





# Show Me The Money The Mary Kay P& L Plan

Not Profit and Loss

In Mary Kay People & Love is our Wealth Plan

SPARITE Nation



# How to Party Your Way to the TOP in Mary Kay!



	Parties	Interviews	Team Members
Sr. Consultant	4	8	1-2
Star Team Builder	6	12	3-4
Team Leader	10	20	5
Elite Team Leader	16	32	8
DIQ	20	40	10
Grand Achiever	32	64	16
Director	48	96	30



# Senior Consultant



1-2 Active Team Members



Star Team Builder



3-4 Active Team Members



# Team Leader



5 Active Team Members



# Elite Team Leader



8 Active Team Members



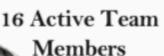
Director-In-Qualification



10 Active Team Members



# **Grand Achiever**







Independent Sales Director



30 Active Team Members



Designed by QT Office.

This is just an example of one way you can get to the TOP! As always, please refer to MK InTouch for DIQ, Cars, and Directorship guidelines!

# THE 50 + 8,13,36 PLAN

- Perfect Start
- Power Start
- Partnership



# MARY KAY®

Fall in love with the products that make us #1 in the world!

\*"Source Euromonitor International Limited; Beauty and Personal Care 2023 Edition, value sales at RSP, 2022 data"



# Products & Opportunity



CADILLAC - \$399

Pick 8 Sets

QUEEN - \$299

Pick 6 Sets

PRINCESS - \$199

Pick 4 Sets

Love Your Skin



ROLL UP BAG IS YOURS FREE WITH THE PURCHASE OF A PRINCESS, QUEEN, OR CADILLAC SET

\$36 Value

### REPAIR VOLU FIRM SET - \$215



Foaming Cleanser
Lifting Serum
Day Cream SPF 30
Night Cream w/ Retinol
Eye Renewal Cream
Counts as 4 Sets

# MIRACLE SET - \$116



# NATURALLY SET - \$144



Cleanser
Nourishing Oil
Exfoliating Powder
Moisture Stick
Counts as 3 Sets

# **CLEAR PROOF SET - \$50**



Toner

Moisturizer

Acne Treatment Gel



**BOTANICAL SET - \$60** 

Cleanser Toner Moisturizer

CLINICAL SOLUTIONS - \$120 REVEALING RADIANCE - \$68

Revealing Radiance Facial Peel

Retinol Calming Milk

Counts as 2 Sets

# MICRODERM SET - \$58

Refine + minimizer

Counts as 3 sets



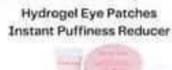
## CS BOOSTERS - \$76



HA Hydrator
PLUS
Line Reducer
or
Brightener
or
Resurfacer

# MASKING SET - \$61

# EYE LOVE THIS SET - \$75



Cove the extras

EYE CANDY SET - \$50

Love your Look



Eye Makeup Remover Mascara Eye Liner

# FLAWLESS FACE SET - \$59



Foundation Primer Foundation Brush Foundation

# PROFESSIONAL BRUSH SET - \$56



Zip Organizer Bag Cheek Brush All Over Powder Brush All Over Eyeshadow Brush Eye Smudger Brush Eye Crease Brush

# SATIN HANDS & LIPS SET - \$58

# TONING LOTION - \$34



Satin Hands (Fragrance Free or White Tea & Citrus) Satin Lips

Charcoal Mask



Targeted Action Toning Lotion

LUSCIOUS LIPS SET - \$48



Lip Liner Lip Gloss Lipstick

# FINISHING SET - \$54



## DASH OUT THE DOOR SET - \$78



Liquid Eye Color Cheek Color Mascara Lip Gloss Undereye Corrector

# HELLO CLEAN SET - \$32



2-in-1 Wash & Shave Gel Hydrating Body Lotion





# 6 QUALITIES OF A SUCCESSOR BEAUTY CONSULTANT

# **BUSY PERSON**

Busy people get more done! You need to make the best use of your time, which makes you coachable and trainable. You also understand the value of your time, and a career that pays accordingly.

# NOT THE TYPICAL SALES TYPE

A strong re-order business is a huge part of your income, so we look for people who want to build a relationship with their customers rather than make a one-time sale.

# **NEEDS MONEY**

Money is a great motivator! Whether to pay off debt, pay for Christmas, or have savings for the future, you can work towards those goals with your income.

# DOESN'T KNOW ENOUGH PEOPLE

We offer free, comprehensive training about how to grow your business outside of just your immediate friends and family.

