

## Sales of the Products

**Your Appointments Events/Shows 50%**

- 1-6 People
- On the Go
- Online
- On the Face
- On with the Show

**Reorders 50%**

*Cosmetics are a consumable product that satisfied customers will reorder.*

## Team Building

**Team Building**

- 1. Commissions**
  - 4% - 1 or 4 recruits
  - 9% & 13% for 5+ Recruits
- 2. Team Building Bonus**
  - \$50 for each new Qual. Recruit beginning with 4th.

**Career Path**

- 1. Star Recruiter**
  - 4% - 3 or 4 recruits
- 2. Team Leader**
  - 5 Active Recruits
- 3. Future Director**
  - 10+ Active Recruits

**Grand Achiever**

*Qualify to earn the use of a CAR or \$375/mo in 1-4 months when you achieve....*

- \$20,000 team/personal production
- 14 Personal Recruits

### BEGIN YOUR BUSINESS AS AN INDEPENDENT MARY KAY BEAUTY CONSULTANT TODAY!

- Part Time
- Tax Deductions
- Flexibility & Lifestyle
- Set your own work hours!
- Work at your own pace!
- No Territories, No Quotas!
- The sky is the limit!
  - Earnings
  - Growth, Confidence
  - Opportunity



**Directorship**

1. Personal Sales
2. Personal Team Commissions
  - 4%, 9%, 13%
  - \$100 Team Building Bonus
3. Unit Volume Commissions
  - 9% or 13%
  - Bonus of \$500 or more
4. Unit Recruiting Bonus
  - \$300 or \$500 bonus
5. Star Consultant Bonus
  - \$300, \$400 or \$500
6. Earn use of Career Car or Cash Option.

**Director Car Program**

1. Cruze 1LT or Cash Option
  - \$39,000 net unit w/s production within 2 consecutive quarters.
2. Premier Club Program
  - \$54,000 net unit w/s production within 2 consecutive quarters.
3. Cadillac
  - \$96,000 net unit w/s production within 2 consecutive quarters.

**Leadership**

## Mentoring Leaders

**National Sales Director**

- 1st Lines 9%
- 2nd Lines 4%
- 3rd & top 10 4th line: 2%
- Offspring & NSD Offspring Bonuses

**Sr. Director, Exec. Sr. Director & Elite Exec. Sr. Commission Schedule**

4% - 6%