

MARY KAY

Start Something Beautiful

Celebrating All That One Woman Can™ Be



50

Years of Beauty

MARY KAY
one woman can
50 YEARS



1. Tell me a little about yourself.
2. What brings a smile to your face?
3. Tell me about a time when you felt proud of yourself. What was it about the experience that you loved the most?
4. Fast forward your life one year from today. If money and time were no object, what dream would you like to be living?
5. What has been your experience with Mary Kay products?
6. Have you heard how we make our money? Tell me what you've heard.
7. If I only had five minutes to share some facts with you about a Mary Kay career, what would you want to know?



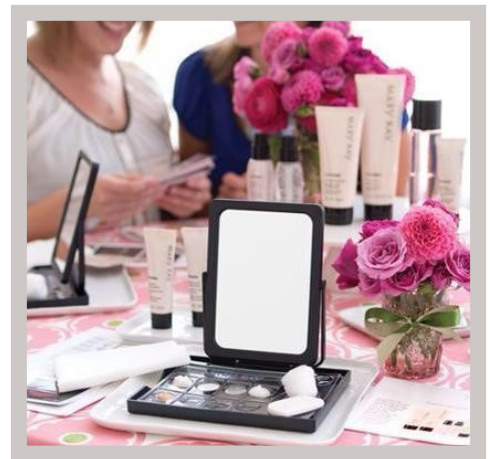
Company Philosophies



God 1st



Family 2nd



Career 3rd

Golden Rule

Do unto others as you would have others do unto you.

This Too...

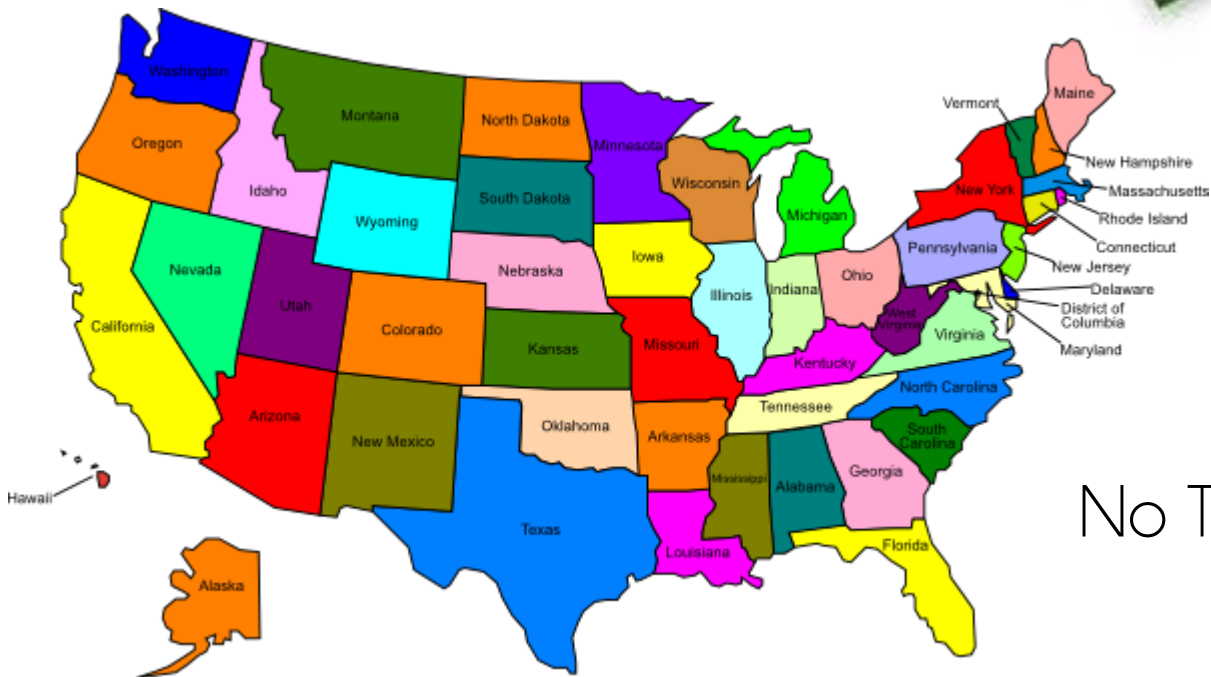
More reasons why you'll love a Mary Kay business!



Tax Advantages
for owning your own
home-based business.