# **FAMILY-ORIENTED**

Family is another great motivator for success, but is also one of our core values: your faith first, your family second, and your career third!

# **DECISION MAKER**

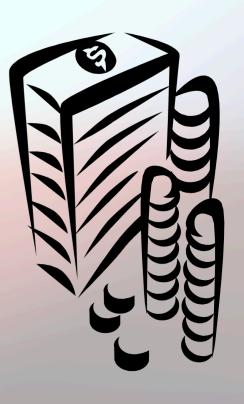
As women, there's rarely a time when you're kicking back, eating chips and cookies, and deciding to start a business. We look for women who are willing to live by their dreams, not by their circumstances; women willing to try something new.

- ther berefits: No Quotas/No Glass Ceilings Prizes Weekly, Monthly, and Quarterly
   No Territories No Risk 90% Buy-back Guarantee

# MARY KAY

# WEALTH





# The 50 + 8 Plan

# PERFECT START - SALES



- 30 Faces Challenge
- 15 New Skincare Customers purchasing the \$199 Rollup Bag
- 15 X \$199.00 average = \$2985.00 Retail
- Approximately 10-12 hours

# The Math 60/40

- 40% Profit \$2985.00 x .40 = \$1,194.00
- 10 % Business Savings = \$298.50
- 50% Wholesale Order \$1,000 \$1,500



# The 50 + 8 Plan

# PERFECT START - RECRUITING



- Potential Team Members. 1 out of 5 will join your team. From 30 Faces/
- 15 New Skincare Customers = 3-5
   New Team Members with 3GSQ
- Based on the Law of Average a New Consultant's initial order is about \$600.00 wholesale order
- Great Start Qualified (\$600-\$1799)
- Star Qualified (\$1800 +)

# 58% Increase from my Profit & Partnership

# PERFECT START - RESULTS



- \$1,800.00 (Team orders)
- · X 8%
- \$ 144.00 (commission check)
- \$1,194.00 (profit from sales)
- \$1,338.00
- \$ 150.00(\$50 GS Bonus x3)
- · \$1,488.00
- New Career Path Promotion
- New Star Team Builder
- Qualify for Red Jacket Lunch & Learn
- Bronze Medal
- On Taret for Pearl Star Consultant
- Grand Total \$ 1,488.00
- Business Savings = \$298.50



# The 50 + 13 Plan

# POWER START - SALES



- 60 Faces Challenge
- 30 New Skincare Customers purchasing the \$199 Rollup Bag
- 30 X \$199.00 = \$5,970.00 Retail
- Approximately 20-25 hours a month

# The Math 60/40

40% Profit -  $$5,970.00 \times .40 = $2,388.00$ 

10 % Business Savings = \$597

50% Wholesale Order \$2,000 - \$3,000



# The 50 + 13 Plan

# POWER START - RECRUITING



- Potential Team Members. 1 out of 5
  will join your team. 60 Faces / 30
  New Skincare Customers = 6-10 New
  Team Members with 6 GSQ
- Based on the Law of Average a New Consultant's initial order is about \$600.00 wholesale order
- Great Start Qualified (\$600-\$1799)
- Star Qualified (\$1800 +)

# 63% Increase from my Profit & Partnership

# POWER START - RESULTS



- \$3600.00—(from team building)
- X 13%
- · \$468.00
- +\$300.00 (\$50 Bonus x 6)
- \$ 768.00
- +\$2,388.00 (profit from sales)
- · \$3,156.00
- Career Path Promotion
- Red Jacket/Team Leader
- Gold Medal
- On-Target for National Courts

# Grand Total \$3,156.00

Business Savings = \$597







# **JPGRADE**



The 50 + 36 Plan

# Sales Director Power Start Plus Plan





# 86% Increase from my Profit & Partnership

# POWER START PLUS



- \$3,600.00
- · (From Team)
- · \$2,000.00
- (from Personal Order)
- \$5,600.00
- · X .23%
- \$1,288.00
- · (from team + me in Unit)

- \$1,288.00 (from team and my order)
- \$468.00 (13% on personal team)
- \$600.00 -(Personal Team Building Bonus \$100 x 6)
- \$600.00 (Unit Team Building Bonus)
- \$2,388.00 (My Profit from Sales)
- \$5,344.00
- (from you and 6 New Team Members only)
- My base Unit will bring approx. another \$5000

