

Avenues of Income

Product Marketing:

On the Face... On the go... On Line... On Paper... On with the Show

- You have the opportunity to earn up to 50% on all product sales, plus product bonuses.

*Reorders: *50%*

- Our product is consumable and an average customer will reorder approximately \$125 per year.

Dovetailing: 15%

- If you are unable to hold a class or facial, another consultant can hold it and pay this dovetail fee to the consultant who actually booked it.

Team Building: 4%, 9% or 13%

(1-30 team members)

(Plus Team Building Bonuses of \$50 per new Team Member)

- This is paid directly from the company in the form of a commission check. It is never taken out of one consultant's pocket to pay another. With your first team member you will receive a 4% monthly commission check. Beginning with your 4th team member you will receive an additional \$50 team building bonus for each new team member. With 5 or more team members you will receive a 9%-13% commission check plus \$50 bonuses. With at least 12 team members, you can also earn the use of a Career Car, with it's taxes, plates and 80% insurance covered by Mary Kay Inc.

Leadership (30+ Team Members)

All of the above income plus:

- 13% director's commission is paid monthly from Mary Kay based upon the unit's monthly wholesale production.
- Unlimited monthly bonuses from \$500-\$5,000+
- Quarterly bonuses up to \$1500
- Life Insurance & Disability Insurance
- The avenue of income beyond Directorship is called National Sales Directorship. These leaders have an average annual income of \$300,000.

*You always have the opportunity to order all your products at 50% discount, plus periodically there are additional bonuses.

Sample Incomes from product marketing after one year:

(*Does not include team building commissions)

5 Classes per week=approximately 425 customers at the end of 1st year	
Profit from Classes	\$25,000 (\$2,083/mo.)
Profit from reorders	<u>\$26,562</u> (\$2,213/mo.)
	\$51,562 per year
4 Classes per week=approximately 340 customers at the end of 1st year	
Profit from Classes	\$20,000 (\$1,666/mo.)
Profit from reorders	<u>\$21,248</u> (\$1,768/mo.)
	\$41,248 per year
3 Classes per week=approximately 255 customers at the end of 1st year	
Profit from Classes	\$15,000 (\$1,250/mo.)
Profit from reorders	<u>\$15,936</u> (\$1,326/mo.)
	\$30,936 per year
2 Classes per week=approximately 170 customers at the end of 1st year	
Profit from Classes	\$10,000 (\$833/mo.)
Profit from reorders	<u>\$10,625</u> (\$885/mo.)
	\$20,625 per year
1 Classes per week=approximately 85 customers at the end of 1st year	
Profit from Classes	\$5,000 (\$416/mo.)
Profit from reorders	<u>\$5,000</u> (\$442/mo.)
	\$10,312 per year

*Based on an average class of \$200 in sales

*Based on half of the women purchasing the basic skin care program

*Based on an 85% loyalty to our products in re-ordering

*Reorders based on minimum of \$125 average per customer per year

The above figures are based on 50 weeks in a year and national averages in sales. Each consultant's averages may vary.

Sample incomes from teambuilding:

With one active team member, a consultant's commission is approximately \$30-\$100/mo.

With five active team members, a consultant's commission is approximately \$300-\$600/mo.

With twelve active team members, a consultant's commission is approximately \$600-\$1000/mo.

With 12 team members + \$18,000 in team production in 1 to 4 months, you may earn your choice of a free car or cash compensation.

You may become an Independent Sales Director with 30 team members & \$16,000 in team production in 1-4 months.

Success is not for the chosen few; it is for the few who choose.

