

The Mary Kay Opportunity

ONCE UPON A TIME

A very competent woman went into a beautiful designer furniture store and said to the owner, "Sir, I would like to work for you. I will work hard. I will do a GREAT job for you, but I ask for the following:

1. For everything I sell, I want to make a 50% profit.
2. I know others that I will get to sell for you, too, and I want to be paid a commission on all they do, say 9-13%, yet I still want them to make a 50% profit.
3. I want to work my own hours, no weekends, no nights, schedule my own vacation, and my family will always come first.
4. I will also need a car, maybe a Pontiac Grand Am or Grand Prix, but preferably a Cadillac with leather interior and all the trimmings.
5. When I do really well, I want to receive bonuses, not little meaningless things but things like diamonds and luxury trips.

Can you give these to me? The store owner was in shock at her requests. He roared with condescending laughter, then came this reply, "No, not one!"

Tax Advantages

- A. Automobile Mileage
- B. A portion of house mortgage or rental space used for Mary Kay
- C. A portion of the utility bills.
- D. A portion of the telephone expenses plus all long distance calls re: MK
- E. Entertainment when related to Mary Kay
- F. Business trips-you can travel and do business anywhere in the U.S. the same as any other salesperson.
- G. Office supplies, etc.



Investment

\$100 showcase is tax deductible.
-everyone starts with the case.

Buy Back Guarantee!



Advantages of an in-home Business

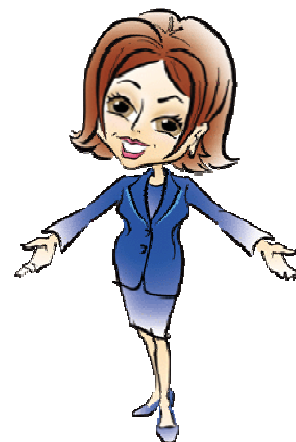
Flexible work hours
Quality lifestyle
Going work of your own choosing
Only ladder to climb is your own
Security
Freedom
Home with Family
Tax breaks

What Motivates Working Women?

Taken from USA Today

According to a Nationwide Insurance/ *Working Woman* Magazine Survey, the following are the top performance motivators for working women. Those surveyed could name more than one:

Accomplishment	77%
Recognition	75%
Money	73%
Career Advancement	61%
Employee Benefits	43%
Friendship	41%
Other	19%



In Mary Kay you have it all right at your fingertips!

Mary Kay's Mission by 2005

Last Year

Average American Male Worker earned \$27,820.
Average American Female Worker earned \$21,000.
Average National Sales Director earned \$273,649.
(55 of which earned more than the President of the U.S).

We face no downsizing or layoffs. In fact here are
The predictions: By the year 2005, we will have in
The U.S.

700,000 Consultants
Retail Sales of \$4.5 Billion
11,600 Directors
150 NSD's

Mary Kay herself and Mary Kay Corporate's
Business goals:

1. Unlimited opportunity for woman
2. Significant compensation for the sales force.
3. Balance priorities.

What is our competitive edge?

1. Opportunity for women.
2. Supportive culture.
3. Teaching oriented.
4. Balanced priorities.
5. Top 10 Best Co. for women.
6. Best selling brand.
7. 100 Mary Kay millionaires.
8. Repeat business.
9. We can go to our customers.
10. Golden Rule Management.
11. Ethics.
12. Enthusiasm.
13. Oasis for women.

**Is there any reason you wouldn't want to join me on
your success journey today?**

Call me at 321-751-0793 or toll-free 877-808-9406 to get started.

Remember: You'll never know how great you can be unless you try.

Make today count!



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