\$10,344.00 Month

Business Savings = \$597

\$5,344.00 from me and my 6

# NATIONAL COURT OF SALES



# LIMITLESS RING

14-karat yellow gold ring featuring a beautiful 9.35-carat green amethyst surrounded by a halo of 26 round brilliant-cut diamonds and accented with two blue topaz



# NATIONAL COURT OF SHARING

# BEE FABULOUS DIAMOND BEE PIN

14-karat yellow and white gold bee pin illuminates with 19 round brilliant-cut diamonds with a total weight of .75-carats

# CIRCLE OF ACHIEVEMENT HALF-MILLION



# STARGAZING RING

14-karat white gold ring featuring 82 round brilliant-cut diamonds and two sapphire baguettes surrounding a divine 17.6-carat blue topaz

# DIRECTOR CHECKCalculator

# CREATE WEALTH

# MONTHLY

### **UNIT WHOLESALE**

9%, 13%, OR 23%

### PERSONAL TEAM

4%, 9%, OR 13%

### UNIT DEVELOPMENT

4+ GS Qualified = \$100 each \$1,000 Maximum

### PERSONAL TEAM DEVELOPMENT

Unlimited \$100 bonus per New Personal GS Qualified Team Members

### OFFSPRING DIRECTOR WHOLESALE

SD • 5% | FESSD • 6% | ESSD • 7% & 1% EESSD • 7% & 2%

### **CAR CASH**

If opting for Cash Grand Achiever \$425 • Premier \$500 • Cadillac \$900

### **NEW SENIOR DIRECTOR BONUS**

\$1000 for 1st Line Offspring

### **NEW DIRECTOR BONUS**

\$1000 each quarter (3 month increments following your debut) during your 1st year when you: Add 6 GSQ Unit Members & reach \$15,000 unit ws

### **OUARTERLY**

### **STAR BONUS**

5 star min. = \$300 • \$50 for each additional star

## YEARLY

### **WELLNESS BONUS**

Based on wholesale for calendar year and paid in January Check

Total Annual Production	Bonus
\$60,000-124,999	\$800
\$125,000-\$186.999	\$1,300
\$187,000 and up	\$2,000

### **GRAND BONUS**

\$1,000 for New/Requal Cadillac \$1,000 Beat your Unit Club over last year

# Red Jacket Calculator

### Monthly Pay

Te	am Building Production									
١.	I am in Active Status!	Yes - You Qualify No - You Do Not					tive nex	t mont	h!	
2.	Number of ACTIVE Pers	onal Team Member	s							
	(See your Team on InToo	uch-Business Tools/M	yBusin	ess/Prod	uction)					
	<ul> <li>1-2 you are a Senia (Write in your Commit</li> </ul>				on your tear	n produ	ction			
	<ul> <li>3-4, you are a Star</li> </ul>	Team Builder Go to	#3 to	figure y	our commission	on %				
	<ul> <li>5 or more Go to #4</li> </ul>	to figure your comm	nission	%						
3.	Your Personal Wholesal	e Production			\$					
	+ Personal Team Whole	sale Production			+ \$		e e			
	= Combined Personal a	nd Team Wholesale	Produ	ction	= \$		_			
			•	Less tho	n \$1,000		4%			
										- 1
			•	\$1,000	- \$1,799.99		6%			
			:	\$1,000			6% 8% -		$\neg$	
	(Write in your Commission	on % then Go to Ste	:	\$1,000	- \$1,799.99					
1.	FIVE Personal Team Me you also ordered \$600- If NOT, - Your commission	mbers ordered a tot + wholesale, the cor on is <b>9</b> %	p #5) ral of \$	\$1,000 \$1,800 \$225 who n is 13%	– \$1,799.99 and above				7	
1.	FIVE Personal Team Me you also ordered \$600	mbers ordered a tot + wholesale, the cor on is <b>9</b> %	p #5) ral of \$	\$1,000 \$1,800 \$225 who n is 13%	– \$1,799.99 and above				ī].	
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5.	FIVE Personal Team Me you also ordered \$600 If NOT, - Your commission (Write in your Commission	mbers ordered a tot + wholesale, the con on is 9% on % then Go to Ste	ep #5) ral of \$ nmissio ep #5)	\$1,000 \$1,800 <b>6225</b> who n is <b>13</b> % X 0.xx	- \$1,799.99 and above lesale each,  (My Commisor each:	My	Comm	nissio	\$	
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\*An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 order is received and

accepted by the Company and in the following two calendar months.

