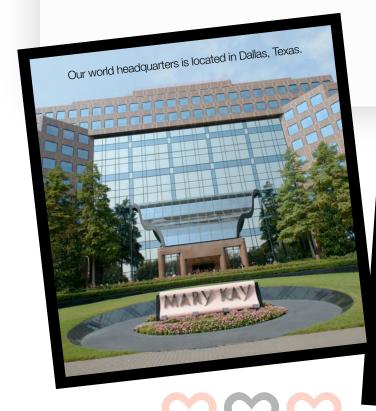


Today, we will do 5 things:

- You will tell me about you
- I'll tell you about me
- I'll tell you about Mary Kay the company
- I'll answer any questions you have
- Finally, I'll ask you if this sounds like something you'd like to try!









What do you love the most about your life/job?

What would you most like to change about your life/job?

If money and time were not an issue, how would you like to be living a year from now?

Tell me about a time in your life where you felt successful.

Do you have freedom and flexibility right now in your life?

Are you paid what you are worth?

If you keep doing what you are doing, will you be happy where you are 5 years from now?

My MK Life! VVV

Getting to know Mary Kay Cosmetics

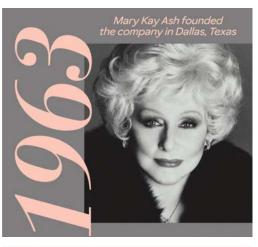
Mary Kay Ash built the company on the Golden Rule and the priorities of God First, Family Second, Career Third.



MARY KAY

Mary Kay has donated millions of dollars to help change the lives of women and children around the world.







Zero landfill site status at Mary Kay's Global Manufacturing Facility

1 MILLION TREES PLANTED AROUND THE WORLD





VVLUES

The Golden Rule Make Me Feel Important The Go-Give[™] Spirit Balanced Priorities Qne Woman Can LIFT OTHERS UP ALONG THE WAY.

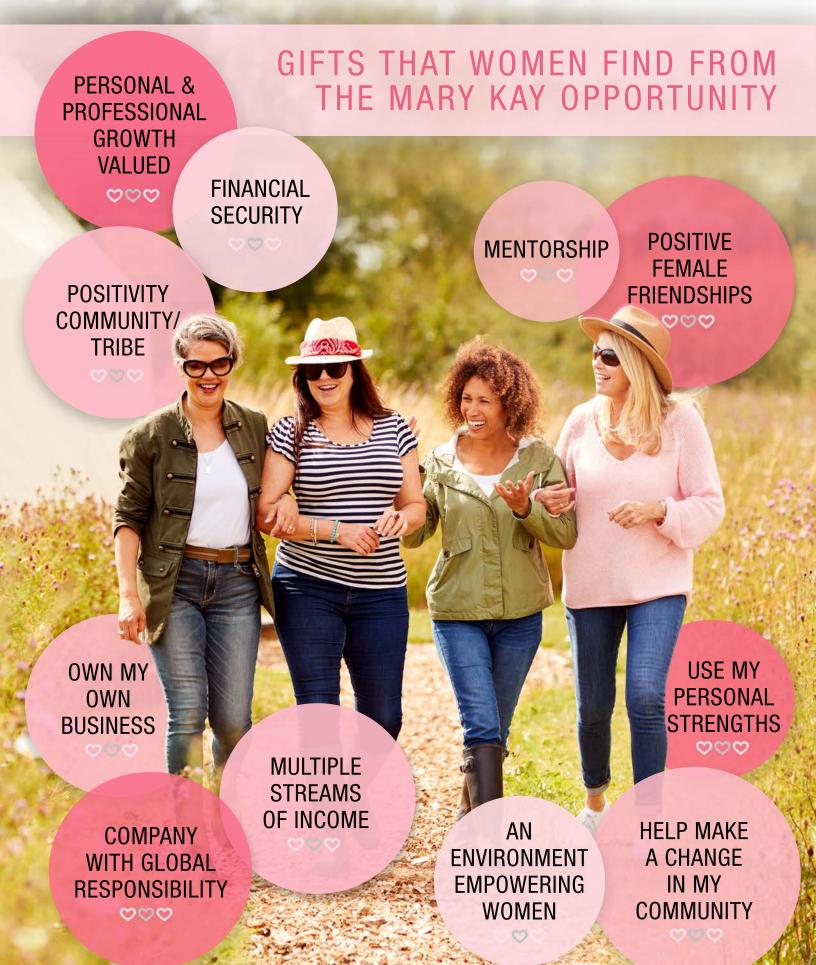
MARY KAY

OUR BRAND MANIFESTO We are a brand with a purpose. Built by a woman for women. Opportunity is what we create. Beauty is what we sell. And hope is what we give back. We believe in the empowerment of women. Everything we do is with a desire to help them feel beautiful inside and out. And create personal relationships

like no other brand can.



MARY KAY



WHICH OF THESE APPEAL TO YOU?

Avenues of Income

MAKEOVERS

50% Profit on every product you sell. The highest direct sales commission in the U.S. A Mary Kay Party, on average...

