **Marketing plan** studied at major universities

## 10. Personal Growth

- Improve **appearance**
- Develop new **skills**
- Gain **confidence**
- Create **purpose**
- **Help** others
- Motivate **family**
- **Mentor** colleagues
- Make **friends**
- Have **fun**

