

ONE OF THE MOST EXCITING & REWARDING ASPECTS OF THIS BUSINESS IS TEAM BUILDING. OF COURSE, THIS IS ONE OF THE KEYS TO FINANCIAL FREEDOM!

However, you will find that the real reward of team building is to see the personal growth of your team members! It is like a proud "mama or Auntie" moment! When you see your team member begin to blossom into the potential God has for her.

As a result Mary Kay rewards YOU with commission for taking her under your wing, teaching and training her along with your sales director! This process will help you develop your skills to be a more professional beauty consultant and promote yourself to a top sales director!

The Mary Kay Career Path

Independent Beauty Consultant

- 50% Product Commission
- Eligible to be a Star Consultant
- Can choose to self promote at any time.

Senior Beauty Consultant 1 - 2 Team members

- Same as Beauty Consultant PLUS:
- 4% Team Commission
- Team Building Bonus of \$50/GSQ New Team member added

Star Team Builder Consultant 3 or 4 Team members

- Same as Beauty Consultant PLUS:
- 4, 6 or 8% Team Commission
- Team Building Bonus of \$50/GSQ New Team member added UNLIMITED
- 50% Product Commission
- 50% discount on initial Red Jacket Order
- \$100 1st time Red Jacket Achiever Bonus

Team Leader consultant 5, 6 or 7 team members

- Same as Beauty Consultant PLUS:
- 9 or 13% Team Commission
- Team Building Bonus of \$50/GSQ New Team member added UNLIMITED
- 50% Product Commission
- 50% discount on initial Red Jacket Order
- \$100 1st time Red Jacket Achiever Bonus
- Eligible to EARN Career Car or Cash Comp.

Elite Team leader Consultant 8+ Team Members

- Same as Beauty Consultant PLUS:
- 9 or 13% Team Commission
- Team Building Bonus of \$50/GSQ New Team member added UNLIMITED
- 5% 2nd Tier Team of Team Commissions
- 50% discount on initial Red Jacket Order
- \$100 Red Jacket Development bonus
- Eligible to EARN Career Car or Cash Comp.

Director In Qualification DIQ 10+ Team members

- Same as Beauty Consultant PLUS:
- 9 or 13% Team Commission
- Team Building Bonus of \$50/GSQ New Team member added UNLIMITED
- 5% 2nd Tier Team of Team Commissions
- 50% Product Commission
- \$100 1st time Red Jacket Achiever Bonus
- Eligible to EARN Career Car or Cash Comp.
- Plus Current additional bonuses through 6/21

Independent Sales Director 30+ Personal and Unit Team Members

- Same as Beauty Consultant PLUS:
- 4, 9 or 13% Personal Team Commission
- Personal Team Building Bonus \$100/GSQ UNLIMITED
- Unit Development bonus \$400 up to \$1,000/mo.
- 9, 13 or 23% Unit Commissions
- 50% Product Commission
- \$100 1st time Red Jacket Achiever Bonus
- Star Development Bonus \$300 + \$50 each additional star (Unlimited.)
- Eligible to EARN Career Car or Cash Comp.

