

FAQ on the Mary Kay Opportunity

1. How do I get started?

After discussing career details with a Beauty Consultant, you simply submit a Beauty Consultant agreement and purchase your own Starter Kit at a low cost, which includes all the demonstration items and business-building sales tools needed to start your business.

2. How much time do I have to put in and are there any Sales Quotas?

In Mary Kay we have no sales quotas, so there is never any pressure to sell. An "active" Consultant is one who places a minimum order every three (3) months. Remember, everyone's situation is unique and you work your business the way you want. There are no penalties for going "inactive."

3. What if I don't know anything about selling?

With Mary Kay you are teaching and servicing customers. Continuing education is one of the foundations of career growth in Mary Kay. Every Consultant has access to flip charts, videotapes, regular Company newsletters, and weekly training and motivational support.

4. How much will I make?

There are several different avenues open to you to increase your earning potential. In addition to 50% profits from retail sales, skin care parties, facials and reorders, Mary Kay offers many other benefits such as personal team building commissions paid by the Company, prizes, car programs, and Director commissions as you progress up the career ladder.

5. Where can I sell Mary Kay products?

Beauty Consultants can sell product and build their teams in any of the 50 states, Puerto Rico, the American Virgin Islands or Guam. There are no "assigned" territories.

6. How will I book my first party?

As part of your Mary Kay training you are taught how to book your faces. Also, your Director or recruiter will be there to help you in any way possible. If you are located out of town, an Adoptee Director will guide and train you, so you have the best of both worlds.

7. What if I don't like selling Mary Kay?

Personally, for me, it's been more fun than work. If you decide it's not for you, Mary Kay has a 90% buy back guarantee on products purchased within the last year. Thus, making this a risk free opportunity!

8. What makes Mary Kay different from other Direct Selling Companies?

To name just a few, Mary Kay, Inc:

- has the highest commissions structure of any direct sales company today.
- was founded on the concept of the "Golden Rule".
- has the highest paid women, with hundreds earning over \$100,000 per year.
- has been named three times as one of The "Top 100 Companies to work for in America" and as one of the "10 Best Companies for Women to Work For".
- does not test on animals.
- products are consumable and you will always have repeat business.
- is not a pyramid, nor is it a multi-level company. You deal directly with the company and there is no middleman. All commissions are paid directly out of the profits from Mary Kay, never out of anyone's pocket.

9. What if I don't usually wear make-up?

Not a problem. Mary Kay is not about make-up, it's about skin care. It has been the #1 selling brand for 11 years in a row. Color Cosmetics are just the "icing on the cake."

10. What is the worst thing that could happen if I do try this?

The worst thing that could happen is NOT trying it. You have a great opportunity to be your own boss, set your own hours, and meet a lot of inspiring women. Honestly, the worst thing that could happen is that you would get your products at wholesale cost, (this means you can look twice as good at half the price!!) You will save money. Ask yourself this question, "What if I tried it and succeeded? Isn't it better than never having tried and failing"? You can quit at anytime.