

HOW TO HAVE A \$10000 MONTH!

As a Consultant

4 New Team Members

1. @ \$3600
2. @ \$2400
3. @ \$ 600
4. @ \$ 600



BASE OF \$1800
PERSONAL \$1,000 (500 Retail Weeks)

13% BASED ON \$9,000 (MINUS YOUR ORDER)
= \$1170
+ 200 Bonuses (\$50 X 4 Qualified)

\$1370 Total Commission
+ 800 40% from sales

\$2,170

As a Sales Director

4 New Team Members

1. @ \$3600
2. @ \$2400
3. @ \$ 600
4. @ \$ 600



BASE OF \$1800
PERSONAL \$1,000 (500 Retail weeks)

13% BASED ON \$10,000 (INCLUDES your order now!)
= \$1300 13% Director check
+ 300 Bonuses - \$100 X 3 Qualified
+ 1170 13% Personal Team (X \$9,000)
1000 Bonus (Production 10,000)

\$ 3770 Total Commission
+ 800 40% from Sales

\$4,570 (as a Director Bonuses 500-5000)

HOW? SET THE \$10,000 GOAL

- 3-5 Classes Weekly (9—15 Faces)
- 3-5 Interviews Weekly Sharp Prospects!)
- **DO IT CONSISTENTLY!!!!**

TO GET YOUR COMMISSION STARTED +BECOME RED JACKET THIS MONTH

- 1st active Team Member puts you on 4% commission
- 4th active Team Member begins the \$50 Bonus for each qualified (initial \$600 order)
- 5th active Team Member begins the 13% earning potential

This sample 13% check is based on :

1. Min. 5 active ordering Team Members
2. 4 new qualifieds (\$50 each)
3. Personal \$600 (qualifies you for 13%)

YOU CAN DO IT!!!!!!

As a Sales Director...

- You earn 26% on your personal Team
- You can earn up to \$300 monthly for min. 3 NEW qualified UNIT Team Members
- You can earn an additional \$900 quarterly for min. 9 NEW qualified Unit Team Members (that's \$6000 potential annually for New qualified Unit Team Members)
- Your unit volume bonuses now range from \$500-\$5000 monthly
- You are now paid on your own order as a member of your unit
- You will receive a Birthday and Christmas gift from Mary Kay
- You will have EARLY ordering privileges
- You will be eligible to attend the annual Leadership Conference for Sales Directors and National Sales Directors (see SCHEDULE page for dates 2003,2004)
- You are eligible to earn the *Signature PINK CADILLAC* every two years
- You are eligible for Life Insurance
- You can now qualify for Diamond Bar Pins and Trips around the World
- You can earn additional prizes and gifts for being a STAR and for having #ers of Unit STARS (see co. brochure)
- You can wear the beautiful ***DIRECTOR's suit!***
- You can now get additional information from InTouch as a Sales Director to track and support your Unit Members
- You receive a Director's Memo and specialty Mailings to inform you of upcoming products, promotions, and company plans
- You can be featured as a Sales Director in APPLAUSE and see your unit's success listed under your commission earnings
- You can now lead with Mary Kay's #1 request—to "Pass it on" by multiplying Offspring Directors —Congratulations!