

I'm So Excited you are a part of our Mary Kay Family!

Giving families choices is what Mary Kay is all about and my greatest desire is to help YOU design the life of your dreams! We all begin with the same Starter Kit and then we get to choose what success looks like for us, based on our timing and terms. How empowering is that??



I started just like you in 1987 while I was active duty in the Air Force. After just one year, I was able to step away to build my business full-time. My goal from the beginning was to be a 6-figure, work-from-home Mom.

My husband, Tom, has since retired from the Air Force and because of my Mary Kay income, he works with me in our dream home in Tennessee. He takes care of the paper side of the business so I get to invest all of my time coaching leaders like you.

Our daughter, Samantha, who was 18 months old when I started, is now our Unit Manager. You will hear from her soon so she can walk you through the digital side of the business. So fun to have a family business.

You are joining one of the top ranked Units in the U.S. that has sold over 20 Million dollars of product since 1987. You are also a part of our Dream Team National Area, which is currently Top 40 in the nation. Together, we have sold over 65 Million dollars of product! That's blessing a lot of clients with this powerhouse product!!

You are an important part of our Mary Kay family, regardless of your activity. I am honored to be partnering with you to step you into the life of your dreams!! Let the journey begin today...let's write your success story and make it a masterpiece!



You Can Reach Me Several Ways

Cell: 931-561-4026

(Texting Only) 615-212-1299

Email: diana@mkdreamteam.net

Mailing Address:

1020 Yellow Creek Rd., Dickson, TN 37055

Facebook: facebook.com/diana.sumpter

Voxer: nsddiana

Twitter or Instagram: @DianaSumpter

Website: www.mkdreamteam.net

Password: mk2020

Your #1 Fan!



Quick Start

6 THINGS TO DO IN 6 DAYS

- Get to know our iconic founder Mary Kay Ash...** click on the video link in your welcome text! (6 min.)
- Sign-up** for your My Shop MK Website & Stripe Credit Card processing. (15 min.)
- Connect with your Recruiter** to schedule your first gathering. (3 min.)
- Talk with your Director** to hear about the FREE product available to you with your first order. (40 min.)
- Create your list** of at least 6 women who will let you borrow their face for practice. (5 min.)

- DOUBLE PEARL PLAY!!** Have 6 women listen to this link: <http://tiny.cc/PeekIntoPinkSurvey> or scan the QR Code

♥ Earn your **Pearl Earrings** when 3 listen and ask 3 questions

1 _____ 2 _____ 3 _____

♥ Earn your **Pearl Necklace** when 3 listen and ask 3 questions

1 _____ 2 _____ 3 _____

SNAP A PIC of this sheet when you are finished and send to your director to claim your prize!

6 Most Important List

Complete in 6 days...

...and earn a
beautiful Pearl
and Crystal
wrap bracelet



NEW BEAUTY ADVISOR EARNING OPTIONS



Welcome to our Mary Kay family! You get to decide how you want to begin and how you want to earn. Explore the options below and choose the path that aligns with your goals and your season in life.

Questions? I'm here to support you! Reach me at 931-561-4026

Start earning
30%
from day one!

Ready to kick off your business right away? Start sharing your My Shop link and enjoy 30% earnings right from the start!



Example:
\$116 Retail
\$34.80 profit

Upgrade to
50%
anytime!

Ready to glow up your perks? Reach \$450 retail within one month and unlock your 50% perks for the rest of the month and the following 2 months!



Example:
\$116 Retail
\$58.00 profit

Great Start
FREEBIES!

Want the biggest perks available to you? An initial \$1,200 retail order unlocks your 50% perks right away, lets you choose a **FREE Great Start bundle**, helps you stock your vanity to show off your favorites, and prepares you for any offline orders!



Being active means bigger savings, bigger earnings, and way more possibilities! Your 50% perks are just one of the amazing benefits. Staying active also opens the door to team-building commissions, bonuses, and even more ways to shine!



Set Up your business

SCAN THE QR CODE

to watch a quick video about
inventory options.



STAR CONSULTANT LEVEL	WHOLESALE	# OF CLIENTS PER MONTH	READY, SET, SELL BUNDLES EARNED	READY, SET, SELL BUNDLE ESTIMATED VALUE	# OF CREATE A ROLL-UP BUNDLES	SKIN CARE LINES	FOUNDATIONS (Ivory/Beige) (Beige/Bronze)	GLAMOUR	APPROX. TOTAL AMOUNT (Wholesale + \$200 Biz Supplies + Tax on Retail Cost)
Emerald	\$3,600	25-30	6	\$1,307.50	4	All	Both	Full	\$4,600
Diamond	\$3,000	20-25	5	\$1,127.50	3	3 Lines	Either	Limited	\$3,850
Ruby	\$2,400	16-20	4	\$947.50	2 1/2	3 Lines	Either	Basic	\$3,150
Sapphire	\$1,800	12-16	3	\$767.50	2	2 Lines	Limited	Very Basic	\$2,430
	\$1,200	8-12	2	\$551.50	1 1/2	2 Lines	Limited	Very Basic	\$1,675
	\$600	4-8	1	\$371.50	1	2 Lines	Limited	Very Basic	\$925
	\$225		0	0					\$250

READY SET SELL

Essential Product Bonus Bundles

With Great Start: Ready, Set, Sell!, you can get the most profit in your pocket when you place your first order and start your Mary Kay business strong.

1 TimeWise® Miracle Set Bundle, \$180



2 Open for Business Bundle, \$172



3 Lash and Lip Bundle, \$158



- beach bronze
- fancy nancy
- unique mauve
- sheer illusion
- berry delight
- pink ballerina

4 Ultimate Clinical Solutions Bundle, \$172



ASK ME for
ideas to fund
your business
setup!