

The Avenues of Income

1. Classes/Facials: Mary Kay Cosmetics pays the highest commissions in Direct Sales:_____. The average class is _____. The class size ranges from _____to _____ guests. The average class lasts approximately _____. An average hourly profit is _____. A facial is a private consultation with 1 to 2 guests and profit is often higher. A facial takes only _____.
2. Re-Orders: Mary Kay Cosmetics enjoys the highest brand loyalty in the industry. Therefore, our re-order business is substantial. Profit on all product sold in re-order is _____. Building 4 customers a week or 16 per month gives you almost 200 customers in a year! The average Basic Skin Care customer buys _____ per year.
3. Dovetailing: Busy women who have other jobs or families can refer their appointments to another consultant and still make _____ profit from the sales generated.
4. Sharing the Opportunity: Mary Kay Cosmetics is not a multi-level marketing plan. All over-ride commissions paid to the recruiter are paid from corporate profits. No commissions come from the profits generated in the field. Commissions are 4, 9, or 13% depending on your team size.
5. Career Car or Cash Compensation: Part-time consultants can earn the use of a Career Car. Everything is paid for except gas and a small underwriting fee for insurance.
6. Directorship: A consultant promotes herself into leadership qualification once she has ___active team members. As a team, you must meet certain qualifications to become a Sales Director. Sales Directors are paid commissions on unit production, volume bonuses, and personal team production.