

Sale of the Product

### Classes / Facials

50%

- 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

#### 1. Commissions

- 4% - 1 or 4 recruits
- 9% & 13% for 5+ recruits

#### 2. Team Building Bonus

\$50 for each new qualified recruit beginning with 4th

Team Building

### Career Path

#### 1. Star Recruiter

4% - 3 or 4 recruits

#### 2. Team Leader

5 Active recruits

#### 3. Future Director

8+ Active recruits

### Grand Achiever

#### Pontiac Vibe

Qualify to earn the use of a Pontiac Vibe in 1 - 4 months when you achieve. . .

- \$18,000 Team Production
- 12 Active Personals

**Begin Your Business as an Independent Mary Kay Beauty Consultant Today!**

- Set Your Own Hours!
- Work at Your Own Pace!
- No Territories, No Quotas!
- The Sky is the Limit!
  - Earnings
  - Growth, Confidence
  - Opportunity

# YOU



### Directorship

#### 1. Personal Sales

#### 2. Personal Team Commission

- 9% & 13%

#### 3. Unit Volume Commission

- 9% & 13% on entire unit

#### 4. Unit Volume Bonus

From \$500 - \$5,000 monthly based on monthly unit wholesale production to the company

#### 5. Unit Recruiting Bonus

- \$300 mo. = 3 Qual.
- \$600 Qt. = 9 Qual.

Leadership



### Family Security Program

Average best 3 of last 5 years, 60% for 15 years

### National Sales Director

1st Lines 5% - 8%  
 2nd Lines 3%  
 3rd Lines 2%

### Senior Director Exec. Sr. Director Elite Exec. Senior

Commission Schedule  
4% - 6%



### Director Life Insurance

\$10,000 - \$100,000

### Director Car Program

#### 1. Pink Grand Prix

Two consecutive quarters totaling \$48,000 unit wholesale production

#### 2. The Pink CADILLAC

First-time qualifiers, Two consecutive quarters totaling \$96,000 unit wholesale production

Mentoring Leaders