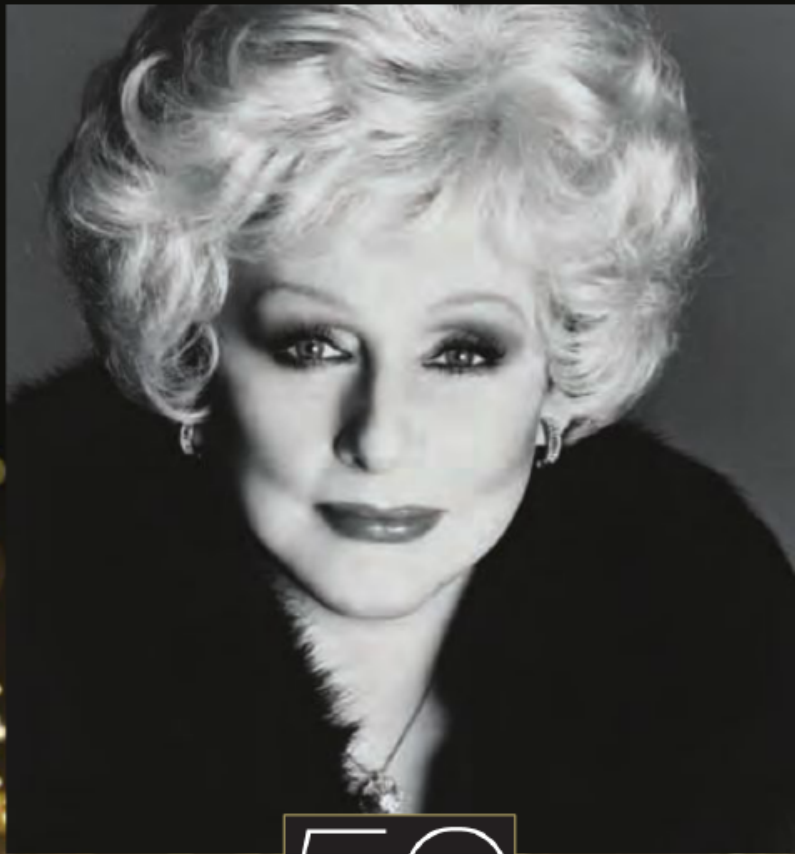


MARY KAY

Start Something Beautiful

Celebrating All That One Woman Can™ Be



50

Years of Beauty

MARY KAY
one woman can
50 YEARS

Before the party starts, have the Hostess help each guest do Satin Hands.

Fragrance-Free Satin Hands Pampering Set, \$35

Also available in a peach-scented formula

Welcome to Party (thank hostess) and Introductions: (don't hand out Party Books to guests until it calls for them in the script.)

Welcome! Thank you for coming! Didn't you love Satin Hands?

I want to thank _____ for inviting you all here today! And because she is my hostess, she's working for FREE products (explain your hostess program)

Now I'd like to learn a little bit about who's here today. I'd like to know...

- Name
- Occupation
- Ever tried Mary Kay before?
- Each guest tells what they love most about (hostess).
- Ask and have each share: What would you like to change about your skin? What do you see in the mirror that you'd like to change?



Satin Lips Set, \$18

Save \$2 with the set.





Mary Kay started her company in 1963 and her motto was "Enriching Women's Lives." She wanted women to have the opportunity of contributing to their household income and still have flexibility.

In 2003 she was named the Greatest Female Entrepreneur in American History by Baylor University. She was in good company because Henry Ford was her male counterpart.

- **How many of you love free stuff?**
- Well, we are going to be giving **raffle tickets** during the party today. (Have hostess pass out tickets for you.)
- You'll have **lots of opportunities to get some**, so please participate! You'll never know what you might **say or do** that will win one. And we are going to **have a drawing** at the end for some free stuff? **Who likes free stuff??** (Raise your hand.)
- **Now, just so I get a feel for the group, how many of you honestly wash your face morning and night, using a cleanser and moisturizer?** (give a ticket to yeses)
- I'm so glad you're here, because **every day that you don't wash your face** morning and night, you are aging your skin **seven days!** ...Say seven days!
- You each have a **profile card** that you filled out and I used it to help me determine what products to put in your tray. **When the profile card is completely filled out in its entirety**, you'll get an **extra ticket**.
- This **helps us with our customer service** so we know **which products you love**. You'll notice **on the back** you can make your **wish list** and also **write down referrals**.
- You see, **you are going to have so much fun today** that you're going to **want to tell your friends** about Mary Kay.
- **And anyone who fills out the entire back portion here with referrals**, will receive an **additional five raffle tickets**.
- Now, just know, **when I contact your friends and family** and if they hold an appointment with me, I'm going to **give them a gift certificate**. But I'll also **give you a gift certificate, too**.
- Because **how we work in Mary Kay is off of referrals**. Friends telling their friends about our services. Kind of like a hair stylist or a nail tech, right?
- So, if you haven't completely filled it out yet, **keep working on it** throughout the party so you can get the **extra tickets**.

Give out Party Books.

Before we try the products, I want to tell you

- a little about **Mary Kay, the woman**,
- a little bit about **Mary Kay, the company**,
- and a little bit **about me**.

- **Did you know Mary Kay was a real woman?**
- How many of you knew that **Betty Crocker** wasn't real?
- **Good cookies, but fake girl!**

(Read words in black panel on left.)



Fifty Years of Beauty

Celebrating all that *One Woman Can*™ be



- **Did you know** that as women **we control 80% of purchases** in America? That is a lot of power when we take our consumer dollars and invest in products, people and companies who align with our value systems.
- I don't know what other cosmetic companies do with their money, but I do know what happens when you choose to wash your face with Mary Kay products.
- Did you know that when you wash your face with Mary Kay, you are supporting our company started by Mary Kay Ash, a company created by a woman for women, where women could be paid what they are worth without sacrificing their priorities of Faith first, Family second, and Career third, and living by the Golden Rule. Did you know that Mary Kay is a private, family owned, 100% debt-free company celebrating 53 years with well over \$4 billion in sales a year and #1 in brand loyalty?
- Did you know that when you wash your face with Mary Kay, 5100 employees here in the United States and a worldwide sales force of over 3.4 million in 35 countries say thank you. You are helping them get up every day and design their dream life.
- Did you know that when you wash your face with Mary Kay, you are directly investing in a local woman-owned small business and impacting her dreams and legacies! In fact, if you choose Mary Kay products tonight, you are investing in... (share how Mary Kay will impact your life, family, mission, etc)
- Did you know that when you wash your face with Mary Kay, you are supporting our local economy? The \$\$ you choose to spend with your MK consultant go right back into our community! How many of you agree that teachers need a raise? How about our roads? Part of that money comes from our local business tax base.
- Did you know when you wash your face with Mary Kay, you are helping us stop animal testing in China! We were one of the first cosmetic companies in America to do a moratorium on animal testing. We were able to do this through in-vitro testing to make sure we still put out a safe product. We paid for both tests here in the US, and now are doing the same in China, so we can show the Chinese government that safe products can be produced without testing on animals.

SO
RE
AC
WIT

- Did you know that when you wash your face with Mary Kay, there are women and families safe tonight in shelters all across the US, because of the 3 million dollars a year we donate to Domestic Violence Shelters around the country! We've also donated over \$22 million to Cancer research, to eradicate cancers that affect women. PLUS our newest partnership is called Love is Respect. This is a 24/7 text-to-help hotline where a young girl can text loveis to 22522, and there is someone on the other end of that hotline to explain what a healthy relationship looks like.

It's why we say we "Party With a Purpose"
And we "Get Cute for a Cure!"



THE MARY KAY FOUNDATION

We have given over **\$22 million** toward finding a cure for cancers that affect women.

We have donated over **\$37 million** to women's shelters and programs addressing Domestic Violence.



MARY KAY®



Mary Kay employees and consultants have built **14 homes** for Habitat for Humanity .

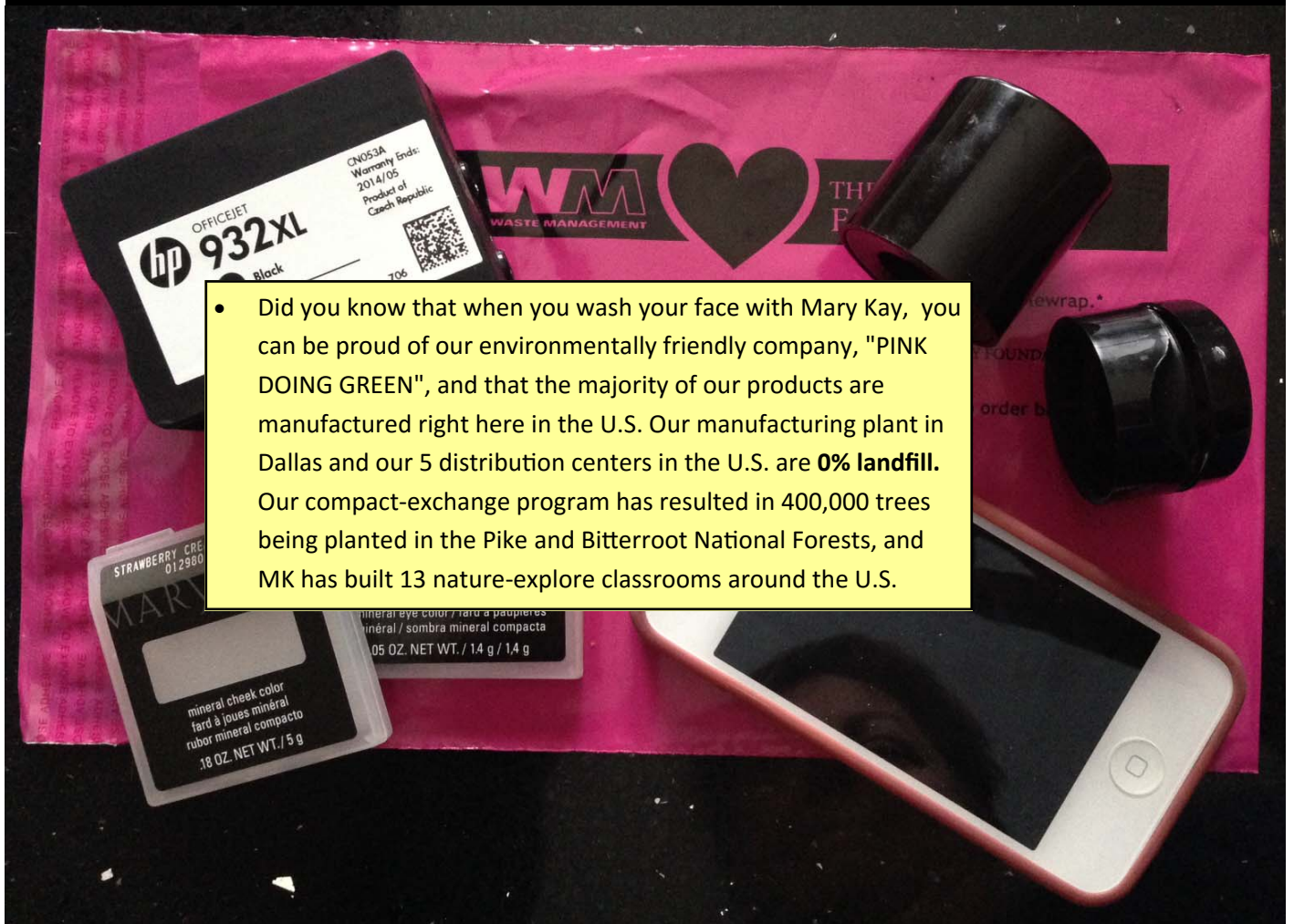


Mary Kay provides sunscreen and skin care products to our troops serving overseas.



