

Welcome to Mary Kay

AND THE DREAM BIG BELIEVERS UNIT





Meet Katie

A little about me:

- 22 years in MK
- 13 career cars - 2 Pink Cadillacs!
- Single Mom of two amazing daughters, Mary and Claire and Dog mom to Max
- Active in my church and ministry
- Started MK as a young mom then a military wife. Joined for the extra cash and freedom and flexibility. Stayed for the quality friends, recognition and leadership advancement and supportive environment.

Greatest gift from MK:

1. The flexibility to keep my family priorities - I was able to raise my girls as a work from home mom and watch them grow up before my eyes.
2. The sisterhood that keeps me in my purpose of serving and growing.

I can't wait to watch you succeed!



Communication is Key!

- *SAVE MY NUMBER TO
YOUR PHONE
(724-972-8607)*
- *FIND ME ON VOXER!
@KATIEDUEZ*
- *FRIEND ME ON FACEBOOK
(KATIE DUEZ)*
- *ADD ME ON INSTAGRAM
@MKKATIE*

What's Next?

IT'S TIME TO JUMP INTO YOUR BUSINESS! GET READY FOR THE RIDE OF YOUR LIFE. WHETHER YOU'RE IN IT FOR THE GIRL FRIENDS, A CAREER CAR, OR SOME EXTRA CASH IN YOUR POCKET, YOU'RE IN THE RIGHT PLACE! HERE ARE SOME GREAT STEPS TO GET YOU ON THE RIGHT TRACK:

#1

Join our FB Group!

OUR FACEBOOK GROUP IS THE PLACE TO BE FOR RECOGNITION, TIPS, TRICKS, AND ANNOUNCEMENTS!! THIS WILL BE YOUR GO-TO PLACE FOR STAYING CONNECTED TO YOUR SISTER CONSULTANTS.



#2

Book Your Orientation

LET'S GET YOU ON BOARD AND READY TO LAUNCH YOUR SUCCESSFUL BUSINESS! BOOK A TIMESLOT WITH YOUR DIRECTOR TO ANSWER ALL OF YOUR QUESTIONS AND SET YOU UP FOR SUCCESS!



#3

Set up Website & ProPay

CHECK YOUR EMAIL FOR A MESSAGE FROM MARY KAY! HEAD TO WWW.MARYKAYINTOUCH.COM AND CREATE AN ACCOUNT WITH YOUR CONSULTANT ID. SET UP YOUR WEBSITE AND PROPAY!



#4

Get MK In Your Pocket!

DOWNLOAD THE GREAT START, SKIN ANALYZER, AND MIRRORME APPS SO YOU'RE READY FOR MK AT YOUR FINGERTIPS!



#5

Start Learning!

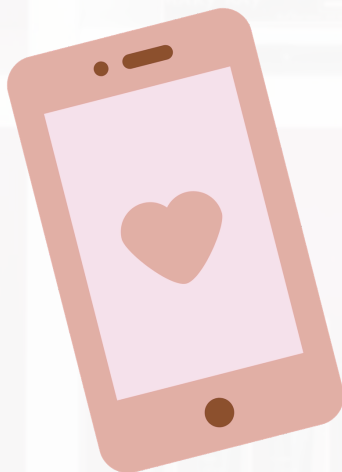
I PUT TOGETHER SOME GREAT BEGINNER VIDEOS INSIDE OUR UNIT FB GROUP THAT WILL TEACH YOU TIPS AND TRICKS TO GET YOU STARTED. START ABSORBING INFO!



We love Options!

CHECK OUT OUR FABULOUS INVENTORY PACKAGES AND FREEBIES THAT COULD COME IN YOUR FIRST ORDER! IT'S IMPORTANT TO WATCH WITH A BUSINESS MENTALITY.

