

SHARING THE MARY KAY OPPORTUNITY WITH CONFIDENCE!

6 KEY QUALITIES IN SUCCESSFUL BEAUTY CONSULTANTS

You may have one or all of these qualities!

1. BUSY PEOPLE

- They know how to prioritize
- Typically good time managers
- Easy to train
- The average consultant works a full time job, is married and/or has children

2. MORE MONTH THAN MONEY

- Motivated to find a way to make more money
- Goal oriented and ambitions
- Women tend to be more creative with money

3. NOT THE SALES TYPE

- Not pushy, but informative
- Like people and want to build relationships instead of just "getting a sale"
- Not aggressive
- Genuinely want to serve

4. DON'T KNOW A LOT OF PEOPLE

- Friend and family will not be best clients
- Wonderful way to meet new people and new circle of friends
- Developing clients is covered in training resources, tips, and ideas from other consultants

5. FAMILY ORIENTED

- Motivated by the needs of their family
- Their family is their reason, not their excuse
- Want more for their family
- Pass on good work ethic to children
- Want harmony with priorities in order

6. DECISION MAKER

- Does not procrastinate
- Takes one step at a time on their time-table
- Live by their dreams and not their circumstances

6 REASONS PEOPLE CHOOSE A MARY KAY BUSINESS!

1. MONEY

- 50% Profit
- 2 avenues of income: selling & sharing
- Selling via Reorders (consumable), personal website, facials (avg. \$100), parties (avg. \$300), & On-The-Go Selling

2. RECOGNITION

- Prizes weekly, monthly, quarterly and yearly
- Many people don't get recognized for a job well done
- Praise people to success

3. SELF ESTEEM & PERSONAL GROWTH

- Like a college education in people skills but getting paid while learning
- Learn to step out of their comfort zone
- Spiritual, Emotional, and Professional Growth

4. CARS

- Approx. 85% insurance is paid for my Mary Kay
- Build a team from 5-14 in 1-4 months with wholesale requirements
- Cash option: \$425, \$500, \$900 or \$1,400

5. ADVANTAGES & ADVANCEMENT

- Advance at their own pace with flexibility
- Tax deductions, mileage, and so much more
- No quotas or territories
- Family Security Retirement plan for NSD's

6. BEING YOUR OWN BOSS

- \$100 investment to get started
- Inventory is optional with a 90% buyback guarantee
- Get to decide your own income, schedule & future