



Recruiting Packet

Recruiting Packet Should Include

- _____ 1 Marketing CD or DVD
- _____ 1 Marketing Survey
(*"what you think"*)
- _____ 1 \$30,000 Per Year Flier
- _____ 1 Starter Kit Sheet
- _____ 1 Value of Driving Free Sheet
- _____ 1 Working Woman Myth Sheet
- _____ Copy of Director's Check
- _____ 1 Team Building Brochure

COULD YOU USE \$30,000 PER YEAR PART TIME?!

DO YOURSELF A FAVOR AND JUST LISTEN TO WHAT MARY KAY HAS TO OFFER!

74% of the workforce today are *women*: they all have skin and need to care for it.
The average woman today spends in excess of \$600 per year just on skin care & cosmetics!
More and more women start their own businesses to gain more time with family & financial freedom.
Don't stop your regular job....**MARY KAY** is very part-time—at your own schedule!
Of all the millionaires in the world today, only 3% are women!
AND.....of that 3%.....70% are in MARY KAY!

Three appointments per week*

3 classes x \$200 avg. sales = \$600 weekly x 42 weeks = \$25,200
200 new **TimeWise** clients + 200 reorders at \$200/year = \$40,000
\$65,200 = Total Annual Sales
\$32,600 PROFIT

WHAT YOU CAN EXPECT FROM YOUR APPOINTMENTS AND REORDER BUSINESS AFTER ONE YEAR....

**A skin care class ranges from 3-6 people (Average 4)
Sales average about \$200 per class for a new consultant.**
(Seasoned consultants can have classes ranging from \$500 to \$1000)

We retain about 85% of our clients.

The average skin care reorders per customer each year is about \$200.

1 Class Per Week*

85 clients end of 1st Year

Profit/classes = \$4,200 (\$350/mo)
Profit/reorders = \$5,800 (\$475/mo)
\$10,000 PER YEAR

2 Classes Per Week*

170 clients end of 1st Year

Profit/classes = \$8,500 (\$700/mo)
Profit/reorders = \$11,500 (\$924/mo)
\$20,000 PER YEAR

If your boss offered to add \$800 to your paycheck each month if you worked just ONE hour overtime each day, WOULD YOU DO IT?!

Important facts you should know:

No quotas, No territories, Tax advantages, 90% buy-back guarantee, free and local training
Other avenues of income include team building commissions, free car & insurance, Director commissions & bonuses
No obligation to learn more about this home-based consulting business.

*Above figures based on working 4-6 hours per week—42 weeks in a year.

Get Ready to



Fall in Love

Become an Independent Mary Kay Beauty Consultant

Your Starter Kit... only a **\$100*** investment



Your Starter Kit Includes:

- Starter Kit Bag
- On the Go Tote
- Date Book
- NEW!** FLIP CHART
- Blank Business Cards



- Consultant Guide:**
- Business Basics Workbook
 - Product Guide
 - Skin Care Class DVD
 - Success Stories CD



- TEAM Building:**
- Team Building CD
 - Team Building Brochures
 - Independent Beauty Consultant Agreements

Small investment Big Rewards!



- Class Materials:**
- Hostess Brochures
 - Customer Profiles
 - Look Books
 - Beauty Books
 - Sales Tickets



Product Included:

- Ultimate Mascara Black \$15
- TimeWise 3-in-1 Cleanser Normal/Dry \$18
- TimeWise Age Fighting Moisturizer Normal/Dry \$22
- TimeWise 3-in-1 Cleanser Combination/Oily \$18
- TimeWise Age Fighting Moisturizer Combination/Oily \$22
- TimeWise Day Solution SPF 25/ Night Solution Set \$60
- Oil-Free Eye Make-Up Remover \$14
- 11 TimeWise Medium Coverage Foundations \$14 ea/\$154 (In our most popular shades!)



\$323 retail value!

Full Size Retail Product included!



