

# THE “MARY KAY ADVANTAGE”

Take a moment and review the list of the incredible benefits Mary Kay offers. Regardless of where a woman is in her current work life, the benefits of a Mary Kay career usually outweigh those in her present job.

## FINANCIAL AND BONUS INCENTIVES

### INDEPENDENT CONTRACTORS

As Independent Contractors, Consultants can claim:

- Home office deductions (available when a specific room houses your inventory).
- Mileage Deductions
- Private Mailbox Deductions and so much more!

### INDEPENDENT CONTRACTOR AS PART OF A UNIT

Independent Contractors run their businesses as they like. While each consultant is responsible for their sales, those sales contribute to the Unit's goals. Everyone works together to help one another reach their personal and team goals. It's the best of both worlds!

### UNLIMITED INCOME POTENTIAL

Most Mary Kay Consultants make more money in one month than several months in their previous jobs! They work as much or as little as they like. Every person is their own boss and always has the support of the team.

### COMMISSIONS

Mary Kay offers a 50% commission on anything sold! ***Bonus commissions paid on Team-Building!***

### PRIZES AND TRIPS

In addition to fantastic commissions, Mary Kay consistently holds contests and challenges with incredible rewards and prizes like gold jewelry, diamond jewelry, and trips to beautiful and exotic places!

### CAR PROGRAM

Mary Kay offers a True Company Car Program – No taxes, tags, or loans! Remember seeing all those pink Cadillacs on the road? Yes, Mary Kay paid for those cars!

### UNLIMITED POTENTIAL | UNLIMITED OPPORTUNITY

Because women make up the bulk of Mary Kay's customers, there is no shortage of potential customers. Women love the selection of skincare products and cosmetics!

While most Consultants focus on women, Mary Kay also has extensive skincare products for men. The men's skincare industry tops a *Billion Dollars* nationally!

## VALUES-DRIVEN

Mary Kay was founded on strong family values and carried those principles to each team member. Mary Kay promotes a balanced home and work-life above all – not the fantasy “work-life” balance people typically promote. Rest assured, Mary Kay is about people first.

## STELLAR TRAINING AND SUPPORT

The company provides each Consultant, Director, and National with all-inclusive up-to-date training. Everything a new Consultant needs is online! Exceptional “Bonus” training is also available at Mary Kay Conferences and extravaganzas like Seminar!

## FLEXIBILITY

### NO TERRITORIES

In some companies, people must work in a single territory. Not so with Mary Kay! People can work anywhere they choose. Consultants frequently have customers and recruits from other cities, counties, states, and U.S. territories. Directors and Nationals can expand their team to other countries!

Consultants take their customers everywhere!

## WORK FROM HOME

Mary Kay Team Members enjoy the comfort and flexibility of working from home. Here are some of the top benefits:

- Shorter hours (work as little as 3-5 hours a week for additional part-time income)
- No daily commute
- Reduced stress of sitting in a chair All Day Long
- Ability to attend school, sports, and other functions
- Scheduled days to fit any lifestyle and needs
  - Small children at home (naps, school, homeschooling, etc.)
  - Carpooling
  - Animal care
  - Eldercare
  - Personal Development

## SOCIAL AND PERSONAL ADVANTAGES

### NEW FRIENDS

There are lots of “brotherhoods,” but very few “Sisterhoods.” Mary Kay is the ultimate Sisterhood! Many find the most significant benefit of joining the Mary Kay family is life-long friendships.

### GET OUT OF YOUR SHELL!

Many a Consultant starts a little timid. That’s ok; the women of Mary Kay encourage each other. The goal is to feel comfortable in front of three or 300 people. Because a consultant’s first few appointments are with friends and family, they quickly learn to relax and feel at ease. Repetition builds technique and self-confidence.

### LEARN HOW TO SELL

Selling is a trainable skill. There is no need to have a sales background. New Consultants go through a comprehensive training program before starting their business.

### CONFIDENCE BUILDING

Mary Kay’s nurturing, caring, and supportive environment ensures each member of the team is a success.

### RECOGNITION

Hard work is always rewarded and acknowledged (there’s no escaping it!!). It’s nice to feel appreciated, and Mary Kay does an excellent job of making everyone feel like a rock star!

### SELF-IMPROVEMENT & SELF-SATISFACTION

Setting up a business, for the first time, is one of the most personally satisfying endeavors a person accomplishes. Strong women achieve more than they ever thought possible!

### LEARN TO WEAR YOUR MAKEUP LIKE A PRO!

Mary Kay trains their Consultants on how to *up their image*. Consultants learn how to personally apply makeup for any scenario - day, evening, party, and video; then teach others how to use makeup like a professional.

### CONSUMABLE & RECESSION-PROOF PRODUCTS!

We all need refills on our favorite products *before* we run out, and so do all our customers!

Women don’t go without makeup or skincare - ever!