

Various Ways to Begin Your Mary Kay Career

by NSD Nancy Moser

Read carefully and call me in two-or three days to discuss your individual goals, time and options.

<u>Methods</u>	<u>Advantages</u>	<u>Disadvantages</u>
<p>#1 PROFIT CAREER LEVEL</p> <p>\$3,600 Wholesale/\$7,200 Retail</p> <p>Suggested credit or loan amount of \$4,700-\$5,200*</p> <p>*Approximate cost of order with tax and business supplies is \$4,250+ working capital</p>	<ul style="list-style-type: none"> • 50% Discount • Company prize winner • Star Consultant (earn "Ladder of Success" pin with Emerald star) • Product to service 50-60 people • Immediate profit basis (write yourself a paycheck immediately) • Take a 60/40 profit split rebuilding inventory with initial sales • Special promotional offer/product bonus (see enclosed <i>Ready, Set, Sell</i> brochure) • On-the-spot delivery for customers 	
<p>#2 CAREER ORDER</p> <p>\$3,000 Wholesale/\$6,000 Retail</p> <p>Suggested credit or loan amount of \$4,500*</p> <p>*Approximate cost of order with tax and business supplies is \$3,600+ working capital.</p>	<ul style="list-style-type: none"> • 50% Discount • Company prize winner • Star Consultant (earn "Ladder of Success" pin with Diamond star) • Product to service 40-50 people • Immediate profit basis (write yourself a paycheck immediately) • Special promotional offer/product bonus (see enclosed <i>Ready, Set, Sell</i> brochure) • On-the-spot delivery for customers 	Need to reinvest to build up to \$3,000-\$3,600 profit level
<p>#3 PROFESSIONAL ORDER</p> <p>\$2,400 Wholesale/\$4,800 Retail</p> <p>Suggested credit or loan amount of \$3,500*</p> <p>*Approximate cost of order with tax and business supplies is \$2,950+ working capital.</p>	<ul style="list-style-type: none"> • 50% Discount • Company prize winner • Star Consultant (earn "Ladder of Success" pin with Ruby star) • Product to service 30-40 people • Special promotional offer/product bonus (see enclosed <i>Ready, Set, Sell</i> brochure) • On-the-spot delivery for customers 	Need to reinvest to build up to \$3,000-\$3,600 profit level

<u>Methods</u>	<u>Advantages</u>	<u>Disadvantages</u>
#4 STAR CONSULTANT ORDER \$1,800 Wholesale/\$3,600 Retail Suggested credit or loan amount of \$3,000* (most common – enough for PS week) *Approximate cost of order with tax and business supplies is \$2,250+ working capital.	<ul style="list-style-type: none"> • 50% Discount • Company prize winner • Star Consultant (earn "Ladder of Success" pin with Sapphire star) • Product to service 20-30 people • Special promotional offer/product bonus (see enclosed <i>Ready, Set, Sell</i> brochure) • On-the-spot delivery for customers 	Need to reinvest to build to \$3,000-\$3,600 profit level
#5 FIVE-CLASS SUPPLY \$1,200 Wholesale/\$2,400 Retail Suggested credit or loan amount of \$1,800* *Approximate cost of order with tax and business supplies is \$1,450+ working capital.	<ul style="list-style-type: none"> • 50% Discount • Product to service 10-20 people • Special promotional offer/product bonus (see enclosed <i>Ready, Set, Sell</i> brochure) • On-the-spot delivery for customers 	<ul style="list-style-type: none"> • Product for only approximately five classes • Skin care and glamour only—no fragrances, body care or spa products • Need to reinvest all income at least three or four times to build up to \$3,000-\$3,600 profit level before taking a paycheck
#6 TWO-THREE CLASS SUPPLY \$600 Wholesale/\$1,200 Retail Suggested credit or loan amount of \$1,200-\$1,800* *Approximate cost of order with tax and business supplies is \$750+ working capital.	<ul style="list-style-type: none"> • 50% Discount • Product to service 5-8 people • Special promotional offer/product bonus (see enclosed <i>Ready, Set, Sell</i> brochure) • On-the-spot delivery for customers 	<ul style="list-style-type: none"> • Product for only two-three classes • Skin care and glamour—no fragrances, body care or spa products • Need to reinvest all income at least four to five times to build up to \$3,000-\$3,600 profit level before taking paycheck

"You need to follow the people who are where you want to go and are doing things the Mary Kay way."

Sr. NSD Pat Danforth