

Ten Most Commonly Asked Questions about Mary Kay Cosmetics or WIIFM (What's In It For Me?)

1. How do I get started?

After discussing career details with a Beauty Consultant, you simply submit an agreement and purchase your own starter kit at a low cost (\$100 + tax and shipping), 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 of \$200 every three months. Remember, everyone's situation is different and you work your business the way you want.

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

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

4. How much money will I make?

Your earning potential is really determined by you. There are several different avenues open to you to increase your earning potential. In addition to profits from retail sales, skin care classes, 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 and bonuses as you progress up the career ladder of success.

5. Where can I sell Mary Kay products?

Beauty Consultants can sell and build their teams in any of the fifty United States, Puerto Rico the American Virgin Islands or Guam. There are no 'assigned' territories.

6. How will I book my first class?

As part of your Mary Kay training, you are taught how to book your classes. Also, a Director or myself 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 as well, so you will have Mary Kay family wherever you are.

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.

8. What makes Mary Kay different from other direct selling companies?

To name just a few, Mary Kay Inc.:

- pays the highest commissions structure of any direct sales company today
- founded on the concept of the Golden Rule
- the Company believes in the concept of faith first, family second, career third
- has the highest paid women, with hundreds earning over \$100,000 per year
- named three times as one of the "Top 100 Companies for Work for in America" and as one of the "10 Best Companies for Women to Work For"
- does not perform tests on animals
- products are consumable and you will always have repeat business
- not a pyramid company, not is it a multi-level company; you deal directly with the Company and there is no middle man; all Director and team building commissions are paid directly out of profits from Mary Kay Inc., never from Consultants or Directors

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

Mary Kay is not just about make-up, it's about skin care. It has been the #1 selling brand for 9 years in a row! Color cosmetics are just the 'icing on the cake.'

10. What is the worst thing that could happen if I 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 lots of inspiring women. Honestly, the worst thing that could happen is that you would get your products at wholesale cost, rather than paying retail! And, who wouldn't want to save money? Ask yourself, "What if I tried it and succeeded?"