Because of Mary Kay's generous support of The Mary Kay Foundation, 98 percent of dollars donated by supporters like us can go directly to programs and research. Only 2 percent goes to administrative costs. This percentage is well above the Better Business Bureau standards that require charities to spend 65% on causes.

pink changing livesSM



- Did you know that when you wash your face with Mary Kay, you can be proud of our environmentally friendly company, "PINK DOING GREEN", and that the majority of our products are manufactured right here in the U.S. Our manufacturing plant in Dallas and our 5 distribution centers in the U.S. are **0% landfill**. Our compact-exchange program has resulted in 400,000 trees being planted in the Pike and Bitterroot National Forests, and MK has built 13 nature-explore classrooms around the U.S.

Our Mary Kay company...

Collects:

- **Printer Ink Cartridges**, which helps fund The Mary Kay Foundation
- **Cell Phones**, which are refurbished and given to Domestic Violence victims.

We also collect and recycle:

- **Plastic caps** from our bottles (the bottles are all recyclable)
- **Plastic cases** from our color products

We plant a tree in a forest for every 10 caps and cases we collect. So far we've planted **400,000 trees** in the Bitterroot and Pike National Forests.

So, if you'll save them for me, I'll send them in with mine.

pink doing green



Help complete the cycle by sending us your caps and cases for recycling.



This refillable and recyclable compact can have a possible 18,000 combinations of colors!

It's your turn to be green and gorgeous with our refillable color compacts and new Botanical Effects™.



Products are sent to the independent sales force using biodegradable biopeanuts.

● Did you know our U.S. distribution branches are also zero landfill?*

*Zero landfill means that we can only send a maximum of 10% of our waste to a landfill. We do this by recycling everything we can and not creating waste in the first place!

● With your help, Mary Kay has planted over 400,000 trees!

● Our children are our future. That's why Mary Kay has built 13 Nature Explore Classrooms around the U.S.

- Finally let's look Globally. Did you know that when you wash your face with Mary Kay, there are families impacted all across the globe.
- There are so many stories, but my favorite is one from China. At an event where new National Sales Directors came together, one of our Nationals asked the #1 NSD in China why she thought Mary Kay was growing so fast in China.
- Her response was, "Because of the money we make in Mary Kay, now we can have more than one child." Isn't that mind-blowing? (nod your head)

- Aren't those great reasons to wash your face with Mary Kay?
- Which reason is your favorite? (give a ticket to each who respond!)

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 Toyota, 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.

You probably have heard of our famous **Pink Cadillac**, right?

But do you know that we also have the option of earning all these other cars, too?

Not only does Mary Kay

- **lease** the car for us,
- but she also pays the **tags**,
- **taxes**,
- and much of the **insurance!**
- With a car being the **2nd highest bill** in a household, this is a huge benefit for anyone!



Lipstick Red Chevy Cruze



BMW 320i



Toyota Camry or Chevy Equinox



Cadillac SRX

So now that you know a little bit about **Mary Kay, the company, and Mary Kay, the woman,** I'd like to tell you a **little bit about me.**

Before I was a Mary Kay consultant, I _____.

I joined Mary Kay because _____.

I love Mary Kay because _____.

chose **Mary Kay**

Here's my 2:

Money

Recognition

Spiritual/Self Growth

Flexibility

Advancement

Be Your Own Boss



Is there anything on my list that you could use more of in your life?



Mary Kay always said that at every party there's always one or two who would enjoy doing what I do. I wonder who it is today?

- OK...here's the deal. Each of you gets a free Personal Color Appt with me. I need to know how to do your eyes versus her eyes. We need to figure out which colors work best for you and we need to get the contrast level right. To do that, I need to have a Personal Color Appt with you.
- So, to help us remember that we need to schedule that appointment, every time I say the words **Personal Color Appt**, the first one to raise her hand gets a ticket. (Have hostess pass out tickets for you.)
- **Read page below.** (then come back and finish with what's below this line)
- OK...You're not obligated to purchase anything today, so just relax and have fun.
- But, if you're **tempted**...and I know you will be, I have most of the **products with me** and you can take them home and begin using them right away.
- I take
 - Cash, checks, and all major credit cards
 - Or, I have the **Vegas plan**...
 - A little cash, a little credit and no one ever knows what went down here today!

Today, you are being introduced to Mary Kay's skin care and simple glamour products.


But I'd like to invite you to have a
FREE Personal Color Appointment
 within a couple of weeks

so that you can try a color look designed just for you,
 based on skin tone, hair color, and eye color, and your facial features.

You will also learn how to make the most of your
 eye shape and face shape.



You might want to take a picture after you've applied foundation, but before color, so you can upload your picture to our Virtual Makeover and get suggestions for a color look.

I've received certification as an
 **ADVANCED COLOR CONSULTANT**

**Be sure to schedule your
 Personal Color Appointment
 before you leave!**



In the Bag
Hostess

Don't we appreciate _____ ? (your hostess)

I want to again **thank** _____ for **inviting you all here today**. She is taking advantage of our **FREE Product Program**.

- How many of you love free products??
- When you share your Personal Color Appt, like _____ did today, you are automatically in the Free Product Program, too.
- Many of my customers never pay full price. Every time they want some more products, they get some friends together and play in the makeup.
- In fact, every three months there are new products and colors to play with.
- You can enroll in the Free Product Program, too, just like _____ did.

book with me
to fill UP YOUR
roll UP bag free!

If you don't already have a consultant serving you, let me tell you **why you will love having ME** as your personal beauty consultant.

Your Consultant

Get the **skin** you love.

discover what you **LOVE™**

Why do you want ^{ME as your} a Mary Kay Consultant?

Here's what I offer my customers:

- A complimentary subscription to **The Look** every three months with free samples of hot new products and a cool gift with purchase.
- Shop online at my website 24/7! Play with color and hairstyles at the Virtual Makeover!
- Free shipping and delivery!
- Birthday discount during the month of your birthday!
- A free Personal Color Appointment every season or whenever you have a special occasion!
- When you support me, you are supporting a local small business.



Please take out your phone and add me to your contact list!
I don't want you to ever lose me!!



Be 100% Confident!

Mary Kay Inc. stands behind its products sold by Mary Kay Independent Beauty Consultants. If for any reason you are not completely satisfied with any Mary Kay product, it will be replaced without charge, exchanged or

How many of you have ever bought something and wanted to return it, but you didn't have the receipt or you didn't return it within the allotted time? Do you have a drawer full of cosmetic buying mistakes? You look in that drawer and you wonder what possessed you to buy that?? Well, with Mary Kay you'll never again have a buying mistake because of our **100% satisfaction guarantee**.

Many of our products have the **Good Housekeeping Seal of Approval**. Does anyone know what the Good Housekeeping Seal of Approval means for a ticket? So, not only do you get the 100% guarantee from Mary Kay, but you also get 100% guarantee from Good Housekeeping. And they are very strict about what products they give that Good Housekeeping Seal of Approval to.

Next: Read about Skinvigorate Brush.

Next: Oil-Free Eye Makeup Remover.

I have found that a lot of women are not taking off their eye makeup at night. Most people go to bed with their makeup on! And I get it...When you have a late night, the last thing you want to do is take off your makeup...until I learned this: You have little natural bugs in your eye lashes called eye mites. They feed off dried mascara, eye shadow and eye liner. If you don't believe me, you can google it. It's very disturbing! Dr. Oz did an entire show on eye mites. So, if you've ever wondered why your brother, your boyfriend or your husband have awesome eye lashes, it's most likely that they aren't leaving mascara, eye shadow or eyeliner on at night. So, an easy, quick way to remove your eye makeup at night is to use our **Oil-Free Eye Makeup Remover**. This was voted on Oprah's O List as the #1 eye makeup remover.

Shake it. You can think of the OFER as a cleanser for your eye area. The guest with the most disgusting cotton pad is going to get an extra ticket! So proudly hold up your cotton pad because we are excited because those nasty eye mites are coming off of your eyes right now! If you have sensitive eyes or wear contacts, you can still use this product.

YOU

SKINVIGORATE™ CLEANSING BRUSH \$50

Removes makeup 85% better than cleansing by hand!

