

Mary Kay Fast Facts

Transforming Lives through our Growth-Producing Opportunity

Personal Growth:

- Environment of celebration & appreciation (value women for who they are, not what they do/do not accomplish)
- Success is seen in relation to growth, not achievement
- We value progress over promotions
- We recognize that personal growth is impacted by the growth, mindset and attitude of those we surround ourselves by. Consequently, in Mary Kay we focus on “hanging with the winners” and surrounding ourselves with positive, optimistic people.

Financial Growth:

- 3 ways to grow financially in Mary Kay:
 - Retailing the Product (50% commission)
 - Building a Team of sister consultants (4-13% commission)
 - Advancing into Leadership (Directorship & NSD opportunities)
- Unlimited income, with a no quota compensation program
- Flexibility & freedom to determine both your income and your work schedule
** We have figured out how to take an unpredictable business and make it totally predictable by utilizing the above three income opportunities in Mary Kay

Spiritual Growth:

- Company philosophy of living your life with God 1st, Family 2nd, Career 3rd
- Concept of the Golden Rule is practiced daily – no competition among sales force members – we are here to support, encourage and edify each another
- Environment where spiritual growth is encouraged & celebrated
- Having joy in your heart naturally comes when you are “grounded” & have harmony in your life (part of why this is fun is the girlfriends and the fun of good, positive change)

Mental Growth:

- We teach women to value of themselves more...with continuous praise for who she is and what she does, self esteem increases (tie in recognition and prizes here – the JOY of WINNING)
- We teach servant leadership and the concept of focusing more on others than on ourselves (Mary Kay Ash has always said, “When you help enough other people get what they want, you will get what you want.” And “All you send into the lives of others will indefinitely come back into your own.”)