No Quotas



No Territories

Recognition



Prizes

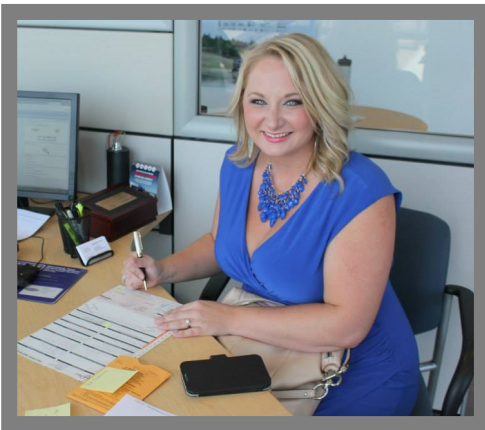
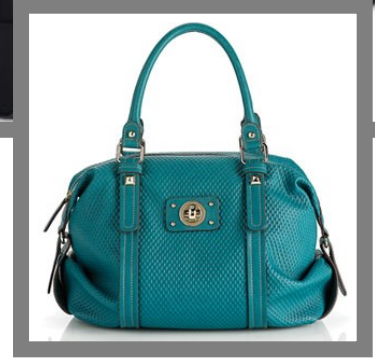


Diamond Rings from Seminar

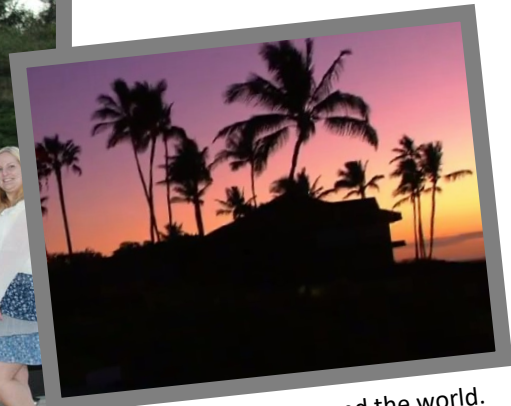


Star Consultant

Based on quarterly sales and includes a prize—jewelry, luggage, handbags, items for the home! So many choices!



Sign on a couple of lines when you pick up a free Mary Kay car!! It even includes a tank of gas!



You can earn trips around the world.



Year-End Seminar Awards—recognition for a job well done!

Girlfriends, Fun, and Flexibility



Set Your Own
Schedule

And work from home



Sisters, Mothers, Daughters
A Mary Kay Family Dynasty

Work with family.

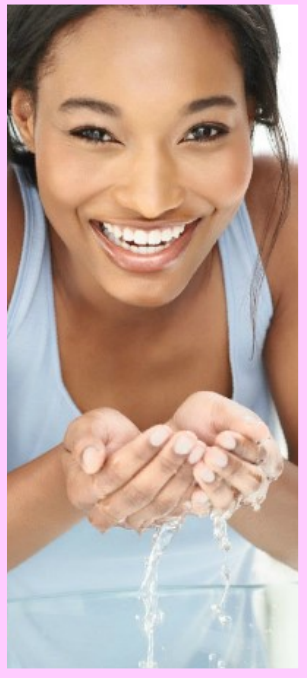


Your Biz!



You'll love doing facials and parties!

You get to play in makeup with one or more ladies and make 50% of all you sell! An average party with 3-6 people is approximately \$300 in sales. An average facial, with 1-2 people, is about \$100. You'll make half of what you sell.



Mary Kay Happy Hour!!

It happens every night when your customers remove their makeup and wash it down the drain! When they order more, you'll make 50%. An average customer (using skin care and a few glamour items) will reorder approximately \$500 per year.



Yea! Your own product at cost!

As a Mary Kay consultant you can fund your own makeup habit! You sell the product at retail to friends and family and buy it for yourself at wholesale.



You will have access and training from any device! Plus, you can have a personal website for online orders.



School is never out for the pro! Continuing Ed is always available.



You will have the opportunity for great hands-on glamour training by International Makeup Artists.



Advancement

You're in business for yourself, but not by yourself.

Star Team Builder



Sales Director



National Sales Director



Sharing your business with three or more women promotes you to the position of Star Team Builder, then Team Leader and on to Future Director. You earn a 4% commission when you have shared the business with 1 - 4 Team Members. Five or more, you earn 9 - 13% commission with \$50 bonuses.

As a Future Director you can promote yourself to the position of Independent Sales Director when you meet sharing and sales goals. As a Sales Director you earn 13% commission with additional bonuses.

Continuing to lead other women in building a successful career can allow you to achieve the highest pinnacle of success in Mary Kay.



