

Blessed
BEELEEVERZ

*Dream
Book*





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BEELEEVERZ

DREAM
BOOK

“ Years ago, aerodynamics engineers studies the bumblebee and concluded it could not be airborne - but they forgot to tell this amazing insect, and he went right on flying! My intuition told me that the bumblebee was a perfect symbol for women who have flown to the top. ”

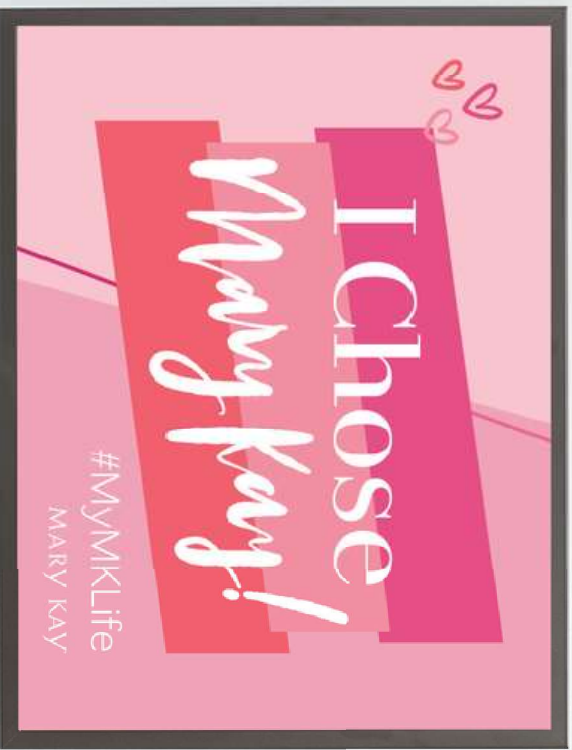
-Mary Kay Ash



Tell me about you!

- Why don't you tell me about yourself?
- What do you like most about what you do?
- If you could change one thing about your current situation, what would it be (more flexibility, appreciation, income, etc.)?
- Tell me what you want to know about Mary Kay.





MY Story



My story

- What I did before I started my Mary Kay business.
- Why I decided to become an Independent Beauty Consultant.
- How my life has changed since I became and Independent Beauty consultant.
- what I like best about my Mary Kay business.



MARRY KAY IS A
COMPANY WITH A

Beauty!

Marry Kay

Marry Kay

Mary Kay is a Company with a heart!

- In 1963, Mary Kay Ash created her dream Company with her life savings of \$5,000 and nine Independent Beauty Consultants.
- She build her company based upon the Golden Rule: Do unto others as you would have them do unto you.
- She created a unique business opportunity where women help one another.
- Mary Kay's influence beyond the business world. She created the Mary Kay Ash Charitable Foundation to fund research of cancers affecting women and the prevention of violence against women.



MARY KAY IS A

gorgeous leader



Mary Kay is a Global Leader.

- More than 1.6 million Independent Beauty Consultants in over 30 markets across the globe have discovered the life-changing opportunity Mary Kay can offer.
- Mary Kay Inc. is one of the largest direct-selling skin care and color cosmetics companies in the world.
- The Company's global wholesale sales are more than \$2 billion annually.





You'll have business tools and resources.

You'll have on-going education, resources, professional tools and programs!

- Mary Kay Personal Web Site - Allows customers to order products from you online, so it saves you *both* time.
- Mary Kay InTouch - An online resource that links you to the latest learning and earning information and business tools.
- The Preferred Customer Program - a direct mail service that makes it convenient for you to send *The Look* and other mailings to your customers.
- Applause - A quarterly magazine filled with product information, sales tips and inspirational stories for Independent Beauty Consultants.
- Seminar - Mary Kay event that features education, motivation, inspiration and recognition.

YOU'LL HAVE THE

products

WOMEN NEED.



You'll have the products women need.

- The Mary Kay product line includes more than 200 premium products, including innovative TimeWise age-fighting skin care products and microdermabrasion.
- Women especially love the Miracle Set - a premium collection of age-fighting skin care products that delivers the benefits you need for younger-looking skin.
- The company develops, tests, manufactures and packages the majority of its own products at its state-of-the-art manufacturing facilities.

