1. **Marketing the Product**

   50% ... One of the highest direct sales commissions paid in the United States from the sale of the product. Money is given directly to you and you order directly from the company - you don’t have to wait for a check to come from Mary Kay.

   - **On The Face** - Designed for women who like to pamper others and build relationships. These beauty experiences gather women around the kitchen table in groups of 1-6.
   - **On The Go** - 10-15 minute product preview is great for a quick lunchtime appointment, right after work, or even at the ball field.
   - **On Paper** - Allowing others to sell product in exchange for free product bonuses. Great for busy women and women who don’t know a lot of people. This is perfect for women whose schedules are full but their checkbooks are not!!
   - **Online** - Have your own interactive website for a minimal yearly fee. Mary Kay creates and maintains it for you and makes you look so professional.

2. **Product Reorders**

   Earn 50% from the sale of the product. Our product is consumable, like sugar and bread, so reorders become a large part of our income.

3. **Dovetails**

   You will receive 15% of the sales from an appointment that you sell to another consultant when a scheduling conflict arises. Mary Kay’s priorities are God First, Family Second and Career Third. This is the only time that money is exchanged between consultants.

4. **Team Building**

   Mary Kay is a dual-marketing company—not a MLM (Multi-level Marketing). Team building commission is paid directly from the Company as long as the team member and recruiter are active.

5. **Career Car Program**

   Mary Kay has 4 levels of career cars that you can earn from the company. You can choose a cash compensation package ($425-$900 a month) for 2 years or the use of a leased car, with the license, tax, car payments and a portion of your insurance paid for 2 years.

   Which car would excite you the most? Chevy Cruze, Ford Fusion, Chevy Equinox, Chevy Traverse, Mini Cooper or the famous Pink Cadillac?

6. **Leadership**

   Sales Directors can earn an additional 13% commission on unit wholesale production each month and qualify for monthly, quarterly and yearly cash bonuses. This all comes in the form of a commission check from the Company, never from the Consultant’s pocket. Directors can also qualify for diamond jewelry, the use of pink Cadillacs and first-class trips around the world.

   **Family Security Program**

   First in direct selling industry to offer a 15 year “retirement” plan for the National Sales Director position.
**Retail Income**
Pay yourself immediately on product sales.

**Beauty Experience Income**

- _______ # of Beauty Experiences a Week
- x $300 Sales at Beauty Experiences with 3 adults
- $_______ Weekly Sales
  - x 4  Weeks in a Month
- $_______ Monthly Sales
  - x 50% Commission on Retail Sales
- $_______ Monthly Profit before expenses*

**Reorder Income**

- 2  Prestige Clients a Week
  - x 50___ Weeks in a year (2 weeks off for vacation)
- 100  Prestige Clients
  - x $300___ Average customer spends per year
- $30,000  Yearly raise in sales
  - x 50%  Commission
- $15,000  Average profit raise*

* It’s suggested that you save 10% of your profit for business expenses.

**Team Building Income**

Commissions are paid once a month from the company, based on number of team members, size of their orders and size of your personal order.

To design your dream check see the “Build Your Paycheck” and “Steps to Success” brochures.

Please Note: This is designed by NSD Diana Sumpter to show the different avenues of income of our marketing plan, all figures are approximate, there are no guarantees and subject to change at any time.