

Mary Kay Cosmetics

Summer Pilot Program

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This is a “pilot” Program for women who are not sure that a Mary Kay career would be right for them on a part-time or full-time basis. It is your opportunity to give it a 12-week trial and use your profits for a dream vacation or trip for your family. Because you are working toward a goal for your family, everyone will get involved in achieving this goal!

Devote:

1 hour per week Unit Success Zoom Tuesday Night Meetings
2 hr session New Consultant Training
2 hr per week booking and coaching hostesses, posting social media and submitting WAS* online
4 hours per week Conducting MK Parties and/or Facials (see list below)
(Submit agreement and order NOW...ready to start making money immediately)
*Weekly Accomplishment Sheet – this is how you track and report your MK activity to earn Shining Stars Scorecard Points each month and earn free retail bonuses and prizes from JoAnna!

Invest:

\$35 for “E Start” which includes your MY SHOP website, \$90 for the Pro Start, which must be purchased within 14 days of starting (plus tax and shipping) This is your first tax write-off for your business! (Value \$400+ and it contains over \$323.00 of retail product for demonstration or personal use)

You have the **OPTION** of purchasing product at the wholesale price of \$225 on up with a \$600+* wholesale purchase earning you bonuses from Mary Kay!

* \$600 wholesale initial investment w/in 15 days = \$1752 retail when bonuses are added in for starting with \$600 minimum
Go to www.joannashipe.com, click on New Consultants Start Here and then “New Consultant Welcome Packet” page 6 for the full bonus chart for New Consultants.

Schedule:

5-8 faces per week = \$75.00 - \$100.00 avg/face = \$375.00 - \$500.00/week in retail sales

Profit:

\$375 retail minus 50% cost of product = **\$187.50 Profit per week** for just 3-4 HOURS OF ACTUAL WORK Time (\$46.87 per hour)

\$187.50 x 12 weeks = \$2,250.00 profit with a full inventory for future reorders.

(These numbers are averages. Pre-profiling your guests and coaching your hostess makes it greater!)

Having product on hand is an option, not a requirement. Women will purchase more if you offer on the spot delivery.

These totals do not include reorder purchases, gift service and My Shop website purchases by customers.

At the end of the summer, reassess the 12 Week Program. If you **have not** had lots of fun, made excellent hourly income, helped women feel better about themselves, or just decide that a Mary Kay career isn't for you, return any unsold product and Mary Kay will refund you 90% of what you paid for inventory, or keep it for your own use and enjoy the greatest skin care in the world...at cost!

NO STRINGS ATTACHED – A TOTALLY RISK-FREE OPPORTUNITY!

You have nothing to lose. Wouldn't you agree that you will never know if this career is for you unless you give it a try? **YOU OWE IT TO YOURSELF TO CHECK IT OUT!**

SUMMER PARTY Ideas:

Picture Perfect Pampering, Basics & Bagels, Friendship Facials, Mother/Daughter Days, Couples Night Out Party, Salad & Skin Care, Spa Collection Party, Girl's Glamour Night Out, Summer Sizzlin Skin Care, TimeWise Treat, Beauty Escapes