

Mary Kay Career Facts



Dual marketing concept

Mary Kay is not a pyramid or multi-level company. There is one wholesale sale (from the company to the Beauty Consultant) and one retail sale (from the Consultant to the customer). There are no levels of wholesaling in Mary Kay. Everyone has the opportunity to earn the same commission. We do not sell franchises, distributorships or positions. All commissions are paid by Mary Kay, Inc.



We Have Less Than 10% of the Cosmetics Business

That means 90 out of every 100 people are using the wrong thing!



You Cannot Buy Your Way In

Everyone begins with the purchase of the Starter Kit. You do not work for Mary Kay; you are an independent contractor. You are President of your own company. You are your own boss. You choose your own hours. You write your own paycheck.



Highest Commission of Anyone in the Industry

We can buy our product for \$1 and sell it for \$2 (50% commission).



Faith First, Family Second, Career Third

Mary Kay says if we put priorities in this order, we will be successful.



On-The-Spot Delivery

Most consultants choose to have the product to deliver at classes and facials while the customer is excited and remembers how to use it, however, inventory is an option. You choose the option for you.



No Top Job

Many times, you are as high as you can go in your job. Once you attain that position, there are no more challenges. In Mary Kay, there is no limit on how high you can go.

Consumable Product

Mary Kay is a product that the customer needs to order again and again. Every time you give a facial or hold a skin care class, you are building your financial future. A customer will average \$125 a year in reorders, 400 customers would be \$50,000 a year. Our goal is to gain customers, service them on a regular basis and enjoy the reorders.

No Territories

We have unlimited earning power because we have no territories. You can sell or recruit anywhere in the United States.

No Quotas

You are not required to hold a certain number of classes or facials in a week or month. Minimum requirement is \$225 wholesale order 1 time a year to keep your consultant discount (must be 1 order), 2 times a year to keep team members. You can work as much or as little as you want, when you want.

Recession Proof

The only stocks that did not go down during WWII were cigarettes, liquor and cosmetics. No matter how tight money is, women will not do without their cosmetics. It's a great business to be in because you do not have to convince women it's something they need, they are already buying it.

90% Buy Back Guarantee

Mary Kay is willing to bet 90% on you. Are you willing to bet 10% on yourself? That means that if you decide Mary Kay doesn't fit into your lifestyle, you may return unused section 1 inventory within your first year and Mary Kay will buy it back at 90% of what you paid for it. This allows you to begin your career with a free mind.