



WEEK 5 - ACTIVITY 3

Advance Brochure

Audio Transcript

Now that you've considered the 10 Areas of Focus to make that leap into your very own Red Jacket, it's time to learn about the qualifications, avenues of income and rewards of this important role.

To help with this, we invite you take a moment to print off a copy of the Advance Brochure PDF. The Advance Brochure is a tool which explains the Independent Sales Force Career Path from Independent Beauty Consultant all the way through Independent Executive National Sales Director as well as the Career Car and Cash Compensation program for Mary Kay, Inc.

Many Mary Kay leaders credit memorizing this brochure for their super-successful start in their Mary Kay business. Many believe that it helps them strategically plan inventory purposes and earn the use of career cars during their first year as an Independent Beauty Consultant!

So for this activity, read through the brochure from beginning to end to really understand the specifics of what it takes to move up the career path in your Mary Kay business. Once you're finished reading through the entire brochure, go back and focus on the pages that pertain to the career path designations for Red Jackets - from Star Team Builder all the way through to Director-in- Qualification. Identify and highlight the requirements, avenues of income and rewards of each role.

Consider making several copies of those pages and stick them in strategic places in your home and office - your refrigerator, your bathroom, mirror, your study table and even your computer - so that you can always have the information in front of you.

Remember, a well-used copy of the Advance brochure is a history book of achievements and a road map to a successful future!

Now that you know what it takes to wear a Red Jacket in your Mary Kay business, can you now REALLY see yourself reaching that next level in your Mary Kay business?

MARY KAY®