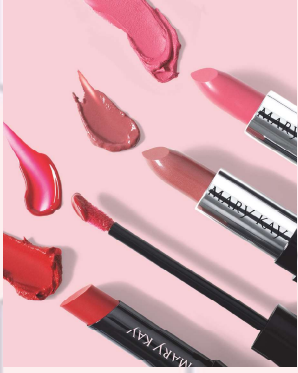




YOU'LL HAVE THE

products

WOMEN WANT!



You'll have the products women want.

- Color not only makes you look good, it makes you feel good.
- Mary Kay provides you with education so you can help women with their color cosmetics and earn money doing it!
- The Mary Kay line is a collection of classic colors and on-trend shades women find irresistible.
- In addition to skincare and color, the Mary Kay product line also includes:
 - Body Care
 - Fragrance
 - Dermacosmetics



YOU CAN
HAVE

unlimited

EARNING
POTENTIAL.

You can have unlimited earning potential.

As an Independent Beauty Consultant, you can earn money:

- Through product sales (skin care classes, facials and reorders)
- Through personal team building - commissions from the Company based on orders placed by the people you personally add to your team.

As an Independent Sales Director, you can earn commissions and bonuses from the Company based on your unit's activity.





YOU'LL BE AN

independent

BUSINESS OWNER!



You'll be an independent business owner.

- You'll have no territories or quotas.
- Enjoy setting your own pace for success with open-ended advancement opportunities.
- Build lasting friendships with a remarkable sisterhood of women.
- Have the opportunity to experience a balanced, rewarding life filled with personal growth and achievement.





YOU CAN HAVE

AND

*Freedom
Flexibility.*

You can have freedom and flexibility.

- As an Independent Beauty Consultant, you'll have the freedom to determine what's important in your life.
- You'll be your own boss and set your own hours, so you can have more time for your family - and you!
- The Mary Kay philosophy allows you to put your priorities in order.
- Mary Kay Ash believed in "God first, family second, and career third."



YOU CAN
DRIVE A

convertible





You can drive a Career Car.

- Think of it as a symbol of your success.
- You can earn the use of a Chevy Malibu, Chevy Equinox or the most recognized symbol of your achievement - the pink Cadillac!
- Or you can always choose cash as an option to the car.



YOU CAN BE

unwinded

AND

reorganized.



You can be rewarded and recognized.

- The Mary Kay philosophy is one of praising, mentoring and recognizing achievement.

Some possible rewards include:

- Stunning jewelry that reflects your achievements.
- Recognition at different Mary Kay events throughout the year.
- Trips to exotic places around the world.





IT
Starts
RIGHT HERE!



It starts right here.

A Mary Kay business can fit your life and meet you where you are right now. It's fun and best of all, it's flexible. YOU choose how you start earning a little extra income with your Mary Kay business. And these hard-to-pass-up startup options can help get you started toward your goals – whatever you envision!

- The Mary Kay eStart is a great way to work your business from the comfort of home and still have the opportunity to connect virtually with your customers on a personal level.
- This Starter Kit includes everything in Mary Kay eStart, plus retail-sized products for sampling (a more than \$400* value), additional samples, business resources, and tips and selling techniques designed to help you empower your sales. You'll be ready to connect with your first hostesses and customers with confidence!

ANY

questions

OR CONCERNS?

Any questions or concerns? (optional - for you only)

- ***I'm not the "sales" type.***
 - I never felt I was either. But I found this business is about building relationships, providing quality products and offering a valuable service.
- ***I don't want to take away from time with my family.***
 - I know how you feel. I've found that many Independent Beauty Consultants are motivated by the needs of their families and see their families not as what might hold them back but as reasons to be successful.
- ***I can't afford it.***
 - If you always do what you've always done, you'll always be where you are today.
- ***I'm very busy.***
 - I felt that way, too. But I've found that busy people are usually the most successful. They know how to prioritize. They may not have 10 hours, but they have 10 minutes, three times a day!
- ***What if I don't want to build a business around my friends and family?***
 - Mary Kay Inc. offers the education and tools you need so you can build a business with customers who want the products and personal service you have to offer.
- ***I'm just not sure.***
 - Successful women take advantage of opportunity. They know the only way to change their futures is to act in the present. There's never a "perfect" time to begin something new..