- Includes 4-5 guests
- \cdot Usually has \$300 \$400 in sales
- · Takes about 2 hours of your time

If a party takes 2 hours, how many would you hold a week?___

Multiply that number by \$300 (# of parties held x \$300 in sales= ______ in retail sales) 50% of your sales is your profit, so you would earn \$_____ in profit for that week. What would you spend your profit on?

REORDERS

50% Profit. Our products are consumable, meaning our customers use up their Cleanser, Moisturizer, Mascara, and Lip Gloss because they use them every day. Our reorder sales greatly increase our profit potential.

Example: If you work 50 weeks a year and add 2 customers per week who order \$100 retail per year, that is 100 customers x \$100 in reorders. Your potential sales from reorders for 100 customers in a year is \$10,000 resulting in \$5000 in profit per year from your reorders.

• TEAM BUILDING

Mary Kay pays additional team building commissions based on your team members' wholesale orders to the company. These commisions are paid directly from Mary Kay's profits. Consultants can earn between 4 -13% on their personal team members every month.

CAR PROGRAM

All consultants and Sales Directors are eligible to earn the use of a Mary Kay car. Mary Kay pays tags, registration, tax and up to 85% of your insurance. You are eligible to earn a new car every 2 years.

LEADERSHIP

Every consultant has an opportunity to promote herself to the position of Independent Sales Director. Mary Kay pays Sales Directors increased commissions due to their leadership and coaching. They earn 4 -13% on their personal team members plus an additional 9%, 13%, or 23% on their entire unit of consultants, as well as numerous cash and monthly bonuses.





BOTAPECTS

clearproof

clearproof

clearproof

clearproof

• No Quotas

MK

MARY KAY

- No Territories
- Flexible Hours
- Personal Growth
- Unlimited Earning Potential
- Advance at Your Own Pace
- Tax Deductions
- Numerous Educational Opportunities

What it takes to Get Started

- Starter Kit is \$100 plus tax and shipping (includes over \$400 in retail products and supplies)
- Inventory optional but recommended
- 90% Buy Back Guarantee





NURSER

YOUR STARTER KI

STARTSHERE

PLUS APPLICABLE TAX & SHIPPING

RETAIL-SIZED PRODUCTS & SAMPLES TimeWise® 3D^m 4-in-1 Cleanser (Norma/Dry) TimeWise® 3D^m 4-in-1 (Combination/Oily) TimeWise® 3D^m Day Cream Sunscreen Broad Spectrum SPF 30*

(Normal/Dry) TimeWise® 3D[™] Day Gream Sunscreen Broad Spectrum SPF 30* (Combination/Oity) TimeWise® 3D[™] Night Cream (Normal/Dry) TimeWise® 3D[™] Night Cream (Combination/Oily) TimeWise® 3D[™] Eye Gream Mary Kay® CI-Free Eye Makeup Remover Mary Kay® CC Cream SPF 15* in Nechy Light Mary Kay® CC Cream SPF 15* in Light-to-Meelum Mary Kay® CC Cream SPF 15* in Light-to-Deep Mary Kay® CC Cream SPF 15* in Light-to-Deep Mary Kay® CC Cream SPF 15* in Light-to-Deep

Innewse²⁵ 3D⁻⁻ Eye Cream Mary Kay⁶⁰ Oi-Free Eye Makeup Remover Mary Kay⁶⁰ CC Cream SPF 15⁺ in Light-to-Medium Mary Kay⁶⁰ CC Cream SPF 15⁺ in Light-to-Medium Mary Kay⁶⁰ CC Cream SPF 15⁺ in Deep Mary Kay⁶⁰ Utimate Mascara²⁰ in Deep Satin Hands⁶⁰ Pampering Set in White Tea & Gtrus Mary Kay⁶⁰ Utimate Mascara²⁰ in Black Mary Kay⁶⁰ Utimate Mascara²⁰ in Black Mary Kay⁶⁰ Translucent Loose Powder Blue Eyes Look Cards (10) Brown Eyes Look Cards (10)

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LITERATURE & EDUCATIONAL ITEMS Welcome Card

AND ADDR

we come card Starter Kit Bag Date Book Stin Care Party Flip Chart Pages With Binder Laminated Place Cards (4) Laminated Place Cards (1) Laminated Place Mats (4) Sales Tickets (30) Customer Profiles (30) Start Something Beautiful® Magazine Start Something Beautiful® DVD Miracles Happen Book Ready, Set, Sell! Inventory Options for New Independent Beauty Consultants Brochure Steps to Success Brochure Steps to Success Brochure Steps to Success Brochure

TOOLS Starter Kit Bag Face Cases (4) Disposable Trays (30) Disposable Facial Cloths (30) Dry Erase Markers (4) Disposable Mascara Sample Wands (30) Disposable Sponge-Tip Applicators (30)

KNY

7

In Closing...

- 1. What impressed you the most about everything you've heard?
- 2. What qualities do you have that would make you shine as a consultant?
- 3. In your wildest dreams, if you were to become a Mary Kay Beauty Consultant, what would be the biggest benefit for you?
- 4. On a scale of 1 to 4, what is your interest level in having your own Mary Kay business?