Could You Use a New Car?

You can begin earning your first free car as soon as you have shared the Mary Kay career with 5 or more people. There is no requirement for minimum time in the business. You could be on-target next week!

Career Car Program



Fun Facts

- In 1969, Mary Kay Ash awarded the use of the first pink Cadillacs to five Independent Sales Directors. She chose the mountain laurel color to match the lip and eye palettes in her cosmetics line.
- In 1998, in honor of the Company's 35th anniversary, Mary Kay Inc. updated its Career Car program with a new pearlized pink Cadillac.
- Today, the global Career Car program also includes Ford, Mercedes, BMW and Chevrolet models.
- Since the program's inception, more than 130,000 independent sales force members have qualified or requalified for the use of a Mary Kay Career Car - or elected to receive the Cash Compensation.



Chevy Cruze



Ford Fusion



Chevy Equinox



Cadillac SRX

Income advisory statement

Date: 2/17/2014

Year **2013** ▼

Tax Year 2013
Last Updated: 1/23/2014

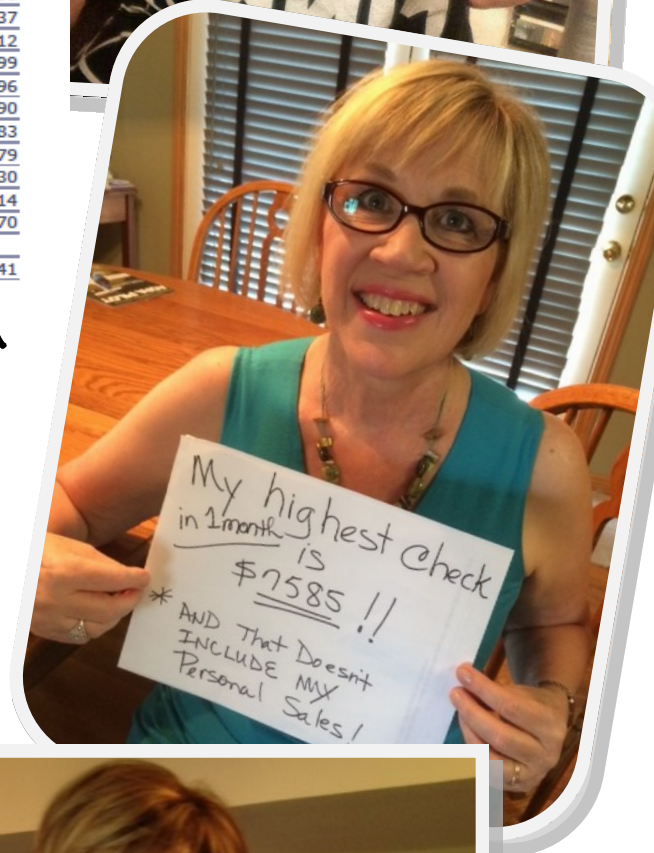
B263 / P10038
Nancy Dove

The purpose of this Income Advisory Statement is to assist you in the preparation of your federal income tax return. Income Advisory Statements are mailed annually to all Independent Sales Directors and Independent Beauty Consultants who received prizes or awards totaling \$200 or more or earned the use of a career car.

If your wholesale purchases totaled more than \$5,000 or you received \$600 or more in commissions, prizes and awards, or you had any amount of income tax withheld during the tax year, you should also receive a Form 1099-MISC from Mary Kay.

description		amount
COMBINED US COMMISSIONS	DEC 12	9,064.78
	JAN 13	6,650.53
Combined US Commissions includes applicable Recruiter, Director and NSD Commissions and applicable Bonus compensation.	FEB 13	6,580.37
	MAR 13	8,586.12
	APR 13	8,036.99
	MAY 13	10,414.96
	JUN 13	10,865.90
	JUL 13	5,192.83
	AUG 13	6,328.79
	SEP 13	6,059.30
	OCT 13	5,950.14
	NOV 13	7,332.70
Combined US Commissions Subtotal		91,063.41

\$91,063.41 for 2013 and
that did NOT include her sales,
free car or prizes!!!!



