

# Mary Kay Fall Pilot Program

The Mary Kay Fall Pilot Program puts you in charge of how much money you make this fall, leading up to the holiday season!! Make your own schedule, work as little or as much as you want and have FUN while sharing Mary Kay's wonderful products with others.

## DEVOTE...

5 HOURS A WEEK teaching and showing the products  
3 HOURS A WEEK for education & support

## INVEST...

STARTER KIT \$100 (+ tax & shipping)  
*Starter Kit includes over \$330 in retail product, samples & materials*  
OPTIONAL INVENTORY ORDER OF \$225 - \$4,800  
*Can't sell from an empty wagon!*

## TEACH...

2 SKIN CARE CLASSES A WEEK  
(3+ women & 2 hours each)  
1 FACIAL A WEEK (1-2 women)

## PROFIT...

Estimate \$675 minus 50% cost of product = \$337.50 gross profit/wk for only 5 hours of actual teaching time! Average = \$47.50 per/hr  
 $\$337.50 \times 12 \text{ weeks} = \$4,050$  gross profit for 60 hours of actual teaching & training!

At the end of the year you may put your business on hold & just take reorders for the winter term. Or, you may have been having so much fun earning extra money that you decide to continue doing what you have polished & perfected. You can always pick up this business to depend on whenever it's needed. Plus, order all your products at 50% off.

*After the 12 week Pilot Program, assess your results. If you haven't had lots of fun, made an excellent hourly income, helped women feel better about themselves, or just decide that a career with Mary Kay is not for you, you can always stop working your business! No strings attached – totally risk-free!*

*you have nothing to lose & everything to gain!*

