

INVENTORY OPTIONS

As you know, your only required investment to go into business was to purchase your \$100 starter kit plus tax and shipping. However, Mary Kay allows us to stock products on-hand to better service our customers. Many of you came into Mary Kay to make money because you desire extra income. Therefore, Mary Kay suggests that instead of using your own money to start your own business, a smart business person usually takes out a personal loan to finance her small business or finds investors.

The following are options to research, starting from most preferred:

1. Personal Loan at bank or credit union
2. Master Card – Visa – Discover
3. Finance Companies
4. Relatives or Friends
5. Personal Savings
6. Taking orders (not recommended...This is the last option)

As your Business Coach, My best advice is:

- Set yourself up for SUCCESS – Plan on it!!!
- Start your business off right with a STAR CONSULTANT order to take you through your perfect start classes

As a STAR CONSULTANT, you will receive:

- ❖ Adequate inventory to begin your business
- ❖ Company Referrals for customers and new Team Members
- ❖ Your choice of a Fantastic Prize at your STAR LEVEL from the prize brochure!
- ❖ Your Ladder of Success pin with a genuine stone of Pearl, Emerald, Diamond, Ruby or Sapphire to let everyone know you are a WINNER!
- ❖ Recognition in our National Magazine, APPLAUSE as a “Bright New Star” and Special Recognition at Company Events

FREE PRODUCTS AVAILABLE TO NEW CONSULTANTS

September 1 – November 14, 2008

WHOLESALE	LOAN AMOUNT	APPROX MONTHLY PAYMENT	NO. OF FACES	AMOUNT TO SELL TO MAKE LOAN PAYMENT	BONUS YOU RECEIVE
\$3600	\$5000	\$185 30 Months	40 Customers	1 Basic, Custom Compact filled, mascara, AM/PM Solution, Satin Lips and Lipstick	\$600 in free product, Star Consultant prize, Ladder of Success w/Emerald Star Check Ready, Set, Sell Brochure
\$3000	\$4500	\$175 24 Months	35 Customers	1 Basic, Custom Compact filled, mascara, AM/PM Solution and lipstick	\$500 in FREE product Star Consultant prize Ladder of Success w/Diamond Star Check Ready, Set, Sell Brochure
\$2400	\$3500	\$145-160 24 months	25 Customers	1 Basic, Custom Compact filled, mascara, Satin Lips, and 1-2 lipsticks	\$400 in FREE product Star Consultant prize Ladder of Success w/Ruby Star Check Ready, Set, Sell Brochure
\$1800	\$3000	\$110 24 months	20 Customers	1 Basic, Custom Compact filled, mascara	\$300 in FREE product Star Consultant prize Ladder of Success w/Sapphire Star Check Ready, Set, Sell Brochure
\$1200	\$2500	\$90 18-22 Months	12 Customers	1 Basic, Mascara, lipstick and pressed powder	\$200 in FREE product Check Ready, Set, Sell Brochure
\$600	\$1500	\$80 12 Months	2-3 Classes	1 Basic, sponges, mascara and lipstick	\$100 in FREE product Check Ready, Set, Sell Brochure

NEW CONSULTANT INVENTORY WORKSHEET

1. Do you have the resources to purchase MK inventory? ____ Yes ____ No
(Resources to purchase inventory: credit card, personal loan, savings, loan from family, etc.)

2. What are your MK goals?

Check the one best answer from each category below:

APPOINTMENTS:

3 or more appointments per (15+ hours per week) ____ (3)
1-2 appointments per week (5-7 hours per week) ____ (2)
2-3 appointments per month (3-4 hours per week) ____ (1)
1-2 appointments per month (1-2 hours per week) ____ (0)

SUCCESS TRAININGS:

I am committed to attend the trainings each week ____ (3)
I plan to attend trainings twice a month ____ (2)
I plan to attend the trainings when it fits into my schedule ____ (1)
I do not plan to attend the trainings ____ (0)

LONG RANGE GOALS:

I would like to earn the use of a Mary Kay car or become a Director ____ (3)
I would like to replace my full-time income ____ (2)
I would like to build a solid base of customers ____ (1)
I will mainly use the product myself, rarely doing appointments ____ (0)

DESIRED MONTHLY PROFIT

\$1200 and up ____ (3) \$400 to 41199 ____ (2)
\$ 100 to \$399 ____ (1) no monthly profit ____ (0)

CALCULATE YOUR POINTS TO SEE THE INVENTORY LEVEL SUGGESTED

12 Points.... Career, Professional or Premium Package
10-11 Points...Superior Package
6-9 Points..... Superior or Enhanced Package
3-5 Points..... Basic Package
0-2 Points..... Personal Level (personal use items package)
See the company flyer for new consultant bonuses based on your first Mary Kay order