



Show Me The Money

The Mary Kay P & L Plan

Not Profit and Loss

**In Mary Kay
People &
Love is our
Wealth Plan**

SPARKLE *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



<p>Senior Consultant 1-2 Active Team Members</p> 	<p>Star Team Builder 3-4 Active Team Members</p> 	<p>Team Leader 5 Active Team Members</p> 
<p>Elite Team Leader 8 Active Team Members</p> 	<p>Director-In-Qualification 10 Active Team Members</p> 	<p>Grand Achiever 16 Active Team Members</p> 

Independent Sales Director
30 Active Team Members




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"

#1
DIRECT SELLING
BRAND OF
**SKIN CARE &
COLOR COSMETICS**
IN THE WORLD*

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



4-in-1 Cleanser
Daytime defender
Nighttime recovery
Moisturizer
Counts as 2 Sets
Add Eye Cream for \$38
Counts as 3 sets

NATURALLY SET - \$144



Cleanser
Nourishing Oil
Exfoliating Powder
Moisture Stick
Counts as 3 Sets

CLEAR PROOF SET - \$50



Cleanser
Toner
Moisturizer
Acne Treatment Gel

BOTANICAL SET - \$60



Cleanser
Toner
Moisturizer

CLINICAL SOLUTIONS - \$120



Retinol
Calming Milk
Counts as 2 Sets

REVEALING RADIANCE - \$68

Revealing Radiance
Facial Peel



MICRODERM SET - \$58

Refine + minimizer



CS BOOSTERS - \$76

Pick 2



HA Hydrator
PLUS
Line Reducer
or
Brightener
or
Resurfacer

MASKING SET - \$61



Charcoal Mask
Moisture Mask
Applicator

EYE LOVE THIS SET - \$75

Hydrogel Eye Patches
Instant Puffiness Reducer



Love Your Look

Love the extras

EYE CANDY SET - \$50



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



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

TONING LOTION - \$34



Targeted Action
Toning Lotion

LUSCIOUS LIPS SET - \$48



Lip Liner
Lip Gloss
Lipstick

FINISHING SET - \$54



Finishing Spray
All Over Powder Brush
Translucent Powder

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

SKINVIGORATE BRUSH - \$60



Skinvigate Brush
Brush Head
Charger

6 QUALITIES OF A *successful* 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.

other benefits:

- No Quotas/No Glass Ceilings • Prizes Weekly, Monthly, and Quarterly
- No Territories • No Risk – 90% Buy-back Guarantee

MARY KAY

**WEALTH
PLAN**



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 - $\$2985.00 \times .40 = \$1,194.00$
- 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





Independent
**SALES
DIRECTOR**



MARY KAY



UPGRADE



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 CHECK *Calculator*

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								
QUARTERLY								
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								
<table border="1"> <thead> <tr> <th>Total Annual Production</th> <th>Bonus</th> </tr> </thead> <tbody> <tr> <td>\$60,000-124,999</td> <td>\$800</td> </tr> <tr> <td>\$125,000-\$186,999</td> <td>\$1,300</td> </tr> <tr> <td>\$187,000 and up</td> <td>\$2,000</td> </tr> </tbody> </table>	Total Annual Production	Bonus	\$60,000-124,999	\$800	\$125,000-\$186,999	\$1,300	\$187,000 and up	\$2,000
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\$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

Team Building Production:

- I am in Active Status!** Yes - You Qualify for Commissions, Go to #2
No - You Do Not Qualify for Commissions-Become Active next month!
- Number of **ACTIVE** Personal Team Members _____
(See your Team on InTouch-Business Tools/MyBusiness/Production)
 - 1-2 you are a **Senior Beauty Consultant** and earn **4%** on your team production
(Write in your Commission % then Go to Step #5)
 - 3-4, you are a **Star Team Builder** Go to #3 to figure your commission %
 - 5 or more Go to #4 to figure your commission %
- Your Personal Wholesale Production \$ _____
+ Personal Team Wholesale Production + \$ _____
= Combined Personal and Team Wholesale Production = \$ _____
 - Less than \$1,000 **4%**
 - \$1,000 – \$1,799.99 **6%**
 - \$1,800 and above **8%**
 (Write in your Commission % then Go to Step #5)
- FIVE** Personal Team Members ordered a total of **\$225** wholesale each, AND
you also ordered \$600+ wholesale, the commission is **13%** _____
If NOT, - Your commission is **9%** _____
(Write in your Commission % then Go to Step #5)

My Commission _____%

- Personal Team Wholesale Production \$ _____ X 0.xx (My Commission) = \$ _____
- Great Start Qualified Personal Team Members**, add \$50 for each: _____ X \$50 = \$ _____
(For the month that New Team Members attain Qualification in first 4 months)

Grand Total \$ _____

Month-end commissions are paid on the 15th of the following month. For example, commission on January production will be part of the January month-end commissions received on Feb. 15. You can choose to receive your commissions on a Debit Card that Mary Kay will mail to you, OR you can choose your commissions to pay into your ProPay Account.
*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.

BELIEVE

YOU CAN

AND YOU'RE

ALREADY

HALFWAY THERE