

Show Me The Money



On The Face

On The Face appointments are skin care classes/parties and facials (sharing skin care with one or more women). The appointments are Mary Kay classics and are a traditional way to build your business.

*Dovetail – keeping your priorities in order, if you can't hold a scheduled appointment you can call a sister consultant to hold it for you and be paid 15% of sales for booking the appointment.



On The Go

An On The Go appointment is a quick and easy way to meet with new or existing customers to share products by demoing on the hand. These appointments may either be scheduled or happen spontaneously.



Online

Marketing Mary Kay products online has never been easier. Online selling requires very little time and is easy with the online tools available to you. If you have access to the internet, you are ready to utilize this marketing strategy. By offering your customers the flexibility to shop online at their convenience on your very own Personal Web Site, Business Facebook page, Instagram site, you may increase sales with the flexibility you're providing. Private Business Facebook pages are also a great way to interact with customers and showcase your business, tips, and techniques. Web parties are an option for marketing your business, too. The web "hostess" shares your website or facebook event with her e-address list or fb friends. IG and FB also provide options for videos and LIVE demonstrations.



On Paper

Mary Kay offers professional quality brochures like The Look and Beauty Book to promote products to your customers. You are able to offer your customers convenient shopping at home and include a couple of samples for some pampering, too. For your convenience, these brochures can be mailed.

Book parties are another option for marketing your business. The "hostess" shares books/samples/sales slips with her family/friends/co-workers.



Reorders

Mary Kay products are consumable. As people use them up they need to reorder them, giving you repeat business often.



Team Building

Building a team and supporting your team member's success can increase your personal income potential. Starting with your first personal team member, you earn personal team commissions directly from Mary Kay on orders placed by your team members.



Car Program

At the Team Leader Level (5 or more active team members), you can go on-target to earn your first Mary Kay car. Mary Kay pays tax, title, license, and a majority of the car insurance.



Leadership

Leadership is another exciting avenue of income. Mary Kay envisioned you building more than a business. She saw you enriching and empowering the lives of other women. There are more commissions, bonuses, and car levels offered at this position.



Other Avenues of Income

- **Prizes...** Mary Kay and local opportunities reward you with prizes for yourself, your home, and home office.
- **Tax advantages...** Many items you currently use (phone, internet, Mary Kay products, office supplies, car mileage to friends) now become tax write-offs.
- **50% off your Mary Kay Products...** as an independent Beauty Consultant you can buy all products for 50% off suggested retail – a huge savings!
- **PRICELESS...** Faith, Friends, Fun, Self-Development, Dream again, Endless Possibilities!