- Starts improving skin's appearance immediately
- Helps polish away the look of past skin damage for a more even-looking complexion.
- Softens the appearance of lines and wrinkles
- The brush allows your skin care products to absorb better and more quickly
- And it helps maximize the instant hydration benefits of your moisturizer
- Makeup applies more easily and evenly



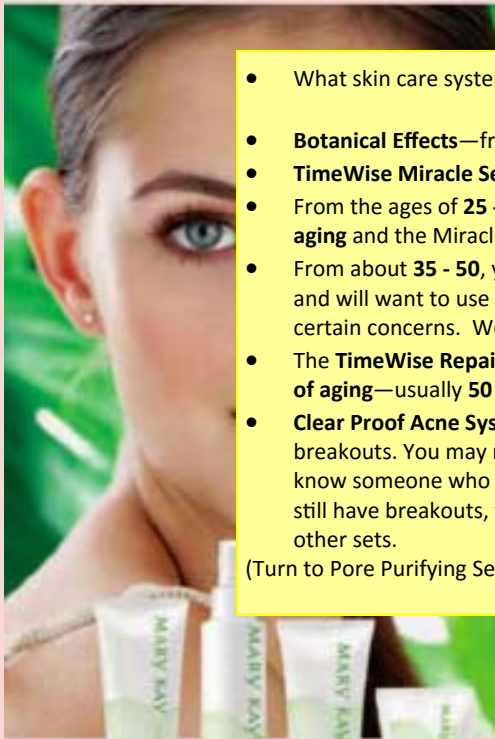
- Set includes:
- Cleansing Brush
 - 2 Brush Heads
 - 2 AA batteries
 - Instruction book

How OLD you ARE is your business! How OLD you LOOK is MINE!

skinCare

for Every Age and Stage

Botanical Effects®
if she's
between 16–25*



- What skin care system fits your needs best?
- **Botanical Effects**—from as young as 12 to about 25
- **TimeWise Miracle Set**—from about 25 - 49.
- From the ages of **25 - around 35**, you may have **early signs of aging** and the Miracle Set is perfect.
- From about **35 - 50**, you'll probably have **moderate signs of aging** and will want to use some of our skin care supplements to target certain concerns. We have amazing "**science in a bottle!**"
- The **TimeWise Repair** set is for those women with **advanced signs of aging**—usually **50 and older**.
- **Clear Proof Acne System** is for **anyone** who experiences breakouts. You may not struggle with acne, but you most likely know someone who does. **If you need anti-aging products**, but still have breakouts, you can use some of these products with our other sets.

(Turn to Pore Purifying Serum page)



\$58
set

And wants products that OFFER:

1. A fresh, simple approach
2. Skin care, but she's not yet concerned about aging
3. Ingredients for sensitive skin
4. Ease on her pocketbook or are "eco chic"

SUGGEST:

Botanical Effects®. With three formulas (dry, normal and oily), it's a simple regimen infused with the goodness of botanicals and personalized to your skin type. It's also hypoallergenic.

TimeWise® Miracle Set®
if she's
between 25–49*



\$95

And wants products that TARGET:

1. Fine lines and wrinkles
2. Improvement in skin resilience
3. Improvement in softer, more supple skin
4. Improvement in more even skin tone

SUGGEST:

- **TimeWise® Miracle Set®.** For **early signs of aging.**
- **TimeWise® Miracle Set®** plus targeted **TimeWise® supplements.** For **moderate signs of aging.**
Adding TimeWise® supplements as needed such as the Microdermabrasion Set, Firming Eye Cream and Replenishing Serum+C® can help women fight the early and moderate signs of aging.

*Add your choice of Mary Kay® foundation from \$18.

TimeWise Repair®
if she's
50-plus*



\$205

And wants products that TARGET:

1. Deep lines and wrinkles, including the eye area
2. Loss of firmness and sagging skin
3. Loss of skin volume
4. Skin crepiness
5. Eye area puffiness and dark circles
6. Wrinkles and crepiness in neck area
7. Age spots and uneven pigmentation
8. Thinning, more fragile skin

SUGGEST:

TimeWise Repair®. This innovative regimen targets common signs of advanced aging. Plus, the patent-pending *Volu-Firm™* complex contained in each product is the key to recovering what has been lost and helps to recapture youthful volume.

Clear Proof™ Acne System
if she/he's
teen years, young adult, or
anyone experiencing
occasional breakouts



\$45
set

And wants products that:

1. Clear blemishes without irritation; help maintain a clear complexion
2. Unclog pores, remove excess oil and leave skin feeling healthier
3. Fade the look of lingering acne spots
4. Control excess oil while helping dramatically reduce the appearance of pores

SUGGEST:

Clear Proof™ Acne System. For anyone experiencing mild to moderate acne. Uses a combination of **salicylic acid** and **benzoyl peroxide** to attack multiple factors that can contribute to acne breakouts. Mild enough to use daily.

The Repair Set is "botox in a box." Lifting Serum is "Spanx for your face."

Go Back in Time and
Lift Away the Years.



Get it all in one
premium set.
Only \$205!
Save \$39 with the
boxed set.

TimeWise Repair

Based on an independent 12-week clinical study after women used the TimeWise Repair regimen, advanced facial analyzer technology showed:

- 91%** had less noticeable deep lines and wrinkles.
- 86%** had skin that looked lifted.
- 98%** had less under-eye puffiness.
- 93%** had more even-toned skin.
- 93%** had a significant improvement in overall appearance.

In the same study, an independent skin measurement expert saw:

- 86%** of women had a decrease in the appearance of average wrinkle length.
- 81%** of women had a decrease in the appearance of average wrinkle width.

TimeWise Repair

Order of Application



Skinvigorate Cleansing Brush, \$50

Oil-Free Eye Makeup Remover, \$15

You can see and feel a difference!

1. (Optional) Remove eye makeup with Oil-Free Eye Makeup Remover.
2. Using a small amount of Foaming Cleanser (about the size of a pea) and water, create a rich lather and massage over face and neck. Rinse well with a warm wet wash cloth. Avoid eye area.
3. Draw an imaginary line down the center of your face. Smooth some of the Lifting Serum on only one side of your face and neck using an upward and outward motion. This will be your “pampered side” for the rest of the facial.
4. Apply Day Cream to both sides of your face.
5. Apply the Night Treatment with Retinol to your throat or elbow, so you can see how it feels.
6. On the “pampered side,” pat Eye Renewal Cream under the eye area and to the brow bone. Avoid the eye lid. If applying eye shadow, you may want to apply only below the eye.
7. Compare sides.

Mary Kay Independent National Sales Director Linda Toupin has used Mary Kay products for 30 years. The picture on the left was taken in 2012. The picture on the right was taken just three months after starting TimeWise Repair.



Results from using Mary Kay's new
TimeWise Repair

Sr. Sales Director Bonny R.



Dull, flat, very dry sagging skin
with dark spots and
deep expression lines

to —————>

Bright moist younger looking skin,
softened jowls,
softened expression lines.
Pretty good for 69% !!!

The Great Eye Cream Experiment

Mary Kay husband, Bill Scott, tried Firming Eye Cream for three months!



Before Eye Cream



Three months later

Bill Scott is the husband of Ind. Senior Sales Director Donna Bayes Scott

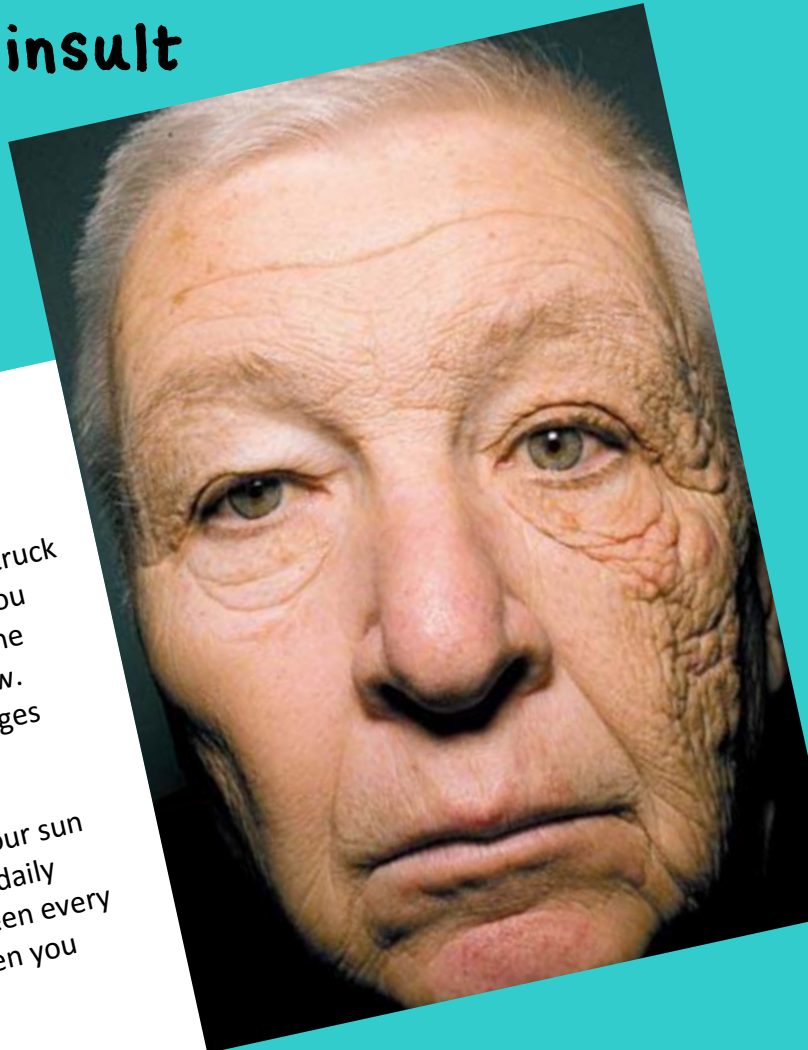
**The Sun is the biggest insult
to your skin!**



The Effects of Sun Damage

This is a picture of a 66-year-old truck driver who drove for 25 years. You can visibly see the damage on the side of his face near the window. Without sun protection, skin ages dramatically.

Did you know that 85% of your sun exposure comes from your daily activities? Wearing sunscreen every day protects your skin when you need it most!



Does More...Fewer Steps

TimeWise Repair Volu-Firm Set



(If they are going to sample the Miracle Set...)

Today, you'll be using the Miracle Set, but when you find you're targeting a ton of concerns with multiple products, you'll know it's time to move to the TW Repair Set.

The TimeWise Miracle Set is the only four step system on the market today that delivers these 11 age-defying benefits. (read them and benefits found on next page)

TimeWise Repair does the work of **FIFTEEN** of Mary Kay's great products!



TimeWise Repair replaces these products valued at \$433.

TimeWise Miracle Set

Put these 11 age-defying benefits to work for you today:

Cleanse, exfoliate, freshen, energize, hydrate, smooth, firm, soften, protect, rebuild and reduce fine lines and wrinkles.

TimeWise Miracle Set, \$95
Save \$13 when purchasing as a set.



Remember that we talked about the Good Housekeeping Seal of Approval?

