

Qualities of a Successful Consultant

You are a busy person.

Busy people are usually the most successful because they are time managers. You know how to prioritize your time. You may not have 10 hours, but you can find 10 minutes three times a day!

You are not the “sales” type.

This business is about building relationships, providing quality products and offering valuable services. Mary Kay teaches you to be informative, not pushy. Mary Kay consultants are more like teachers than sales people.

Family is a priority.

Independent Beauty Consultants are motivated by the needs of their families and see their families not as excuses, but as reasons to be successful!

You don't have money to spare.

If you have more month than money, you are like most consultants starting out. The beauty of Mary Kay is that it only costs \$100 plus tax and shipping for the Starter Kit that equips you to start building your business right away.

You don't want to build a business on friends and family alone.

Friends and family have two questions: “What's my discount?” and “What can I get for free?” Mary Kay provides the education and tools to build clientele who want the products and personal service you have to offer.

You are an action taker, not a daydreamer.

Successful women take advantage of opportunity. They know that the only way to change their future is to act in the present. There is never a “perfect” time to begin something new!

Confidently building a group of Professional, Dynamic, Million-Dollar Minded, MEGGA Leaders who are Independently Successful, Financially Stable, Emotionally Healthy, and Physically Fit Champions!



*Marni McKenna Hendricks
Independent Sales Director*

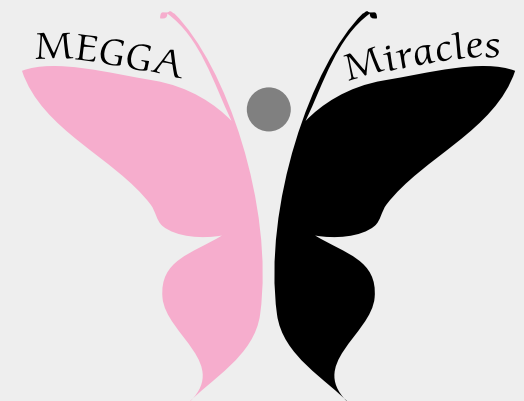
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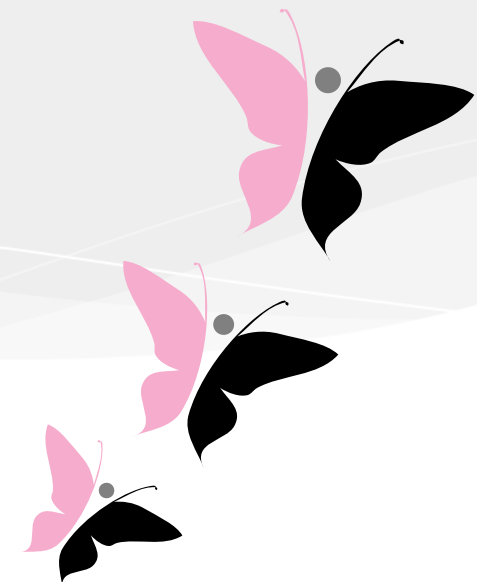
*Studio Pink
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*Go Make the World
BEAUTIFUL!*

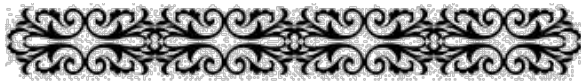
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*Imagine the Perfect
Opportunity for
Women...*



SPIRITUALLY FIT. FINANCIALLY FIT. PHYSICALLY FIT.



Consider the Possibilities

Below are some of the reasons why people choose to be a part of Mary Kay. Circle those that appeal to you.

- Make new friends
- Gain self-confidence
- Run my own business
- Earn extra income
- Have control over my income
- The opportunity for advancement
- Flexible hours
- Personal growth
- Develop new skills
- Family priorities

With Mary Kay there are NO QUOTAS and NO TERRITORIES!!

Tax Benefits such as:

Automobile Costs
House Payment or Rent
Utilities
Telephone
Business Travel
Child Care
Business and Office Supplies

Your investment is \$100 for the Starter Kit plus tax and shipping. This includes over \$400 in retail product, consultant training materials, sample products and sales tools.

Your Mary Kay business is virtually RISK FREE. Mary Kay Cosmetics, Inc. has a 90% Buy-Back Guarantee! If for some unforeseen reason you decide you must terminate your association with the company, you can return any new and unused Section 1 products within one year of purchase and be reimbursed 90% of the cost of the merchandise!

Getting Started with Mary Kay:

Submit a Beauty Consultant Agreement

Check out www.meggamiracles.com, specifically the "Getting Started" section

Attend a "welcome" training session with Marni

Start your Mary Kay MBA and complete Million Dollar Checklist

Schedule first Skin Care Class

Begin booking and holding appointments

Tools Available to Consultants

- Quality On-Going Training
- The Preferred Customer Program
- Personal Website
- Company Promotions & Prizes
- Weekly Meetings & Seminars
- Team Support

The Mary Kay Opportunity For a Full-Circle Successful Career

Product Marketing: The first avenue of income is selling product. As Mary Kay Consultants, we profit 50% of all the products we sell. You can market products in several ways:

On the Face: Skin Care Classes and facials where customers try before they buy.

On the Go: Quick, 15-minute show, tell and sell appointments called "Stop and Shops".

Online: Your own Mary Kay Personal Website is an easy way for customers to shop and place orders 24 hours a day, 7 days a week!

On Paper: Sales from customer newsletters, promotional brochures and preferred customer mailings.

On With the Show: Group-Selling appointments like collection previews, open houses or spa nights.

Team Building: Not mandatory, but why keep it to yourself?! Consultants share this wonderful opportunity and help other people fulfill their dreams. As a "thank you" from the company, Mary Kay, Inc. will pay you commission based on your team members' wholesale orders as you begin moving up the career path.

Leadership: Promote yourself along the career path to Independent Sales Director and take advantage of unlimited earning potential. As your team grows, so does the opportunity to earn greater commission, bonuses, the use of a free car, and prizes such as diamond jewelry and European vacations.