MARY KAY®



**LET ME KNOW
ONCE YOU HAVE
WATCHED!**

You're off to a *Great Start!*

**GET THE MARY KAY GREAT START APP TO
TRACK ALL OF YOUR FREE BONUSES!**



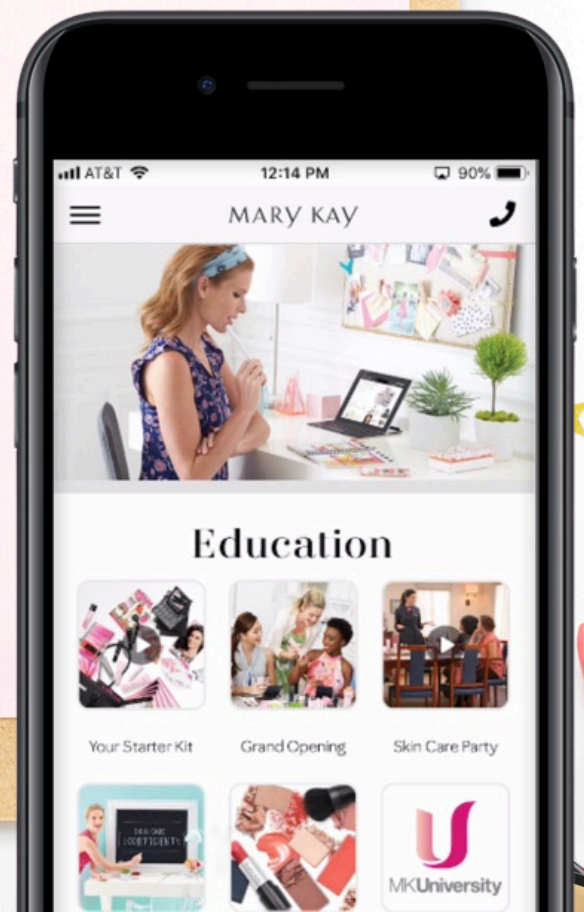
**[CLICK HERE TO DOWNLOAD
FROM THE APPLE APP STORE](#)**



**[CLICK HERE TO DOWNLOAD
FROM GOOGLE PLAY](#)**



You can also head to
Mary Kay Intouch, hover
over the Education tab,
and click on *Great Start*:
New Independent Beauty
Consultant Rewards



Final Steps:

#6

Book your Launch Party!

IT'S ALMOST PARTY TIME, GIRLFRIEND! LET'S GET A DATE ON THE BOOKS AND START SPREADING THE WORD.

#7

Create your People List

PUT A ❤️ NEXT TO YOUR BESTIES
PUT A ★ NEXT TO YOUR SHARPEST/PROFESSIONAL FRIENDS

#8

Send a Headshot to Katie!

GET CUTE, GIRLFRIEND! CHOOSE A FAVORITE PICTURE THAT YOU'D LIKE ME TO USE FOR RECOGNITION AND TEXT OR VOXER TO KATIE AT 724-972-8607

#9

Create FB Group

EASILY STAY IN CONTACT WITH YOUR CUSTOMERS VIA A PRIVATE FB GROUP!

#10

Get Business Savvy!

OPEN A SEPARATE PERSONAL FREE CHECKING ACCOUNT TO RUN YOUR MK BIZ!



Grab your pen and pencil... *It's Time To Learn!*



Mk Education

VISIT MARY KAY INTOUCH AND CHECK OUT THE "EDUCATION" TAB! THERE ARE ENDLESS RESOURCES FOR YOU TO TAKE ADVANTAGE OF INCLUDING:

- SKIN CARE CONFIDENT
- COLOR CONFIDENT
- CLINICAL SOLUTIONS CONFIDENT
- MK UNIVERSITY



CLICK HERE

Weekly Success Meeting

OUR WEEKLY SUCCESS MEETINGS ARE THE PLACE TO BE!! JOIN US EVERY THURSDAY NIGHT AT 7:30 EST/6:30 CST FOR RECOGNITION, TIPS, TRICKS, AND ALL-AROUND FUN GIRL TIME! ZOOM MEETING ID 2986367259

Mary Kay

Compensation Plan

INDEPENDENT BEAUTY CONSULTANT

CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.

INDEPENDENT SENIOR BEAUTY CONSULTANT

(1 OR 2 ACTIVE+ PERSONAL TEAM MEMBERS) CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 4% personal team commission.

STAR TEAM BUILDER

(3 OR 4 ACTIVE+ PERSONAL TEAM MEMBERS) CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 4%, 6% or 8% personal team commission.
- Eligibility to purchase and wear a red jacket – 50% off first-time purchase.

TEAM LEADER

(5-7 ACTIVE+ PERSONAL TEAM MEMBERS)

CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 9% or 13% personal team commission.

ELITE TEAM LEADER

(5 OR MORE ACTIVE+ PERSONAL TEAM MEMBERS, 1 OR MORE OF THEM IS AN ACTIVE+ PERSONAL RED) CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 9% or 13% personal team commission.
- 5% second-tier team commission.

