

# Movin' on up!

## THE MARY KAY CAREER PATH

**Start Here**

### Independent Beauty Consultant



- Earn 50% profit on product Sales
- Receive 50% discount on personal use products
- Great Start Product Bonuses
- Star Consultant Prizes
- Monthly & Year long consistency Prizes

### Senior Beauty Consultant (1-2 Active Team Members)



- Earn 50% profit on product Sales
- Receive 50% discount on personal use products
- Great Start Product Bonuses
- Star Consultant Prizes
- Monthly & Year long consistency Prizes
- Great Start Team Building Bonus
- Personal Team commission of 4%

### Star Team Builder (3-4 Active Team Members)



- Earn 50% profit on product Sales
- Receive 50% discount on personal use products
- Great Start Product Bonuses
- Star Consultant Prizes
- Monthly & Year long consistency Prizes
- Great Start Team Building Bonus
- 4%, 6%, or 8% Personal Team commission
- Receive your 1st Red Jacket at 50% off
- Purchase and wear company Red Jacket

### Team Leader (5-7 Active team Members)



- Earn 50% profit on product Sales
- Receive 50% discount on personal use products
- Great Start Product Bonuses
- Star Consultant Prizes
- Monthly & Year long consistency Prizes
- Great Start Team Building Bonus
- 9% or 13% Personal Team Commission

### Elite Team Leader (8+ Active Team Members)



- Earn 50% profit on product Sales
- Receive 50% discount on personal use products
- Star Consultant Prizes
- Monthly & Year long consistency Prizes
- Great Start Team Building Bonus
- 9% or 13% Personal Team Commission

### Director in Qualification (10+ Active Team Members)



- Everything the Elite Team Leader is eligible for PLUS
- Enter Qualification Period to Become an Independent Sales Director
- 3 months to qualify as a new unit when you meet production goals and have 30+ DIQ Unit members

### Independent Sales Director



- Earn 50% profit on product Sales
- Receive 50% discount on personal use products
- Star Consultant Prizes
- Monthly & Year long consistency Prizes
- \$100 Great Start Team Building Bonuses
- 4%, 9%, or 13% Personal Team Commission
- 9%, 13%, or 23% Unit Commission
- Opportunity to earn the use of a Mary Kay Car!
- Cadillac Bonus
- Offspring Sales Director Bonus
- Unit Circle Bonus
- Wellness Award Bonus
- Top Sales Director Trip

### National Sales Director (20+ Offspring Directors)



- Earn 50% profit on product Sales
- Receive 50% discount on personal use products
- Star Consultant Prizes
- 4%, 9%, or 13% Personal Team Commission
- 13% Sales Director Unit Commission
- 10% NSD Unit Commission
- Grand 5 Challenge Bonus
- Annual Luxury Trip
- Leadership Development Bonus
- NSD Motivation Account
- Up to 9% offspring unit Commission
- Offspring Bonuses
- Family Security Program
- Career Car or Cash Compensation
- Great Futures Program