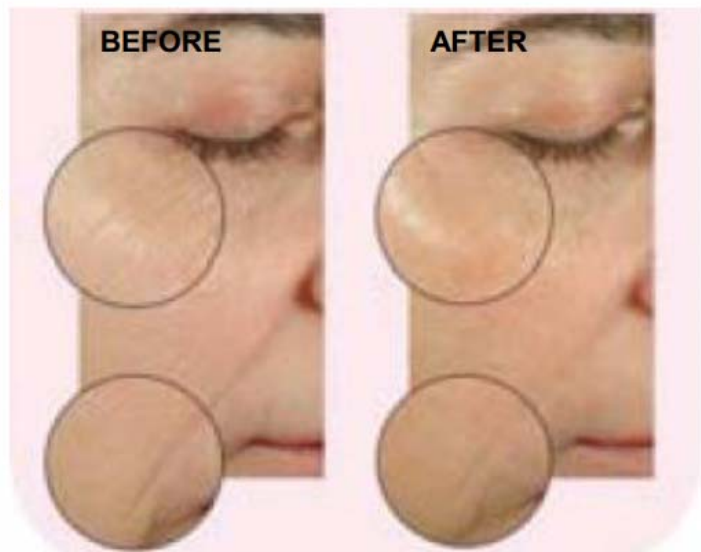
Mary Kay tested this system and made the claims we see here. The Good Housekeeping company retested all of these products to see if they got the same results.

And the fact that they DID get the same results gave us the Good Housekeeping Seal of Approval—our products do exactly what they say they will do.



Benefits of Miracle Set® as seen by a dermatologist in a 12-week clinical study:

- 83% had a reduction in fine lines and wrinkles.
- Up to 25% improvement in skin elasticity.
- 100% had softer, more supple skin.
- 46% improvement in more even skin tone.



TIMEWISE

MICRODERMABRASION PLUS SET



- STEP 1** **REFINE** reduces the appearance of pores by effectively removing the dead skin cells that naturally form inside and around the outer edge of every pore.
- STEP 2** **PORE MINIMIZER** provides a daily defense against the look of enlarged pores. It leaves skin feeling nourished

TimeWise Microdermabrasion Set, \$55

This at-home microderm set uses the same exfoliating ingredient that many dermatologists use. It's designed to work in tandem with our other *TimeWise* products. So you can have long-term benefits of the *TimeWise Miracle Set*, as well as immediate results, with this quick, two-step set.

MICRODERMABRASION has long been the secret to beautiful skin. It is an extra exfoliation process that effectively removes the dead skin cells that naturally build up on the skin and cause a dull appearance.

TIMEWISE FIRMING EYE CREAM

The skin around the eye is the thinnest, most delicate skin on the face.



- Firms
- Brightens
- Provides intense moisturization
- Minimizes the appearance of fine lines and wrinkles.

TimeWise Firming Eye Cream, \$32

THE ULTIMATE MIRACLE SET

Order of Application



The TimeWise
Miracle Set

+



TimeWise
Microdermabrasion Plus Set

+



TimeWise
Firming Eye

=

The Ultimate
Miracle Set
to a younger-
looking you!

See and Feel the Difference!



1. (Optional) Remove eye makeup with **Oil-Free Eye Makeup Remover**. \$15  \$50
2. **Cleanser**—Apply **TimeWise® 3-In-1 Cleanser** to a wet face and neck. Add extra water to enhance lather. Remove with a warm, wet cloth.
3. **Microdermabrasion**—Splash water on 1/2 of your face. Using **Step 1 Refine**, massage on 1/2 of your face, (we'll call this side your “pampered side”) making sure your face is wet as you massage. Massage for approximately 1 minute and rinse. Pat dry.
4. Follow with **Step 2 Pore Minimizer** on the same side of your face. By doing 1/2 of your face, you can compare the two sides and see results.
5. Now apply **TimeWise Night Solution** on the “pampered side” of your face. Let it dry. Follow with **TimeWise Day Solution** on the pampered side, right on top of Night Solution. Normally you would only use Day Solution in the morning and Night Solution at night.
6. **Moisturize**—Using **TimeWise Age-Fighting Moisturizer**, apply to both sides of your face and throat.
7. **Eye Cream**—Apply Firming Eye Cream to the eye on the pampered side. Gently apply it around the eye area. If you're applying eye shadow, only apply below the eye.

On the “pampered side” you have the complete **Ultimate Miracle Set**. On the other side you have the **TimeWise Basic Set**. Can you feel the difference in the two sides of your face?

Don't you love the way your face feels after using Mary Kay's Ultimate Miracle Set? These products are formulated to give you the healthier, younger-looking skin we all want.

Power Up Your Skin Care Routine.

Fight the signs of early-to-moderate aging with these targeted problem solvers.

CONCERN:

SOLUTION:

Large pores and redness?



Significantly reduces the visible number of pores* and gives you close-up-confident skin.

- Comforts skin and reduces the appearance of redness.
- See a visibly smoother-, flawless-looking complexion.

TimeWise Pore Minimizer, \$27

Who here has some **skin care concerns**, such as **dark spots or crow's feet**? You'll find some of our **problem solvers** on these two pages.

These are the **supplements** that work with any of our skin care sets to help **fight the signs of early to moderate aging**.

(use their profile card to refer them to the concerns they marked on the card.)

At your **Personal Color Appt** we can try some of these products that you might be interested in.

Crow's-feet showing up around your eyes?

Firming

TimeWise Firming Eye Cream, \$32

Has your skin lost firmness and tone?



Give collagen a boost and help skin bounce back so skin looks lifted and firmed.

TimeWise Replenishing Serum+C, \$56

Target deep wrinkles where you need it most.

- Targeted formula immediately fills in deep wrinkles and helps improve their appearance over time.
- Deep wrinkles appear to be visibly plumped.
- Deep wrinkles are targeted by retinol.
- 100% of women showed an improvement in the appearance of wrinkle severity.



TimeWise Repair Volu-Fill Deep Wrinkle Filler, \$45

Aging, dry, stressed-out skin with visible pores

- Get 10 skin-renewing benefits in 10 pampering minutes!
- Softens
 - Instantly hydrates
 - Firms
 - Locks in moisture
 - Purifies
 - De-stresses
 - Nourishes
 - Minimizes pores



TimeWise Moisture Renewing Gel Mask, \$22

Power Up Your Skin Care Routine

CONCERN:

Lack of radiance



Pampers, softens and brightens in one step. Skin looks immediately more radiant plus feels soft and moisturized.

SOLUTION:

TimeWise Even Complexion Mask, \$22

Reduce the look of dark spots

This lightweight serum helps reduce the appearance of past damage and dramatically reduces the look of dark spots.



TimeWise® Even Complexion Dark Spot Reducer, \$40

Evens the natural skin tone on the face and neck.



Helps reduce the appearance of dark spots and freckles to restore skin's natural, even tone. And, it is clinically shown

TimeWise Targeted-Even Complexion Essence, \$37

Controls shine for at least eight hours.

- Instantly absorbs oil.
- Controls shine for at least eight hours.
- Hypoallergenic.



Mary Kay Oil Mattifier, \$16

Dry, untoned skin all over the body



Get skin that's firmed, toned, defined and hydrated for 24 hours! Formulated to fortify your skin's support structure, helping to firm, tone and tighten.

After four weeks, 3 out of 4 women said their skin looked toned.

TimeWise Body Targeted-Action Toning Lotion, \$30

Mary Kay®

Botanical EFFECTS™ SKIN CARE

\$58

is a simple
regimen

infused with the goodness of botanicals personalized to help each skin type bring out its healthy radiance.



it's what **your**
skin craves.

Simple. Fresh. Tailored to you.

The Mary Kay® Botanical Effects™ Skin Care regimen is just that. Infused with the goodness of botanicals, it's personalized to your skin type to bring out your skin's healthy radiance.

- Takes dry, dull skin to soft, hydrated happiness.
- Gives normal skin newfound freshness.
- Shows oily skin who's boss, saying, "so long to shine."
- Perfect for sensitive skin.
- Price is easy on your budget.

Available in:



Dry



Normal



Oily

Nine out of 10 women agree – skin looks healthy!*

That's what they said in a one-week study. Here's what else they're saying about this simple, sensitive skin care solution:

88% said it leaves skin feeling nourished.

86% said it revitalizes skin.

83% said it enhances skin's natural beauty.

*Results reported during a one-week independent consumer study

Gentle on the Planet

- Each of the tube sleeves – Cleanse, Hydrate, Mask – contains 50 percent post-consumer resin (PCR) material.
- The caps use one-third less plastic than traditional flip-top caps.
- The freshen bottle is recyclable**.
- The cartons, made from 100 percent post-consumer content as well as Forest Stewardship Council®-certified material, can be recycled.**

BOTANICAL EFFECTS

Order of Application



Skinvigate Cleansing Brush, \$50

Oil-Free Eye Makeup Remover, \$15

1. (Optional) Remove eye makeup with the **Oil-Free Eye Makeup Remover**.
2. **Cleanse**—Apply **Botanical Effects Cleanse** to a wet face and neck. Remove with a warm, wet cloth.
3. **Mask**—Draw an imaginary line down the center of your face and apply **Botanical Effects Mask** to just one side of your face, avoiding the eye and mouth area. We'll call this your “pampered side.” This will allow you to see and feel the difference in the two sides. Leave on for 10 minutes, remove with warm water and a facial cloth.
4. **Freshen**—Follow with **Botanical Effects Freshen** on the same side of your face, avoiding the eye and mouth. By doing 1/2 of your face, you can compare and see results.
5. **Hydrate**—Now apply **Botanical Effects Hydrate** to both sides of your clean face and neck, using upward strokes.
6. **Eye Cream**—Apply the sample of Eye Cream to the eye on the pampered side. Gently apply it around the eye area.

On the “pampered side” you have the complete **Botanical Effects Skin Care System**. On the other side you have the **Cleanse and Hydrate**. Can you feel the difference in the two sides of your face?

***Botanical Effects™** skin care is a simple regimen designed to help your skin achieve healthy balance. Every product contains a special botanical complex - featuring silymarin and Luo Han Guo - to help defend against environmental damage and help promote healthy skin.*

Clear Proof Acne System

See clearer skin in just 7 days

3 out of 4 people would switch to Clear Proof Acne System.



\$45
For the four-product set.
Save 14!
Also sold separately

Who's It For?

