

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 50 in the nation. Together, we have sold over 60 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

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SOCIAL MEDIA:

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Twitter or Instagram: @DianaSumpter

YOUR #1 FAN!

Diana



Quick Start

6 MOST IMPORTANT LIST

6 WAYS TO WIN IN YOUR FIRST 3 DAYS

- 1 **Get to know our iconic founder Mary Kay Ash...**
watch a short video! Send me a quick text with your favorite part. (5 min.)
- 2 **Talk with your Director or watch a video to learn**
about the FREE product available to you based on your first order. (8 min.)
- 3 **Connect with your Recruiter to schedule your first gathering**
and brainstorm your list of friends + family. (10 min.)
- 4 **Invite 6 women to listen + complete** this link:
<http://tiny.cc/PeekIntoPinkSurvey> (5 min.)
- 5 **Set-up your My Shop website through www.marykayintouch.com**
(15 min.)
PRO TIP: Have a nice headshot of yourself + 6 pics showing off your new business and family/friends in your life. This will help your My Shop set-up flow more smoothly.
- 6 **Set-up your SQUARE account to accept Credit Card payments**
from clients, not through your website. (10 min.)

COMPLETE IN 3 DAYS...

...and earn a beautiful
Crystal Bow Sterling
Silver 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!



1



2



3



4



Bonus gift if you choose this route within the first 15 days!

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!



Get Up **YOUR BUSINESS**

SCAN THE QR CODE
to watch a quick video about
inventory options.



| STAR CONSULTANT LEVEL | # OF CLIENTS PER MONTH | # OF CREATE A ROLLUP BUNDLES | WHOLESALE/RETAIL | # OF READY, SET, SELL BUNDLES/ ESTIMATED VALUE | POINTS FOR CRUISE PROMO | APPROX. TOTAL AMOUNT (WHOLESALE) + \$100 BIZ SUPPLIES + TAX (ON RETAIL COST) |
|-----------------------|------------------------|------------------------------|-------------------|--|-------------------------|--|
| EMERALD | 25-30 | 4 | \$3,600 / \$7,200 | 6 / \$1,220 | 8,580 | \$4,600 |
| DIAMOND | 20-25 | 3 | \$3,000 / \$6,000 | 5 / \$1,030 | 7,127 | \$3,850 |
| RUBY | 16-20 | 2-1/2 | \$2,400 / \$4,800 | 4 / \$840 | 5,747 | \$3,150 |
| SAPPHIRE | 12-16 | 2 | \$1,800 / \$3,600 | 3 / \$650 | 4,367 | \$2,430 |
| | 8-12 | 1-1/2 | \$1,200 / \$2,400 | 2 / \$420 | 2,951 | \$1,675 |
| | 4-8 | 1 | \$600 / \$1,200 | 1 / \$230 | 1,571 | \$925 |
| | | | \$225 | 0 | | \$350 |

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.

first 15 days

Start Your Business in 15 Days to earn your Free Color Bundle, \$160 value

15th Day:

1 TimeWise® Miracle Set Bundle, \$190



2 Open for Business Bundle, \$174



3 Lash and Lip Bundle, \$176



4 Ultimate Clinical Solutions Bundle, \$178



ASK ME for ideas to fund your business setup!