

# When You have NO Money to Invest in a Business...

If you can dream it, you can do it!! We can help!

Mary Kay offers you *FREE product bonus incentives* on your initial Wholesale order when you place an order of \$600 or more within your first 2 months of beginning your business. It is approximately \$140 retail products. So the idea is for you to be able to pass some savings on to your first customers as an incentive for them to buy; it also helps you get your start up money to open your business.

## **STARTER SUGGESTIONS:**

*A one-time-only Special Offer that you can pass on to 6 to 12 friends and family to help you get started.*

**Deal 1:** Offer 6 friends the opportunity to pick out \$150 of any Mary Kay products for only \$100 plus tax. A \$50 savings to them!

**How does this work?** (Assume you are ordering a \$600 wholesale order)

<u>You receive</u>	1200 retail products <u>+140</u> bonus products \$1340 retail products delivered to your house
<u>You've sold</u>	<u>-900</u> (6 customers x \$150)
<u>Products left</u>	\$440 extra inventory for you to sell
<u>The money</u>	\$600 wholesale cost of your order <u>+119</u> tax paid @ 8.25% + shipping \$719 total cost <u>-674</u> total collected from customers (includes tax on retail) <b><u>\$45 total out of pocket cash from you</u></b>

**Don't forget!! You still have \$440 on the shelf to sell!!**

**Deal 2:** Offer 12 friends the opportunity to buy \$65 of retail Mary Kay products for only \$50 plus tax. That's almost a 25% discount.

**How does this work?** (Assume you are ordering a \$600 wholesale order)

<u>You receive</u>	1200 retail products <u>+140</u> bonus products
	\$1340 retail products delivered to your house
You've sold	<u>-780</u> (12 customers x \$65)
<u>Products left</u>	\$560 extra inventory for you to sell
<u>The money</u>	\$600 wholesale cost of your order <u>+119</u> tax paid @ 8.25% + shipping \$719 total cost <u>-665</u> total collected from customers (includes tax on retail) <b><u>\$55 total out of pocket cash from you</u></b>

**Don't forget!! You still have \$560 on the shelf to sell!!**

**Success is not for the chosen few but for the few that chose.  
The choice is yours!!**

*"I want you to think big and believe in yourself,  
Because I believe in you." ---Mary Kay*

**Join us today in selling The Best Selling Brand of Skin Care  
and Color Cosmetics in the Nation!!**