

# **ELEVEN WAYS TO PURCHASE INVENTORY**

1. Conventional Loan – This type of loan from a bank will help you establish credit in your own name. If you are married, be sure to get the loan in your name. They prefer larger amounts usually \$2,500 to \$3,000 minimum. The rates are usually reasonable and there is usually no pre-payment penalty, should you decide to pay your loan off quickly. Find a great local source that you build a relationship with and can send people to for application.
2. Passbook Loan – You borrow against the money you have in a savings account.
3. Life Insurance Loan – You can borrow against your life insurance usually at a very low rate of interest.
4. Credit Union Loan – If you are employed and have a Credit Union; or if married, your spouse might have a Credit Union at his place of employment. Credit Unions are traditionally a source of low interest loans. Processing your loan may take 2 to 3 weeks.
5. Credit Card Loans – Visa, Mastercard, and American Express have ways to borrow money. Mary Kay Cosmetics will accept Visa/MC for inventory purchases. You must be sure to have enough available credit on the card to cover your purchase. It is simple to find this out by calling the bank issuing your card and asking what your credit balance is. We recommend that you use a separate bank card for your Mary Kay business, if one is available.
6. M. Bank Visa – Your recruiter can provide you with a credit card application for M Bank Visa, a credit card available to you on terms negotiated by Mary Kay Cosmetics. The disadvantage to using this option is that credit approval requires 6 to 8 weeks. We recommend that you express mail your application for faster service.
7. Family Loan – Many times there are members of your family willing to help you start your career. It is recommended that the arrangement be made on a loan basis where you pay this money back in monthly installments. Co-signers – If you do not have a lengthy credit history or have not been employed long enough, having a co-signer (parent, relative, close friend) may help you qualify.
8. Hidden Treasures – “Pawn” something that you have that is valuable that you are not using.
9. Secured Loan – You can use your automobile, your home, stocks and bonds, Certificates of Deposit, etc. as collateral. Along with banks, financial institutions such as Beneficial, Morris Plan, Avco, etc. offer a variety of loan packages.
10. Borrow against another person’s savings – Ask someone to put a portion of their savings into Certificates of Deposit, then you borrow against that. Their money is safe, guaranteed, and they’re still making interest.
11. Have a Garage Sale – Other people will pay you good money for items you sell. The good news is that you’ll be able \$2 for each \$1 you put into Mary Kay.