

## Want to Have Inventory but Don't have the Money??

If you can dream it, you can do it!! We can help! Mary Kay offers you FREE product bonus incentives on your initial Wholesale Order when you place an order of \$600 or more within your first 2 months of beginning your business. The value changes monthly depending on the bonus offered. It is approximately \$140 retail products and \$18 of business supplies. So the idea is for you to be able to pass some savings on to your first customers as an incentive for them to buy; it helps you get your start up money to open your business.

Offer them:

A con-time-only Special Offer that you can pass on to 6-12 friends and family to help you get started.

Deal 1: Offer 6 friends the opportunity to pick out \$150 of any Mary Kay products for only \$100 plus tax. A \$50 savings is great!

How does this work? (Assume you are ordering a \$600 wholesale order)

You receive	\$1200 in retail products
	<u>+ \$140 bonus products</u>
	\$1340 retail products delivered to your house
You've sold	<u>- \$900 (6 x \$150)</u>
Products left	\$440 extra inventory for you to sell
The money	\$600 wholesale cost of your order
	<u>+130 tax paid + shipping</u>
	\$730 total cost
	<u>- 681 total collected from customers</u>
	<b>\$49 total out of pocket cash from you</b>

Don't forget you still have \$440 on the shelf to sell!!

Deal 2: Offer 12 friends the opportunity to buy \$65 of retail Mary Kay products for only \$50 plus tax. That's almost a 25% discount!

How does this work?

You receive           \$1200 in retail products  
                              + \$140 bonus products  
                              \$1340 retail products delivered to your house

You've sold           - \$780 (12 x \$65)

Products left         \$560 extra inventory for you to sell

The money            \$600 wholesale cost of your order  
                              +130 tax paid + shipping  
                              \$730 total cost  
                              - 671 total collected from customers

**\$59 total out of pocket cash from you**

**Don't forget you still have \$560 on the shelf to sell!!**

*Success is not for the chosen few but for the few that choose. The choice is yours!*

*"I want you to think big and believe in yourself, because I believe in you!" –Mary Kay Ash*