- Teens
- Anyone with mild to moderate acne
- Young adults
- Women 40+ experiencing acne for the first time or with recurring acne

Benefits

- Clears blemishes without irritation; helps maintain a clear complexion.
- Unclogs pores, removes excess oil and leaves skin feeling healthier.
- Fades look of lingering acne spots.
- Controls excess oil while helping to dramatically reduce the appearance of pores.
- Uses a combination of salicylic acid and benzoyl peroxide to attack multiple factors that can contribute to acne breakouts.
- Is mild enough to use daily. Skin looks and feels healthier without an uncomfortable tight feeling.
- Shown effective on teens to people in their 50s, males and females, different ethnicities.

STEPS

- 1. Clear Proof Clarifying Gel \$16**
 Deep cleans skin to penetrate and clear pores. Gently removes dirt, oil and complexion dulling impurities. **Contains 2% salicylic acid.**
- 2. Clear Proof Blemish Control Toner, \$15**
 Tones without over-drying. Cleanses skin and helps control shine. Leaves skin soft. **Contains 2% salicylic acid.**
- 3. Clear Proof Acne Treatment Gel, \$10**
 Helps clear up pimples fast while helping prevent new ones from forming. Helps fade acne scars. **Contains 5% benzoyl peroxide.**
- 4. Clear Proof Oil-Free Moisturizer for Acne-Prone Skin, \$18**
 Replenishes moisture to provide balanced hydration. Helps control excess oil, leaving skin with a matte finish.

CLEAR PROOF ACNE SYSTEM

Order of Application



Before picture taken in November 2013.
After picture taken March 2014.



Skinvigate Cleansing
Brush, \$50

Oil-Free Eye Makeup
Remover, \$15

Morning and Evening Routine (or up to 3 X per day)

1. (Optional) Remove eye makeup with **Oil-Free Eye Makeup Remover**.
2. Apply the Clarifying Cleansing Gel to a wet face, cleanse well, and rinse thoroughly with a warm, wet wash cloth.
3. Moisten cotton ball with Blemish Control Toner and apply to entire affected area.
4. (Optional) Apply Pore-Purifying Serum to the affected area. This additional product adds acne-fighting power to the Clearproof Acne System.
5. Apply Acne Treatment Gel to the affected area.
6. Smooth Oil-Free Moisturizer for Acne-Prone Skin over the entire face.

CLEAR UP PIMPLES FAST!

That's what 8 out of 10 people said in an independent consumer study. Here's what else they had to say.

- 84% My complexion looks clearer.
- 77% Helps clear up pimples better than what I've been using.
- 82% Reduces the severity of acne blemishes.
- 80% Fades the look of lingering acne spots.
- 85% Minimizes the appearance of pores.



For more Acne-Fighting Power.

Add NEW *Clear Proof* Pore-Purifying Serum to the regimen .

- Helps to clear existing blemishes and helps prevent new ones from forming.
- Helps minimize the appearance of pores and reduces shine.
- Translucent, leave-on serum contains 2% salicylic acid.

Do any of you have large pores? Or do you occasionally have a breakout here or there?

The **Pore-Purifying Serum** is a “miracle-worker!!”

- Not only will it give **added punch** to the Acne System, but it is for anyone at any age who suffers from occasional acne.
- It works with all of our skin care sets.
- It also helps **minimize the appearance of pores** and reduces shine.
- It's used right after cleanser and toner. If you're not using a freshener, then you apply it right after cleanser.

Clear Proof Pore-Purifying Serum, \$17

“REAL RESULTS”

Clear Proof Acne System 12-week clinical study.

76% Improvement in overall number of blemishes



Clear Proof Acne System plus Pore-Purifying Serum 12-week clinical study.

85% Improvement in overall number of blemishes



Flawless Finish

A Wardrobe of Foundations



Foundation Primer, \$18

This lightweight gel glides on easily to fill in imperfections and dries quickly to a matte finish to create the perfect canvas for a flawless foundation application that enhances foundation benefits and extends wear.

Apply it immediately after moisturizer.



Mary Kay Concealer, \$12

Mary Kay® Concealer is the perfect solution to discreetly hide blemishes and little imperfections.

Today we are using _____ foundation.

As you can see, we offer **6 types of foundation**, so at your **Personal Color Appointment**, you are welcome to **try a different one**, if you like.

(optional) **Take picture after foundation for Virtual Makeover!**



TimeWise Luminous-Wear Liquid Foundation, \$22

- Age-fighting formula: Skin instantly



TimeWise Matte-Wear Liquid Foundation, \$22



Liquid Foundation Brush, \$10



Translucent Powder, \$16 Powder Brush, \$16



Mary Kay Mineral Powder Foundation, \$20

- Lines and wrinkles seem to disappear
- Weightless, skin-perfecting powder that controls shine
- For all skin types
- Natural or matte finish, 12 shades
- **Mineral Foundation Brush, \$10**



Mary Kay CC Cream, \$20

- Acts like makeup, but formulated like skin care
- Broad Spectrum Sunscreen SPF 15
- So light-weight, you'll think you're wearing nothing
- Protects, brightens, corrects, minimizes redness, conceals, hydrates, reduces visible signs of aging, and defends



Medium-Coverage Foundation, \$18

- Controls excess oil for up to 8 hours
- Oil-free
- Light-weight liquid foundation



Endless Performance Crème-to-Powder Foundation, \$18

- Heat- and humidity-resistant.
- Appears fresh for 12 hours
- Evens out skin tone, then dries to a soft, powdery, matte finish.
- Minimizes the appearance of pores



Mary Kay Facial Highlighting Pen, \$18

- Lifts shadowy areas of the face with light-reflecting pigments
- Diminishes small imperfections
- Skin looks brighter and more even
- Will not settle in fine lines

Dash Out the Door

Quick Glamour Look

- Do any of you rush out the door in the mornings? Would you like a “Dash Out the Door” Look?
- At your **Personal Color Appointment**, I’ll have a **special color** look that will be created just for you. But today, I want you to pretend that you have just **five minutes** to get your face on before you have to **dash out the door!**
- Point out the glamour samples they’ll be using.
- So, five minute to Dash out the Door. It’s a Face Race! Get ready, get set, go!
- Eye Color
- Cheek Color
- Mascara (you give them wand with mascara on it. No double dipping!)
- Lip Gloss

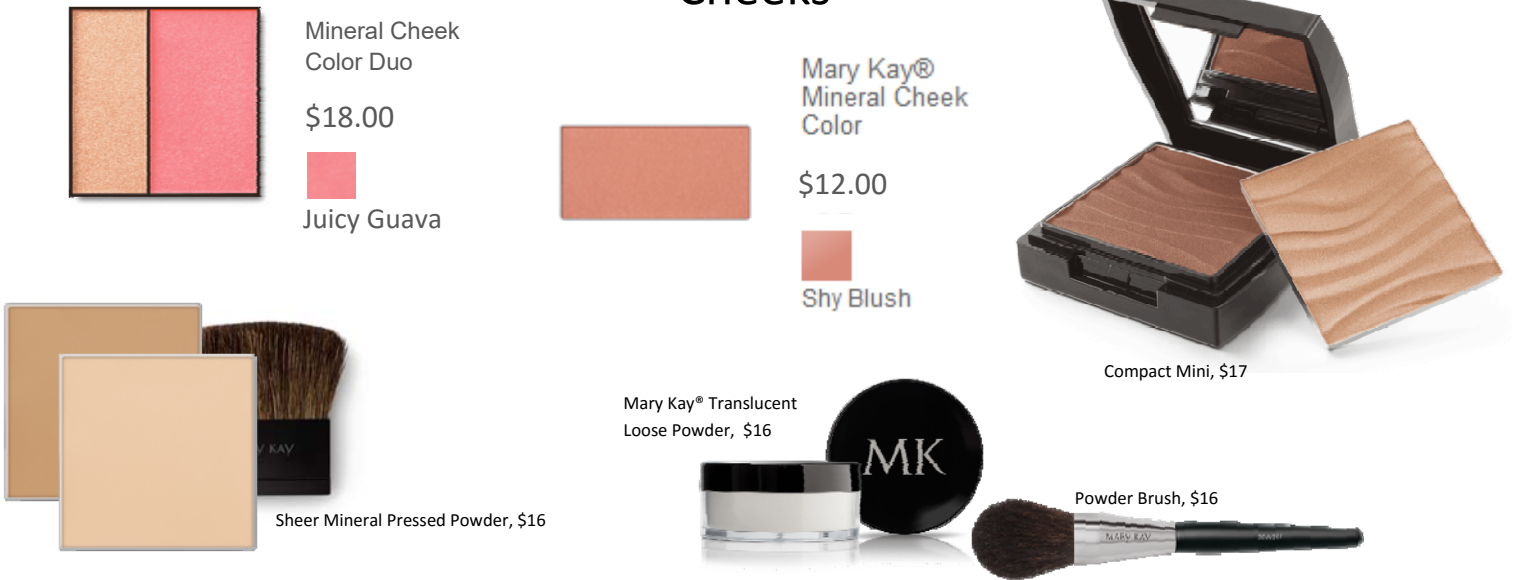
Eye Primer



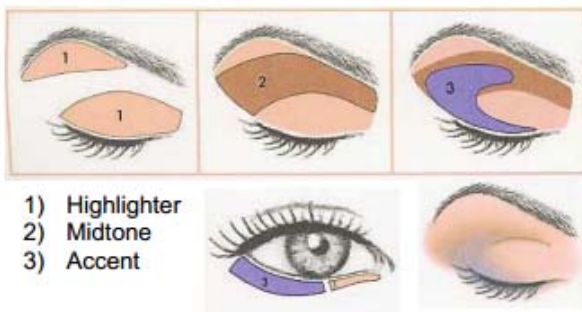
Eyes



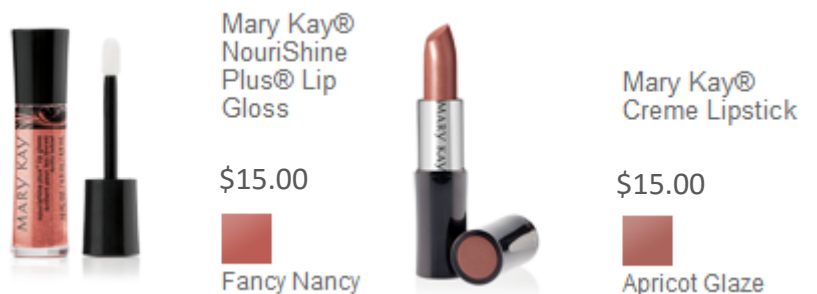
Cheeks



Eye Shadow Application



Lips



A Wardrobe of Mascara



Lash Love Mascara

- Contains vitamin E
- Helps moisturize
- Strengthen
- Condition lashes

Lashes appear fuller, lifted, and multiplied.