Demonstration Materials:

- Shade Selector Tool
- Face Cases in Quick Zip Bags
- Disposable Trays
- Disposable Facial Cloths
- Classic Look Cards
- Disposable Mascara Brushes
- Dual-Coverage Powder Foundation Samplers
- Travel Size Satin Hands Pampering Set with Instructions
- Insert in a Quick Zip Bag

* Plus applicable tax and shipping

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The Value of Driving a Free Mary Kay Car!

The average car loan is four years and the average monthly auto insurance payment is \$70.
In that time you may save the following:



Type of Auto	Monthly Payment	Savings
Vibe	\$300 X 48 months	\$17,760
Grand Prix	\$400 X 48 months	\$22,560
Cadillac	\$800 X 48 months	\$32,160

There are over \$120,000,000 in FREE Pontiac Vibe's, Grand Prix's and Cadillacs, being driven by successful Mary Kay Beauty Consultants and Directors today. And, with Mary Kay paying over 85% of the insurance, each of these thousands of women are saving thousands of dollars for themselves and their families.

This is what could be done with the savings:

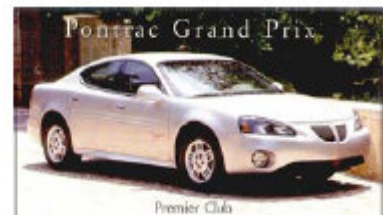
Vibe \$17,760 =

- 1) College education for one child
- 2) Family vacations for several years
- 3) A nice down payment on a house
- 4) A nice retirement investment



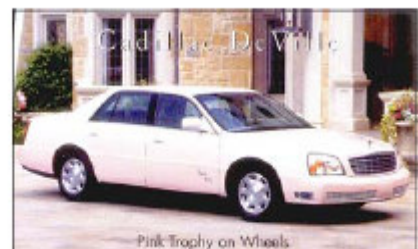
Grand Prix \$22,560 =

- 1) College education for one child
- 2) Family vacations every year
- 3) A substantial down payment on a house
- 4) A substantial retirement investment



Cadillac \$32,160 =

- 1) College education for two children
- 2) WONDERFUL family vacations every year
- 3) A substantial down payment on a GREAT house
- 4) A GREAT retirement investment



**CAN YOU AFFORD TO TURN DOWN THAT KIND OF SAVINGS??
ALLOW SUCCESS TO BE YOURS WITH MARY KAY COSMETICS!**



Recruiting Packet Visualized!

Pocket Folder of any type. Red is my favorite!
 Recruiting Packet Label in upper right hand corner,
 found on www.michelejamison.com in the Training Center under Team Building.



LEFT SIDE (from back to front)

\$30,000 per year sheet

“What You Think”

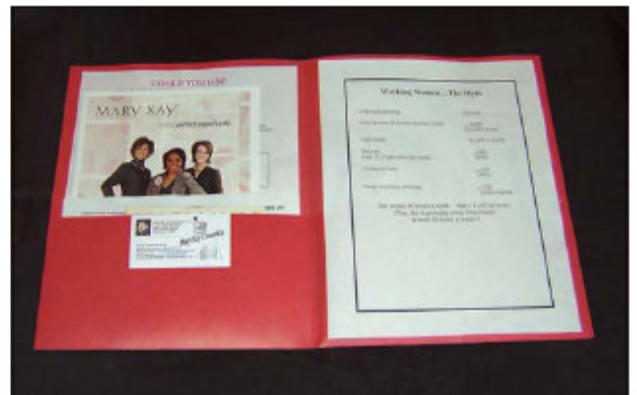
(folded in half for visual appeal)

(order from Section 2):

“Team Building” Brochure

Team Building cd

Business Card attached



RIGHT SIDE (from back to front)

The Value of Driving FREE flier

“The Mary Kay Starter Kit” flier

(folded at bottom for visual appeal)

Director’s Check

The Working Women’s Myth is laid over the right side before closing.