

Ready, Set, Sell!

NEW CONSULTANT FREE PRODUCTS BONUS CHART

My goal is for YOU to maximize the amount of free product that you can get from the company! Your initial order is the MOST IMPORTANT order you will make in your Mary Kay career! All values listed are approximate.

WHOLESALE 50% Discount	FREE Color 101 (Must place 1st order within 15 days of signing agreement)	FREE New Consultant BONUS (Initial order only. Order must be placed in agreement month or month after)	TOTAL FREE (If ordered after 15 days, omit the Color 101)	Pam's Gift! 	Approximate Total Investment (Including Tax on total retail value, Sec 2 sales aides & shipping) *Example of monthly payment (If borrowing)
Pearl Star \$4800 Full Store for Career Consultant	\$113.50 Color 101 Compact	\$755	\$868	Genuine Pearl Earrings Or Inventory Tote Bags	\$5700 (\$180—36 Months)
Emerald Star \$3600 Full Store for Casual Consultant	\$113.50 Color 101 Compact	\$655	\$768	MK Ring	\$4300 (\$185—30 Months)
Diamond Star \$3000	\$113.50 Color 101 Compact	\$500	\$613	MK Ring	\$3600 (\$175—24 Months)
Ruby Star \$2400	\$113.50 Color 101 Compact	\$400	\$513	MK Ring	\$2900 (\$150—24 Months)
Sapphire Star \$1800 Enough for 12 Roll-up Bags	\$113.50 Color 101 Compact	\$331	\$444	MK Ring	\$2200 (\$110—24 Months)
\$1200 Enough for 8 Roll-up Bags	\$113.50 Color 101 Compact	\$200	\$313	MK Ring	\$1500 (\$90—18 Months)
Personal Use \$600 Enough for 4 Roll-up Bags	\$113.50 Color 101 Compact	\$117	\$230	MK Ring	\$800 (\$80—12 Months)

There are 3 ways to work your Mary Kay Business. Which way will you work YOUR business?

1. By being an 'order taker'-'delivery person' (\$200-\$600 wholesale) take orders, place your order w/ MK, delivered in 7-14 days, then deliver to customer. Shipping is almost \$9 per order so multiple monthly orders can get costly. Take portions of your profit to build up your store for on-the-spot deliveries.
2. By having a small to medium sized inventory (\$600-\$2400 wholesale) You don't have everything on your shelf but you have enough to deliver most of what your clients will order and you will often need to order more frequently in a month.
3. Invest in a full store (\$3000-\$4800 wholesale) Like going to the cosmetic counter in a department store. Your customers know you have it all! You will spend your time selling not just delivering. You sell more at these levels. Restock just once a month for minimal shipping costs. ORDER BIG-SELL BIG!