\$15

Also available:

- Ultimate Mascara
- Lash Love Lengthening Mascara
- Waterproof Mascara
- Lash Primer
- Lash & Brow Building Serum

Luscious Satin Lips

Apply mascara (no double dipping) Then apply Satin Lip Mask.

Hand out the **Fabulous Game** while Satin Lips Mask is drying.

- Oh my gosh! While the mask is drying, we get to play a fabulous game for some prizes. Here's the deal.
- I'm giving you a sheet and you have the opportunity to **nominate** women in your life to receive a fabulous pampering package.
- And, in order for you to nominate them, here's what I need you to do. When you think of those people you are writing down, when their name pops in your head, I want you to think..."oh wow, she's fabulous!"
- And if you think, "yeah, she's fabulous," then you can write her name down on your paper.
- And, if they happen to be someone who is under appreciated, under pampered, and under paid, you know what? They'll even appreciate it more that you're inviting them and you're thinking of them.
- So go ahead and start writing down the names of your fabulous friends and family members, and I'll be so excited to with some pampering packages.
- The first one to 20 names gets a fabulous prize!

I work by referrals only. The nicest compliment you can pay me is to recommend me to your friends.

You may gift a free pampering session and makeover to your girlfriends. Write down the names and numbers of...

- ◇ The nicest girls you know who do everything for everyone else
- ◇ Girls who never take time for themselves.

The Gift of





When I joined Mary Kay, my director challenged me to “Discover What I Loved” about this business. At the time, I didn’t really know much about the company, except that I loved their products. So I’d like to share a few of the things I discovered that really impressed me.

First of all, I learned that Mary Kay actually founded the company on two main philosophies: God first, Family second, and Mary Kay third. Wouldn’t you agree that’s an unusual philosophy? She said that in that order, everything works. Out of that order, nothing works.

And then, she built the company on the Golden Rule. Do unto others as you’d have someone do unto you. Don’t you love that?!

what you
LOVE™

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 I love my business!

And this, too!

I love the tax advantages I get for owning my own business. Just like the store downtown, but I have my business without all that overhead. It's sure helped on our taxes.

I appreciate the fact that I don't have any quotas to meet. With my busy family, that is important to me. I work my business around my family without worrying about meeting a quota.

And I love having no territories. I have customers and team members all across the US.



Tax Advantages
for owning my own
home-based business.



No Quotas



No Territories

Recognition

I love the recognition we receive in Mary Kay. Here I am at Seminar being treated as if I'm Miss America! And I love the diamond ring that I received, too!

This sure isn't the way I was recognized when I did a good job at teaching school!!



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!

Oh my gosh! I've earned so many prizes from Mary Kay! We have the Star Consultant program where we can earn a beautiful prize every 3 months.

(Clip the current prize you are working on to this page and show them.)

This is what I'm working on this quarter.

The girl in the blue is my friend, Julie, signing for her new free car. When we earn a free car, we only have to sign in a couple of places at the dealership! The tag is already on the car and it's full of gas! What a deal!!



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



We can earn trips around the world.



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

Girlfriends, Fun, and Flexibility



Set My Own
Schedule

And work from home

I also love the girlfriends, the fun we have, and the flexibility. These are pictures of my friends.

Because I'm my own boss, I get to set my own schedule and work when I choose—from home!

My main goal was to be a work-from-home mom, so I could be there when my kids got home from school. Sure, they had day care when I held parties, but most of the time they were with me.

I also love that I get to work with my family—my sister-in-law, my cousin, my daughter, and my niece are all in Mary Kay. We have so much fun together and so much in common with Mary Kay.

Oh! And travel! It is so much fun attending events with my Mary Kay girlfriends!



Work with family.



My Biz!

I have found that I love playing in the makeup with people like you. My customers have become my new friends and I love it!

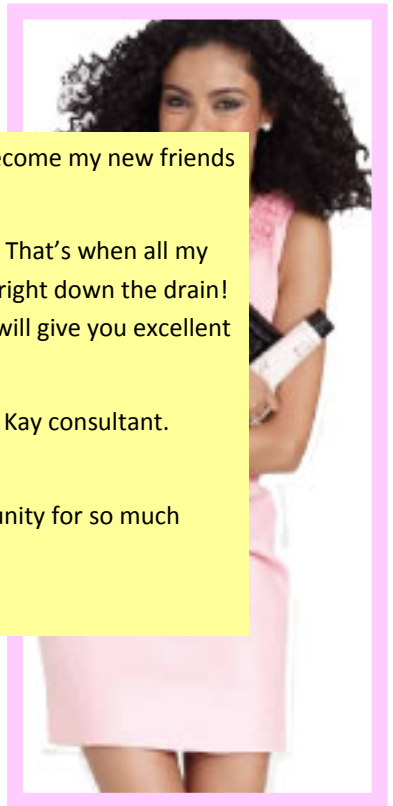
And, about 8 or 9 pm every night, give or take an hour or two, it's Mary Kay Happy Hour!! That's when all my customers wash their faces for the evening and all that wonderful Mary Kay makeup runs right down the drain! And, because they love it so much, they reorder more!! I love my reorder customers and will give you excellent customer service!!

And, I love the fact that I get my personal products at my cost! It's a perk for being a Mary Kay consultant. Everyone else pays retail, but we get it at wholesale! Yea!

I didn't know what I was doing when I started, but I love the fact that we have the opportunity for so much training. Everything from online education to meetings and workshops.



I'm a
Party Girl!



I love doing facials and parties!
I get to play in makeup with one or more ladies and it is so much fun!

Mary Kay Happy Hour!!
It happens every night when my customers remove their makeup and it washes down the drain! They'll need more!

Yea! My own product at cost!
As a Mary Kay consultant I can fund my own makeup habit!



Access to training and the company from any device!



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



Great hands-on glamour training by International Makeup Artist Robert Jones.



DonnaBayerScott

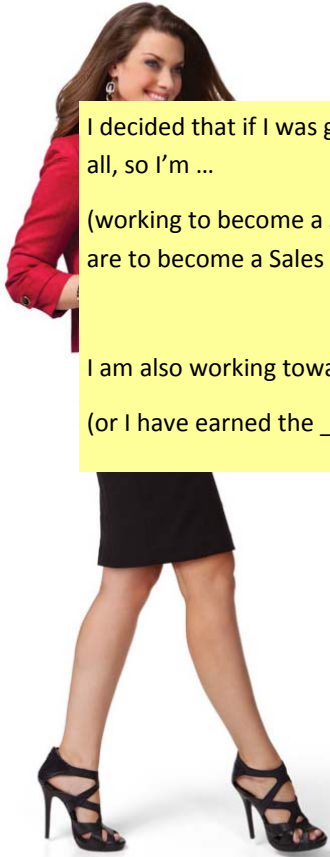
Advancement

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

Star Team Builder

Sales Director

National Sales Director

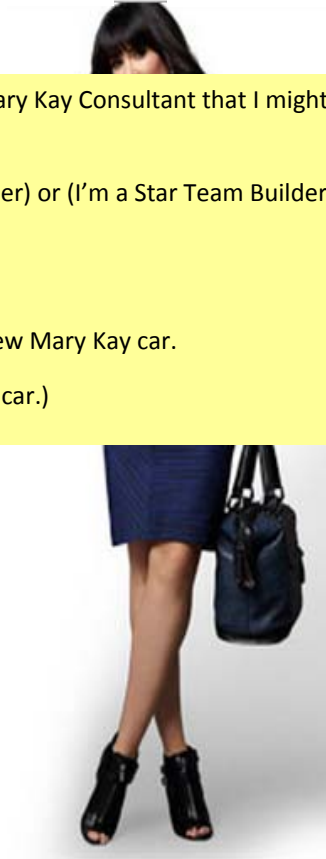


I decided that if I was going to be a Mary Kay Consultant that I might as well go for it all, so I'm ...

(working to become a Star Team Builder) or (I'm a Star Team Builder and my plans are to become a Sales Director) ...etc.

I am also working toward my brand new Mary Kay car.

(or I have earned the _____ career car.)



Sharing our business with three or more women promotes us to the position of Star Team Builder, then Team Leader and on to Future Director.

A Future Director can promote herself to the position of Independent Sales Director when she meets sharing and sales goals.

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



Who Could Use a New Car?

A consultant can begin earning her first free car as soon as she has shared the Mary Kay career with 5 or more people. There is no requirement for minimum time in the business. It could be next week!

Income advisory statement

Date: 2/17/2014

Year **2013** ▼

Tax Year 2013
Last Updated: 1/23/2014

B263 / P10038
Nancy Dove

One of the big attractions to me for joining Mary Kay was the money that could be made. I was so excited to learn that women, just like me, were making "Girl's Size Paychecks!"

I didn't make this much in a month as a school teacher, plus I had to be at the job every day, all day long, so I was excited about the financial possibilities.

Here are a few of my girlfriends and their highest checks for a month.

COMBINED US COMMISSIONS		
	DEC 12	9,064.78
	JAN 13	6,650.53
Combined US Commissions includes applicable Recruiter.	FEB 13	6,580.37
Director and NSD Commissions and applicable Bonus compensation.	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
<p>OK...do you want to see some really big money? Take a look at this!</p> <p>Com She's retired now, but Pat made over \$900,000 in 2006! And that didn't include any of her sales.</p>	JAN 06	\$77,045.56
	FEB 06	\$61,414.13
	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	
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!



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

Weekly Accomplishment Sheets

Debbie Busch Phone No. _____

Donna Independent Sales Director Name

6/28 Week Ending Date Page ___ of ___

But Hey, I'm not there yet! It gives me something to dream about, \$900,000 a year, but right now, here's more my reality!
 Here's a couple of examples of weekly sales from a couple of my busy friends.
 In both examples, they worked between 5 and 6 hours per week and made over \$80 per hour.
 Before Mary Kay, I thought the only people that made that kind of hourly wage had illegal jobs!!