Income Advisory Statement

National Sales Director Pat Fortenberry

2006

COMBINED US COMMISSIONS	DEC 05	\$63,359.35
	JAN 06	\$77,045.56
Combined US Commissions includes applicable Recruiter.	FEB 06	\$61,414.13
Director and NSD Commissions and applicable Bonus compensation.	MAR 06	\$79,397.19
	APR 06	\$54,655.10
	MAY 06	\$54,812.62
	JUN 06	\$78,967.31
	JUL 06	\$50,123.61
	AUG 06	\$73,903.74
	SEP 06	\$61,503.69
	OCT 06	\$57,748.40
	NOV 06	\$75,554.66
Combined US Commissions Total		\$788,554.66
Combined International Commissions Total		\$31,420.99
Combined US and International Commissions Total		\$819,975.65
INNER CIRCLE BONUS		\$32,240.18
PRIZES AND AWARDS		
Prizes and awards valued at \$200 or greater are itemized below.		
Prizes and awards valued at less than \$200 are totaled and listed as Misc. Prizes		
LIFE INSURANCE		\$2,160.00
NSD TRIP		\$25,893.60
DIAMOND BRACELET		\$1,600.00
MISC PRIZES		\$612.17
Car Program:		
Total auto lease & insurance payments made by Mary Kay		\$21,171.64
Net Auto Income Reported on 1099-MISC		\$21,171.64
Total Prizes and Awards		\$85,293.45
Grand Total of Commissions, Prizes, and Awards		\$905,269.10

You Can do it too!



**OMGosh! Over \$900,000
in one year!!**

Consider Your Options

1. I'm looking for 3 types of women. Where do you see yourself?

CLIENT	PARTY GIRL	BUSINESS PARTNER
Loves the products. Appreciates EXCELLENT service. Willing to pay FULL price.	Loves the products. Likes steals, deals, and discounts. Shares me with family and friends.	50% OFF for as long as you choose. Extra income, unlimited potential. More fun, freedom, and flexibility.

2. Do you have the three qualities it takes to be a BUSINESS PARTNER?

Honesty and Integrity	Love for people	Work Ethic
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3. If you choose to be a Business Partner, you have three options after your Starter Kit arrives. Which is better for you?

IN THE PINK BUBBLE	PART-TIME	WORK it as a BUSINESS
Loves the products. Shops wholesale for herself at a 50% discount. Sells to friends and family.	Loves the products. Builds a small customer base by doing a few parties and facials a month. Gets her own products at wholesale.	Sell to 100 or more customers. Regularly hold parties and facials. Share the business with others and earn a Career Car. Be your own boss and promote yourself.



Starter Kit

Everything you need to get started is in your Starter Kit. Your investment is only...

\$100 Plus tax and shipping



Getting Started



1. Fill out a New Consultant Agreement, either on-line or on paper.
2. Purchase your Starter Kit for only \$100 + tax and shipping.
3. Schedule a New Consultant Orientation with your Director.
4. Start working by listing names and phone numbers of everyone you know who has skin.
5. Schedule your Perfect Start—5 classes (or 15 faces) within your first 2 weeks of business.

No Risk Inventory



- 100% Satisfaction Guarantee for your customers.
- 90% Buyback Guarantee for Consultants

And Finally...



1. If you were to consider doing this, what are your personal strengths and why would you be good?
2. Do you have any questions that I didn't answer?
3. Where are you on a scale of 1 - 10 (1 means I'd rather eat rocks than ever own a Mary Kay business and 10 means Sign me up now!)
4. Is there any reason we couldn't go ahead and fill out the agreement and get you started with your training?
5. What would hold you back from filling out your agreement today?



If you've made the decision to join us . . .

CONGRATULATIONS and WELCOME!

You have made a decision that can change your life and the lives of others around you!

If, however, you need more time to think about it, please remember not to "think" too long! You will really never know until you try!

Decision Making Tools:

1. Pro & Con List: Let's list the worst thing that could happen if you do this. Now list all the good things that could be possible if you did do this.
2. The "Sleep Test:" If you go home tonight and don't give this info another thought, then it's not for you. If you do go home, however, and can't sleep, toss and turn, think, "Should I or shouldn't I?" then you should go for it!



Mary Kay always told us,
"A woman can make an intelligent decision
within 24 to 48 hours."

I will call you tomorrow to answer any questions that you more than likely will have. If you haven't yet made a decision at that time, then I will call you within 24-48 hours for your answer.

When I call, I want you to tell me one of two things . . .

- "It sounds good, but I'm not interested."
- Or "I'm scared, but what's the next step?"

When would be the best time to contact you within the next 24-48 hours to get your decision?

If your answer is no, not right now, then please know that we appreciate you for taking the time to hear some facts. The Mary Kay opportunity will always be here should you decide later. Until then, would you please be my talent scout and recommend women as qualified as yourself?