

# SUMMER PILOT PROGRAM FOR TEACHERS

**Devote:** **5 Hours** per week to teaching/showing the product  
**2 hours** per week for Unit Training  
**1 Hour** per week to paperwork (in your home)

**Invest:** **\$35 - \$170** depending on which Start Up Option you choose  
(\$225-\$3600 Inventory optional investment, what the EYE sees the EYE buys!)

**Immediate Commission:** 50% of retail (100% Profit!)

**Selling Seasons:**

**May**-Mother's Day, Teacher Appreciation, Nurses' Week

**June**-Father's Day, Graduation, Weddings

**Ongoing**- Birthdays, Anniversaries, etc.

**Teach:** **2 Skin Care Classes** per week (4+ women present/2 hr each)  
-average sales of \$300 + each

**Facial** (1-2 women present/ 1 hr)

-Average Sales of \$75+

-Total Weekly Average Sales: \$675+

**Profit:** \$675 Sales minus 50% cost of product = \$337.50 gross profit per week for just 5 hours of actual teaching time! (Average of \$67.50 gross per hour)  
\$337.50 x 12 weeks = \$4,050 gross profit for about 60 hours of teaching and training outside your home!!  
That is a part-time summer "job"!!! Plus, get your own products at half price!

Having product inventory is an OPTION, NOT A REQUIREMENT. But women are impulsive and will purchase more if you offer on-the-spot delivery!

At the end of the summer you may put your 'outside' business on hold and just take reorders for the fall term. During the winter break pick up your business in time for the Holiday Selling Season!! You may put your 'outside' business on hold again for the Spring, pick it up at Mother's Day, then get ready for extra income for the next 12 weeks of summer!!

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

You've got nothing to lose. The possibilities are endless. Wouldn't you agree that you'll never know if this career is for you unless you give it a shot? By the way, how would a BRAND NEW CHEVY TRAX LS look in YOUR driveway this Fall?

