

Written by Mary Piatt, Sales Director, on November 9, 2012.

As many of you know, I work a full time job in addition to my Mary Kay business. I am an Executive Administrative Associate to one of the Vice Presidents at our local University. I have worked at that job for 5 years. My goal is to leave this position by the end of this calendar year.

We are currently enrolling in our benefits for medical, dental, vision and life insurance plans that are offered through the University. In light of the fact that I plan on leaving, I've been researching options for insurance through my husband. In doing so, I came across some interesting information that was really an eye-opener!

(OK...let me just insert a disclaimer here. This is my story and I can't guarantee your results. Your results could be different and are based on your efforts.)

I have heard of so many people express concern over doing Mary Kay because they want a "steady" income. I admit that I've felt this way too and that it's probably a huge part of why I'm still working a J.O.B.

Today as I was running numbers, though, it made me realize that while the job can be "steady," it is truly just that...steady...no growth...no change.

You see, for example, my salary at my full-time J.O.B only increased by \$100 or 0.296% from 2008 to 2011. Now I know there were budget cuts for higher education and tuition freezes for our state, but still...\$100 raise over 3 years??? Steady? Yes. Growth? NO!

My Mary Kay business (based on commissions only) during that same time frame of 2008 to 2011 increased by 17,602.38%! I gave myself a \$15,160.93 raise over 3 years! Talk about GROWTH!!

Did it take work? Of course! Were there sacrifices? Yes! Was it worth it? What do you think??

I have no control over what I get paid at my J.O.B. I can perform at 110% and still not see a dime more in pay.

Imagine what can happen when I give 110% at my Mary Kay business!?!?! The possibilities are limitless!

I've been in Mary Kay since 2004. I've had lots of highs and lows, triumphs and mistakes. No one is perfect!

But what happens when you give it your all??? Here's my story...

- My Income Advisory Statement for 2009 was \$123.82 (commissions only).
- It was in January of 2010 that I decided to work my MK business full out! No more middle of the road mentality. I was going to give it my best and if it didn't work, that was my cue to quit MK. During that year (2010), we earned our first career car and were in DIQ. My Income Advisory Statement for 2010 was \$3,113.29 (commissions only).
- In January of 2011, we finished DIQ and my Income Advisory Statement for 2011 was \$15,247.06 (commissions only).
- These figures above do not include any of my sales commissions!!!!

I felt like I gave my J.O.B by all, yet what did I have to show for it? An extra \$100 over 3 years? Less than \$0.10 extra per day? REALLY?!?!?!?

Yet when I gave MY BUSINESS my all, I met fabulous women, made dear friends, earned a car and reached the top 2% with Mary Kay!

If you are willing to work full time for someone else and help them make a profit, why not do it for yourself?!?!?

Your results may vary but YOU ARE IN CONTROL!!! Your results could be better than mine! WHO KNOWS!!?!?!? What have you got to lose?!?!?

Love and Belief,

Mary Piatt
Independent Sales Director