Busy mom,
 Works full time at J-O-B

NAME	NO. OF ORDERS	NO. OF BOOKINGS	NO. OF SKIN CARE SETS SOLD (BASIC, TIMEWISE, VELOCITY)	SKIN CARE CLASSES/FACIALS	ON THE GO APPOINTMENTS	SALES (LESS TAX)				SALES TAX	HOSTESS GIFTS/ GWP AT COST* (SECTION 2)	PRODUCT GIVEN AWAY AT SUGG. RETAIL (SECTION 1)	NON-RECOVERED SALES TAX		
						ONLINE/ PERSONAL WEB SITE ORDERS	SHOWS (TRUNK SHOWS, COLLECTION PREVIOUS, ETC.)	BROCHURE/ PREF. CUST. PROGRAM/ MISC. SALES/ REORDERS	REORDER/ MISC. SALES						
Kim P.	1								119.00						
Wendy P.	1								57.50						
	6	3	671						24.00			60			
THIS WEEK'S TOTAL															
5 5 11 4 789													238.50		
YEAR-TO-DATE TOTAL															
NEW TOTAL															

Week's Activity Recap

3 Potential Team Members Interviewed
 1 Number of New Team Members
 3 Number of Appointments for Next Week
 4 Number of Skin Care Sets Sold
 \$ 789 Skin Care Classes/Facials
 \$ On The Go Appointments
 \$ Online/Personal Web Site Orders
 \$ Shows (Trunk Shows, Collection Previews, etc.)
 \$ 238.50 Brochure/Pref. Cust. Program Sales/Reorders
 \$ 1027.50 Weekly Sales Total Less Tax

Orders Submitted to Company this Week

Section I wholesale \$14.00

Estimated Weekly Gross Profit

Weekly Sales Total Less Tax \$ 1027.50
 x .40 = \$ 411.00
 Estimated Weekly Gross Profit \$ 616.50

Deposit total amount collected in business account. It is suggested to allow 60 percent of sales for product replacement; 40 percent is profit less other business expenses.

WEEKLY SALES TOTAL (LESS TAX) \$ 1027.50 **YEAR-TO-DATE SALES TOTAL (LESS TAX)** _____

Worked 5 hours and made \$82.20 per hour!!

Weekly Accomplishment Sheet

Tona Pinnick Phone No. _____ Donna Bayes Scott Director Name 8/16/2014 Week Ending Date

DAY AND TIME	Customer Name	TIME SPENT (HRS)	# Calls/ Guests Incl. Hostess	NO. OF ORDERS	NO. OF BOOKINGS	NO. OF BASICS SOLD	FULL Retail Amt Products Delivered	RETAIL Product Given Away (SECT 1)	\$ Subtotal Collected (w/o TAX)			60% BUSINESS COST				
									SKIN CARE CLASS	FACIAL	Reorders/ PCP/ Misc. Sales	SECT 2 Gifts at COG	\$2.5% FULL Retail Amt (Incl. sect 2)	SALES TAX	2.5% PCP & Misc. Exp	5% Travel & Educ
Aug-11	Rubin	0.5		1			\$ 88.00				\$ 88.00	\$ 46.20	\$ 4.40	\$ 2.20	\$ 4.40	
Aug-11	Kerry	1		1	1	1	\$ 78.00		\$ 78.00			\$ 40.95	\$ 3.90	\$ 1.95	\$ 3.90	
Aug-12	See	0.5		1			\$ 22.00			\$ 22.00		\$ 11.55	\$ 1.10	\$ 0.55	\$ 1.10	
Aug-13	Marilyn	2.5	4	6	2	4	\$ 992.00	\$ 90.00	\$ 902.00			\$ 520.80	\$ 49.60	\$ 24.80	\$ 49.60	
Aug-14	Paula	1.5		1	1	1	\$ 351.00		\$ 351.00			\$ 184.28	\$ 17.55	\$ 8.78	\$ 17.55	
Aug-15	Stacy	0.5				1	\$ 15.00			\$ 15.00		\$ 7.88	\$ 0.75	\$ 0.38	\$ 0.75	
THIS WEEK'S TOTAL		6.5	4	9	4	7	\$ 1,546.00	\$ 90.00	\$ 902.00	\$ 429.00	\$ 125.00	\$ -	\$ 811.65	\$ 77.30	\$ 38.65	\$ 77.30
Previous YEAR-TO-DATE TOTAL													Prev PCP/TRAVEL			
NEW YEAR-TO-DATE TOTAL		6.5	4	9	4	7	\$ 1,546.00	\$ 90.00	\$ 902.00	\$ 429.00	\$ 125.00	\$ -	New PCP/TRAVEL	\$ 38.65	\$ 77.30	

Retired, but watches grandkids
 Working this as a business

Worked 6 1/2 hours and made \$81.29 per hour!!

Weekly Activity Recap

5 Number of Interviews
 1 Number of New Recruits
 1 Number of Classes
 2 Number of Facials
 7 Number of Basics Sold
 4 Number of Bookings
 \$ 1,577.00 Total Class/Facial Sales
 \$ 125.00 Total Reorder/PCP/Misc. \$

Sales % (Face \$/Faces)
 Booking % (appts/attempts)
 Recruit % (new/interviews)

IPA's (Income Producing Activities)

1 Skin Care Class (3 faces-\$100+ sales)
 2 Facials (\$100+ sales)
 1 Reorder/Misc Sales (1 per \$100)
 1 Interview (questionnaire completed)
 2 Basics
 1 Guest/Model (listens to Marketing)
 1 7 New Contacts (name/phone)
 1 1 New Team Member
 1 2 New Bookings (not res. booked)
 3 \$100+ Sales in a Day
13 Total IPA's for the week

5 IPA's/WK-PART-TIME 10 IPA's/WK-FULL-TIME 15 IPA's/WK-CAR WINNER!!

WEEKLY SALES TOTAL (total sales w/o tax) \$ 1,456.00
WEEKLY SALES TOTAL (w/ tax) \$ 1,456.00
REORDER COST (w/ tax) \$ 888.95
REORDER COST (w/ tax) \$ 888.95
MONTH-TO-DATE SALES TOTAL \$ 1,456.00
YEAR-TO-DATE SALES TOTAL \$ 1,456.00

Estimated Weekly Gross Profit

Weekly Sales Total (w/o tax) \$ 1,456.00
 MINUS 60% Retail (w/o tax) \$ 927.60
 EQUALS Estimated Profit \$ 528.40
 \$ 528.40 / 6.5 Hours = \$81.29 Hourly Rate

Consider Your Options

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

<p>CLIENT Loves the products. Appreciates EXCELLENT service. Willing to pay FULL price.</p>	<p>PARTY GIRL Loves the products. Likes steals, deals, and discounts. Shares me with family and friends.</p>	<p>BUSINESS PARTNER 50% OFF for as long as you choose. Extra income, unlimited potential. More fun, freedom, and flexibility.</p>
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2. Do you have the three qualities it takes to be a BUSINESS PARTNER?

<p>Honesty and Integrity</p>	<p>Love for people</p>	<p>Work Ethic</p>
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3. You have three options after your Starter Kit arrives. Which is better for you?

<p>AMBASSADOR Loves the products. Shops wholesale for herself at a 50% discount. Sells to friends and family.</p>	<p>PART-TIME Loves the products. Builds a small customer base by doing a few parties and facials a month. Gets her own products at wholesale.</p>	<p>WORK it as a BUSINESS 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.</p>
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You

Before we finish our party today, I want to tell you what I'm looking for. Maybe you'll fit into one of these three categories.

1. Maybe you've fallen in love with our products and you want to be a client. (read about client)
2. Or, hopefully, you'll be one of my party girls (read about party girl)
3. Or, best yet, you'll decide to become a business partner with me and share in all the perks that come with that! (read)

Read Question 2 & 3 and the rest of the boxes

OK, how would you like to earn some extra tickets? You can earn 3 extra tickets for each question you ask me about the business. Who has a question?

So, you could purchase \$100 in products today or you could spend \$100 and buy a business!

Only

- Consultant G
- Datebook
- Start Somethi
- Start Earning Now Magazine
- Miracles Happen Book
- Ready, Set, Sell Inventory Options Brochure

\$446
retail value!
(with TimeWise Liquid Foundations)
Full-Size Retail Product



rewards!



- 6 Botanical Effects Cleanse Formula 2 (Normal)
- 6 Botanical Effects Moisturize Formula 2 (Normal)
- 6 Botanical Effects Freshen Formula 2 (Normal)
- 6 Botanical Effects Mask Formula 2 (Normal)

Let's Review...

Read **Let's Review** and **2 to 3 minutes Tops!** (while reviewing, actually take the products and show them the order of use.)



Tonight, before bedtime, you'll...

- ⇒ First, cleanse
- ⇒ Depending upon your set, you'll use the appropriate serums or fresheners
- ⇒ Next, you'll moisturize
- ⇒ Finish with eye cream

In the morning, you'll...

- ⇒ Cleanse
- ⇒ Use appropriate serums or fresheners
- ⇒ Moisturize
- ⇒ Eye Cream
- ⇒ Then as much foundation and color as you choose.

2 to 3 minutes, **TOPS!**

2 or 3 minutes in the morning and
2 or 3 minutes in the evening for a
lifetime of beautiful skin!

You'll receive an order of
application card.

At your Personal Color Appt, we can adjust any products that may need to be tweaked. OK...it's compliment time!



Compliment Time!

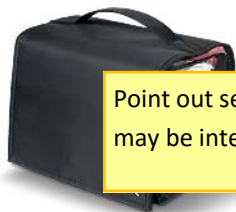
- Fluff your hair
- Hold your mirror at arms length and say "Ummm, I look good!"
- What do you like best about your look?

Everyone Wants To Know...

1. How do Mary Kay products come?
2. When can I get them?
3. How much are they?

Thank you so much for your time and attention today. I've had so much fun sharing these products with you.





Point out sets they tried or may be interested in.

