

How much more can you make as a Director?

You've heard it said before:
**Mary Kay Independent Sales Directors
 make a lot of money!**

**But did you realize how much more they make
 than Independent Beauty Consultants?**



Mary Kay needs strong, visionary leaders, and we're compensated well for stepping up to the position of Directorship. The following is a scenario of the exact same activity and income between a Consultant and a Director.

How much money are you leaving on the table every month by not moving forward into Directorship?

You started the calendar month with no personal team members. During that same month you recruited 5 new, qualified team members (members who start with their first Section 1 Wholesale order of \$600 minimum).

Congratulations!

During this month, you and your team achieved \$5,400 in production – \$600 from you and \$4,800 from the rest of your team.

Check out how much money this would net you in Mary Kay as an Independent Beauty Consultant and as a Director.

ACTIVITY:	CONSULTANT	CHECK	DIRECTOR	CHECK
Recruit 5 Qualified	\$50 bonus per qualified recruit	\$100	\$100 bonus per qualified recruit	\$500
1- \$1,800 Wholesale 1- \$1,200 Wholesale 3- \$600 Wholesale				
Team Wholesale Of \$4,800	13% Personal Team Commission	\$624	13% Personal Team Commission	\$624
Personal Wholesale Order of \$600	0% commission	0	13% Commission on Personal Order	\$ 78
Unit Volume Bonus		0	\$500 (approx.. 10% as long as Production is \$5000+)	\$500
Unit Development Bonus		0	\$300 (for 3) or \$500 (for 5) qualified	\$500
TOTAL		\$724	TOTAL	\$2,826

Where would you rather be for the same amount of effort?