OR

(8 OR MORE ACTIVE+ PERSONAL TEAM MEMBERS) CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 9% or 13% personal team commission.

INDEPENDENT SALES DIRECTOR

CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 4%, 9% or 13% personal team commission.
- Unit commission of 9%, 13% or 23%.

INDEPENDENT SENIOR SALES DIRECTOR

CAN EARN:

- All of the compensation opportunities of an Independent Sales Director, plus:
 - First-Line Offspring Commission of 5%.
 - First-Line Offspring Sales Director Bonus.

INDEPENDENT FUTURE EXECUTIVE SENIOR SALES DIRECTOR

CAN EARN:

- All of the compensation opportunities of an Independent Sales Director, plus:
 - First-Line Offspring Commission of 6%.
 - First-Line Offspring Sales Director Bonus.

INDEPENDENT EXECUTIVE SENIOR SALES DIRECTOR

CAN EARN:

- All of the compensation opportunities of an Independent Sales Director, plus:
 - First-Line Offspring Commission of 7%.
 - First-Line Offspring Sales Director Bonus.
 - Second-Line Offspring Commission of 1%.

INDEPENDENT ELITE EXECUTIVE SENIOR SALES DIRECTOR

CAN EARN:

- All of the compensation opportunities of an Independent Sales Director, plus:
 - First-Line Offspring Commission of 7%.
 - First-Line Offspring Sales Director Bonus.
 - Second-Line Offspring Commission of 2%.

INDEPENDENT NATIONAL SALES DIRECTOR THROUGH ELITE EXECUTIVE NATIONAL SALES DIRECTOR

CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 4%, 9% or 13% personal team commission.
- 13% Sales Director personal unit commission and 10% NSD personal unit volume commission.
- 9% offspring commission on first-line, 4% on second-line and 2% on third-line.
- 2% top 10 fourth-line and beyond commission for all NSDs.
- 2% fourth-line offspring commission for Elite NSDs only.
- Opportunity to develop leaders in designated international markets.

Career Car Program



CHEVY TRAX



CHEVY EQUINOX



CADILLAC XT5



CADILLAC ESCALADE

Ways to Earn!

Mary Kay loves prizes!

SOAR LIKE NEVER BEFORE

Each month during the 2023-2024 Seminar year that an Independent Beauty Consultant sells enough product to support placing a \$600 or more wholesale Section 1 order, she can earn a monthly piece from the Soar Like Never Before Collection.

Consistently earning your prize will result in a bonus consistency piece!



STAR CONSULTANT

Choose from exciting prizes when you set and achieve a retail selling goal to support at least \$1,800 in wholesale Section 1 orders every quarter! Claim your prize at the end of the quarter or roll over your credits and let them accumulate as you work toward your top prize goal!

Sapphire: \$1,800

Ruby: \$2,400

Diamond: \$3,000

Emerald: \$3,600

Pearl: \$4,800-\$9,600+



SEMINAR PRIZES

From stylish bling for sharing the opportunity and outstanding sales, to bonus prize credits for consistently taking care of your customers as a star consultant, to incredible director trips around the world, Mary Kay knows how to spoil us at Seminar!



THESE PRIZES ARE ONLY A GLIMPSE AT WHAT MARY KAY HAS TO OFFER! ASK ME ABOUT CASH BONUSES, UNIT-SPECIFIC PRIZES, AND MORE!

Pearls

never go out of style

MAKE A LIST OF THE TOP WOMEN IN YOUR LIFE WHO LOVE TO CHEER YOU ON! PRACTICE SHARING THE MK OPPORTUNITY WITH THEM.

Step 1: earrings

SHARE YOUR DIRECTOR'S MK OPPORTUNITY VIDEO WITH 3 LADIES AND HAVE THEM FILL OUT THE FORM.



Step 2: bracelet

SHARE YOUR DIRECTOR'S MK OPPORTUNITY VIDEO WITH 3 MORE LADIES AND HAVE THEM FILL OUT THE FORM.



Step 3: necklace

SIGN YOUR FIRST TEAM MEMBER AND BECOME A SENIOR CONSULTANT WHEN SHE BECOMES ACTIVE!



You're all set!

*I'M SO EXCITED TO HAVE YOU IN
OUR PINK FAMILY.*