Create-A-Roll-Up

MARY KAY® The #1 Best Selling Brand



Miracle Set (counts as 2 sets)

TimeWise® Miracle Set.....\$95

Basic Set.....\$44
 -TimeWise 3-in-1 Cleanser or Bar.....\$20
 -TimeWise Age-Fighting Moisturizer.....\$24

Day & Night Set...\$64
 -Day Solution with Sunscreen SPF 35.....\$32
 -Night Solution.....\$32

Miracle Set With Foundation
 -With Mineral Powder Foundation and Mineral Powder Brush.....\$125
 -With Liquid Foundation.....\$117
 -With CC Cream.....\$115
 -With Medium-Coverage.....\$113
 -With Crème-to-Powder.....\$113



Repair Set (counts as 4 sets)

TimeWise® Repair.....\$205

-Volu-Firm Foaming Cleanser.....\$28
 -Volu-Firm Lifting Serum.....\$70
 -Volu-Firm Day Cream Sunscreen.....\$52
 -Volu-Firm Night Treatment with Retinol.....\$52
 -Volu-Firm Eye Renewal Cream...\$42

Repair Set With Foundation
 -With Mineral Powder Foundation and Mineral Powder Brush.....\$235
 -With Liquid Foundation.....\$227
 -With CC Cream.....\$225
 -With Medium-Coverage.....\$223
 -With Crème-to-Powder.....\$223



Botanical Effects Set

Botanical Effects.....\$58

-Cleanse.....\$14
 -Mask.....\$14
 -Freshen.....\$14
 -Hydrate.....\$16

Botanical Set With Foundation
 -With Mineral Powder Foundation and Mineral Powder Brush.....\$88
 -With Liquid Foundation.....\$80
 -With CC Cream.....\$78
 -With Medium-Coverage.....\$76
 -With Crème-to-Powder.....\$76



Ultimate Miracle Set

Age-Defying Set.....\$87

-Microdermabrasion Plus Set.....\$55
 TimeWise Microdermabrasion Plus Set
 -Step One: Refine....\$32
 -Step Two: Pore Minimizer...\$27
 -TimeWise Firming Eye Cream ...\$32



Cleansing Brush

Skinvigorate Cleansing Brush...\$50

-Includes
 -Cleaning Brush
 -Two Brush Heads
 -Two AA Batteries

-Replacement Heads (2).....\$15




Clear Proof Acne Set

Clear Proof Acne System.....\$45

-Clarifying Cleansing Gel.....\$16
 -Blemish Control Toner.....\$15
 -Acne Treatment Gel.....\$10
 -Oil-Free Moisturizer for Acne-Prone Skin...\$18

-With Pore-Purifying Serum.....\$62
 -Add Medium-Coverage Foundation.....\$18



Satin Set

Satin Hands and Lips.....\$53

-Satin Hands Pampering Set....\$35
 -Satin Lips Set.....\$18



Dash Out the Door

Mineral Set.....\$87

-Mary Kay Compact Mini.....\$17
 -Mary Kay Mineral Eye Colors (3).....\$8 each
 -Mary Kay Mineral Cheek Color...\$12
 -Compact Cheek Brush....\$2
 -Eye Applicators.....\$2
 -Choice of Mascara.....\$15
 -Lip Gloss.....\$15



Dash Out the Door

Cream Set.....\$81

-Choice of Mascara.....\$15
 -Cream Eye Shadow (2).....\$14
 -Bronzer or Cheek Duo Compact...\$35
 -Compact Cheek Brush....\$2
 -Lip Gloss....\$15



Receive a **FREE** Travel Roll-up Bag

Choose any **4 or more sets** to create your roll-up.

Travel Roll-up Bag.....\$35



Brush Collection

Mary Kay Brush Collection.....\$55



Skin Care products not included.

Necessities Set

Necessities Set.....\$71

-Oil-Free Eye Makeup Remover...\$15
 -Foundation Primer.....\$18
 -Translucent Powder.....\$16
 -Concealer.....\$12
 -Concealer Brush....\$10



What Can I Put In Your Bag?

I have 4 questions for you, so please take your profile cards and on the back, in the section that says for Independent Beauty Consultant Use Only, number from 1 - 4. Answer the four questions for another ticket.

1. If money were no object, what 4 sets would you like to put in your Free roll up Bag?
2. At your Personal Color Appt, when you share it with two girlfriends who are over 18 and not working with another Mary Kay consultant, you get to pick out another set on this sheet or \$50 in free products. Which set would you choose for free at your second appointment?
3. When you choose to share that second appointment with 5 girlfriends, instead of just two, who are over 18 and not working with another Mary Kay consultant, then you get to pick out another set for free. So, go ahead and write down the second set you'd like for free at your second appt.
4. I am in Leadership training and would love to get your opinion of our business. Would you be open to helping me with my training? Write down either a, b, or c. A) Yes! I would love to hear about the business. I'm actually curious! B) Sure! I would love to help you with your training, I'm not interested, but I don't mind helping! C) No, I'm not interested and don't have time to help.

Read Below: "Now what I'd love to do...."

Here's Your Goodie Bag!

- Now what I'd love to do is take a few minutes to meet with each of you individually.
- We can talk about any questions you may have about which products make the most sense for you.
- I'd love to see you leave here today with an age-fighting skin care routine that you're confident in.
- And a scheduled time for a Personal Color Appointment to see how those products are working for you.
- Plus a chance to play in more color as we do your Personal Color Look.
- I also want to give you your Goodie Bag.
- But first, let's take a minute to mark down all the products you tried today, so you have a list to take home.

(Give each a "Products I Tried Today" sheet. Go around the table and tell each lady the products she used.)



Who's in a hurry and wants to go first?

Customize Your Color Look!

EYES



Mary Kay® Mineral Eye Color, \$8, .05 oz.
Long-lasting shades. Mineral-based formula. Intense color.
(All shades are shimmer except as noted.)

**matte shades



Mary Kay® Cream Eye Color, \$14, .15 oz. Long-wearing (for up to 10 hours). Wear as a primer under mineral eye color or alone.



Mary Kay® Lash & Brow Building Serum®, \$36, .15 fl. oz. Improves the overall appearance of lashes; leaves brows looking healthier.



Mary Kay® Lash Primer, \$15, .28 oz. Intensifies lash volume and creates longer-looking lashes.



DEFINITION



Lash Love® Mascara, \$15, .28 oz.

WATERPROOF DEFINITION



Lash Love® Waterproof Mascara, \$15, .28 oz.

LENGTH



Lash Love® Lengthening Mascara, \$15, .28 oz.

VOLUME



Mary Kay® Ultimate Mascara™, \$15, .28 oz.

Mary Kay® Gel Eyeliner With Expandable Brush Applicator, \$18, .15 oz.



jet black

Mary Kay® Brow Gel, \$10, .27 fl. oz.
Clear gel keeps brows in place.



Mary Kay® Eyeliner, \$12, .01 oz.



Mary Kay® Brow Definer Pencil, \$11, .04 oz.
A creamy, long-wearing, waterproof formula.



Mechanical Mary Kay® Brow Liner, \$11, .01 oz.
This blonde shade flatters most everyone, from blonde to brown brows.



LIPS / CHEEKS

SATIN SHEEN

True Dimensions® Lipstick, \$18, .11 oz.
It's like a color-infused fountain of youth for your lips.



SHIMMER SHINE

True Dimensions® Sheer Lipstick, \$18, .11 oz.
The formula you love in sheer color options.



SATIN FINISH



Mary Kay® Creme Lipstick, \$15, .13 oz.
Rich, stay-true color with a satin finish.



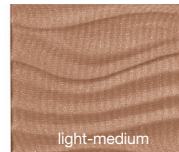
HIGH-SHINE FINISH



Mary Kay® NouriShine Plus® Lip Gloss, \$15, .15 fl. oz.
Fortified with vitamin E and a vitamin C derivative plus plant-derived minerals.



Mary Kay® Mineral Cheek Color, \$12, .18 oz.
Buildable, fade-resistant color that looks great on all skin tones.



Mary Kay® Bronzing Powder, \$18, .3 oz.
Get that just-back-from-the-beach look anytime.



Mary Kay® Lip Liner, \$12, .01 oz.
A waterproof, long-wearing, age-fighting formula.

Mary Kay® Mineral Cheek Color Duo, \$18, .08 oz.
Perfect for creating a radiant, healthy glow.



All prices are suggested retail.

MARY KAY

And Finally,

Private Consultation

- Did you have **fun**?
- How does your **skin feel**?
- What was your **favorite part**? Great!
- (If you didn't do it around the table...) Let me take a minute to **mark all the products** you tried today so you have a record of them. (in back of beauty book or the Products I Tried Today sheet)
- **Are you as excited** about the way your skin looks and feels as I think you are?
- Well, **you know your situation** a whole lot better than I do, whatever works for you is fine with me.
- Would you prefer to **splurge** and **take advantage** of our **free Roll-up** and choose a few sets, or do you need to be **more conservative** and just **begin** with the (Miracle Set or whatever skin care set they used). (Give her time to think.)
- (Fill out ticket.)
- Is there anything else you'd like to purchase today? (remind her of all she tried)
- How would you like to handle it? (CC, cash, check)
 - (Sack up products while she is getting her money out.)
 - (Complete the transaction)
- How soon can we get your **Personal Color Appointment scheduled**?—Is weekend or week day better for you? (set date and time)
- It's just as easy for me to do **4 or 5 faces** at once. Is there any reason why you couldn't **share your Personal Color Appointment** with a few girlfriends? (maybe the ones on the back of the profile?)
- (give her a Hostess Packet)
- I have one more thing to ask you. Would you, in your wildest dreams, ever consider **doing something like Mary Kay**?
 - I think you'd be great.
 - Would you like to **take some information** home with you?
 - Let me ask you this, would you be willing to **hear how we make our money** over a cup of coffee or coke?
 - I get credit every week for having people sit down with my sales director. And I will give you one free item of your choice just to have you sit down with my director for my training. You don't have to be interested in Mary Kay at all, but I've got to get my training in for my free car. Would you allow me to schedule a time for us to meet with my director for my training?
 - (set up a time within the next 24 hours to go over the marketing information.)
- **(Optional...if she says no to meeting your director.)**
 - I have a "Listen for a Lip Gloss" program you might be interested in.
 - Take a look at these ladies. (from the Listen for a Lip Gloss flyer)
 - **Which** of these ladies do you relate to the most?
 - If you listen to their short recorded call, I can give you a free lip gloss.
 - Would you like to **listen for a lip gloss**?
 - (**write down** the phone number and extension number on her paper work so that she has it)
 - **Will you be able to listen** yet this evening or tomorrow?
 - If you **call me after you've listened**, I'll ask you a couple questions about what you learned and make sure you get your lip gloss.
- Give her a **Goodie Bag**.
- Do **drawing from tickets** before you leave!