



## **Question #1**

How much money can I earn in Mary Kay?

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### **Answer to #1**

In Mary Kay, your earning potential is unlimited!! You can make 50% profit on sales & reorders. You can also make commissions from your personal team members! To give you an idea on an annual basis, Company statistics show that Consultants earn anywhere from \$5,000-\$25,000/yr, Sales Directors earn anywhere from \$5,000-\$25,000/mo & National Sales Directors earn anywhere from \$300,000-\$1,000,000/yr!

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## **Question #2**

I am a very, very busy woman,  
how would I find the time to build my Mary Kay  
business?

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### **Answer to #2**

You have the privilege of creating your own schedule based on what you want from your business. You are your own boss! There are also no quotas or territories! You have the freedom & flexibility to build a Mary Kay business with a busy schedule. When you find something important or fun, you find the time - right?

### **Question #3**

There are a lot of Direct Sales Businesses, so why Mary Kay?

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### **Answer to #3**

There are many reasons but here are a few...

- 1 - Cosmetics is not a fad, it's recession proof and consumable
  - 2 - Mary Kay was established over 50 years ago and is still a privately owned, multi-billion \$, debt free company
  - 3 - Our business concept is Dual-Marketing vs. Pyramid
  - 4 - Our philosophy is God first, family second, career third
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### **Question #4**

I've heard you can earn prizes and cars in Mary Kay, is that true?

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### **Answer to #4**

Yes! Mary Kay offers one of the most generous rewards and recognition programs! You can earn diamonds, trips, quarterly prizes and more!

There are a few cars you can earn through the company car program or you can choose cash compensation. The company also pays the car's tax, title, license and a portion of the insurance.

### **Question #5**

I don't feel I'm the sales type and I don't know many people, so how could I be successful in Mary Kay?

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### **Answer to #5**

Sales in Mary Kay is basically linking a customer's needs to a benefit we have in our product line. Education is provided online and in person to teach you how to do that and how to start your business with the people you know.

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### **Question #6**

What does it take to start a Mary Kay business?

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### **Answer to #6**

Submit an agreement for your Starter Kit which is \$100 bucks plus tax and shipping. You receive over \$400 in full-size products to demo from, samples, educational material, party supplies and more.

Your next decision is to choose the amount of products to have on hand to service your customers.