

### 1. How do I get started?

After discussing career details with a Beauty Consultant, you simply submit a Beauty Consultant agreement and purchase your own Starter Kit at a low cost, which includes all the demonstration items and business-building sales tools needed to start your business.

### 2. How much time do I have to put in and are there any Sales Quotas?

In Mary Kay we have no sales quotas, so there is never any pressure to sell. An "active" Consultant is one who places a minimum order every three (3) months. Remember, everyone's situation is different and you work your business the way you want.

### 3. What if I don't know anything about selling?

With Mary Kay you are teaching and servicing customers. Continuing education is one of the foundations of career growth in Mary Kay. Every Consultant has access to flip charts, videotapes, regular Company newsletters, and weekly training and motivational support.

### 4. How much will I make?

There are several different avenues open to you to increase your earning potential. In addition to profits from retail sales, skin care classes, facials and reorders, Mary Kay offers many other benefits such as personal team building commissions paid by the Company, prizes, car programs, and Director Commissions as you progress up the career ladder.

### 5. Where can I sell Mary Kay products?

Beauty Consultants can sell and build their teams in any of the 50 states, Puerto Rico, the American Virgin Islands or Guam. There are no "assigned" territories.

### 6. How will I book my first classes?

As part of your Mary Kay training you are taught how to book your classes. Also, our Director or I will be there to help you in any way possible. If you are located out of town, an Adoptee Director will guide and train you as well so you have the best of both worlds.

### 7. What if I don't like selling Mary Kay?

Personally, for me, it's been more fun than work. If you decide it's not for you, Mary Kay has a 90% buy back guarantee on products purchased within the year. Thus, making this a risk free opportunity!

### 8. What makes Mary Kay different from other Direct Selling Companies?

To name just a few, Mary Kay, Inc:

- Has the highest commission structure of any direct sales company today.
- Was founded on the concept of Faith first, Family Second & Career third and the "Golden Rule".
- Have the highest paid women, with hundreds earning over \$50,000/\$100,000 per year.
- Has been named three times as one of The "Top 100 Companies to work for in America" (1984, 1993, 1998) and as one of the "10 Best Companies for Women to Work For".
- Does not test on animals.
- Products are consumable and you will always have repeat business.
- Is not a pyramid, nor is it a multi-level company. You deal directly with the company and there is no middleman. All commissions are paid directly out of the profits from Mary Kay, never out of anyone's pocket.

### 9. What if I don't usually wear make-up?

Not a problem. Mary Kay is not about make-up, it's about skin care. It has been the #1 selling brands for 10 years. Color Cosmetics are just the "icing on the cake."

### 10. What is the worst thing that could happen if I do try this?

The worst thing that could happen is NOT trying it. You have a great opportunity to be your own boss, set your own hours, and meet a lot of inspiring women. Honestly, the worst thing that could happen is that you would get your products at wholesale cost, rather than paying retail! And who wouldn't want to save money. Ask yourself this question, "What if I tried it and succeeded? Isn't it better than never having tried and failing"?

## Is a Home-Based Business Right for You?

If you check five or more, perhaps you should consider a home-based business like Mary Kay

- Would you like to run your own business?
- Would you like to have a career with flexible hours?
- Would you like a position with excellent earning potential and the ability to write your own pay checks?
- Would you like a career that fosters personal growth and development?
- Do you like to teach and help others?
- Do you manage time well?
- Can you work directly with customers?
- Would you like to earn extra money while working in your present job or going to school?
- Would you like to learn new skills and be more Confident?
- Is working with a company that wants you to succeed important to you?



# W.I.I.F.M.

(What's In It For Me?)

## 10 Most Commonly Asked Questions about Mary Kay Cosmetics



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*Mary Kay is the Best Selling Brand\* of  
Facial skin care and color cosmetics for over 10 years!*

\*Based on the most recent industry data