

# The **rewards** go on and on!



Your Ready, Set, Sell! bonus is just the beginning of the many rewards you can earn building a strong customer base and maintaining consistent retail sales as a Mary Kay Independent Beauty Consultant. For example, consider setting your goal to be a Star Consultant every quarter. Through the Star Consultant program, you can choose from a new selection of exclusive items, jewelry, electronics and more. Plus, you can qualify for the Ladder of Success jewelry.

Reference the *Star Consultant* brochure or go to [www.marykayintouch.com](http://www.marykayintouch.com) for details. Consider talking to your Independent Sales Director about tips on achieving your retail selling goals and the programs that can earn you rewards and recognition throughout the year.

So as you keep going – and growing – in your business, set your sights on all the exciting opportunities Mary Kay offers to make your continued success very rewarding!

June 16, 2008 – June 15, 2009

# ready, set, **sell!**



Inventory Options for  
**New Consultants**

# Welcome!

(A \$113.50 value – yours **FREE!**)

We want to welcome you with a **fabulous FREE gift.** Place a minimum order now, and you can receive your special signature look.



## Reserve your free gift online today!

- Your free signature look will arrive with your first order.\* So place it today.
- To create your look, just join the Mary Kay InTouch® Community at [www.marykayintouch.com](http://www.marykayintouch.com) and complete the brief interactive questionnaire.
- If you choose not to fill out the questionnaire, you'll receive a signature look that complements all skin tones and eye colors.
- You can place your orders online, by phone or by mail.



\*A minimum wholesale Section 1 order of \$600 or above must be received and accepted by the Company within 15 calendar days of when the Independent Beauty Consultant Agreement is received and accepted by the Company. Sales tax is required on the actual suggested retail value of the gift. Suggested retail values can be found in the latest issue of Applause® magazine and through the LearnMK® section of the Mary Kay InTouch® Web site. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.

# Make smart inventory decisions

Purchasing inventory is an individual decision, and it's certainly not a requirement for you to begin your Mary Kay business. We always recommend that you determine what activity level you plan to pursue in your Mary Kay business. Then, if appropriate for your personal circumstances, invest in a level of inventory that supports that activity. Inside this brochure, you'll find an **Inventory Worksheet** that is designed to help you determine your ideal inventory investment. Your Independent Sales Director also can be a great resource in helping you select the inventory option that's right for you.

Here are a few reasons you may choose to have inventory:

- You can provide **immediate delivery of product to your customers**. It's good customer service to have product on hand at the time your customer wants it.
- You can receive a **free bonus of top-selling products** based on the inventory amount you choose.
- You can even get the **Travel Roll-Up Bag – free**. It's designed to hold the popular product sets you sell.
- You can receive **well-deserved recognition and prizes** for your commitment to success.



# New Consultant Product Bonus guidelines

When you order this amount:

You can get this:

| Initial Wholesale Section 1 Order | = | Suggested Retail Value | + | New Consultant Product Bonus: Suggested Retail Value* | Star Consultant Gemstone and Contest Prize** |
|-----------------------------------|---|------------------------|---|---|--|
| \$3,600                           |   | \$7,200                |   | over \$600  | Emerald                                      |
| \$3,000                           |   | \$6,000                |   | over \$500  | Diamond                                      |
| \$2,400                           |   | \$4,800                |   | over \$400  | Ruby   |
| \$1,800                           |   | \$3,600                |   | over \$300  | Sapphire                                     |
| \$1,200                           |   | \$2,400                |   | over \$200  |  |
| \$600                             |   | \$1,200                |   | over \$100  |  |

\*Current bonus values can be found in each quarterly Applause® magazine under "Ready, Set, Sell! Bonus Values."

\*\*Once you achieve \$1,800 in wholesale Section 1 orders received and accepted by the Company in a contest quarter, you are eligible for the Ladder of Success pin, one gemstone and a contest prize. See the Star Consultant brochure for complete details.

- An Independent Beauty Consultant's initial order with the Company must equal \$600 or more in wholesale Section 1 products to be eligible.
- The initial order must be received and accepted by the Company in the same or following calendar month that the Independent Beauty Consultant Agreement is received and accepted by the Company.
- We reserve the right to substitute product of equal or greater value if necessary.
- Sales tax is required on the suggested retail value of the Section 1 products included in the bonus (Ready, Set, Sell! and the free signature look). Please include the actual value of the bonus in the total amount subject to sales tax on the Consultant order form.

When you order this amount: **\$3,600** wholesale



**SAMPLE ONLY!** You choose the products to order.

Get your business off to a powerful start with \$3,600 wholesale inventory. It gives you:

- \$7,200 suggested retail product for \$3,600 wholesale
- Plus the product bonus and recognition shown on the following page.

Products shown represent approximately \$3,600 wholesale inventory. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.

you can get this **product bonus** valued at over **\$600** retail.\*

To qualify, your order must be received and accepted by the Company in the same or following calendar month as your Independent Beauty Consultant Agreement.

Three Ultimate Miracle Sets  
One Satin Set



Four Travel Roll-Up Bags

One Mary Kay Auto-biography



### Incentives and Recognition:

As a Star Consultant, you can proudly announce your award-winning performance with the Ladder of Success pin. An inventory purchase of this amount can earn you an **emerald** star! See the *Star Consultant* brochure for prizes and incentives like jewelry, accessories and electronics you can earn. And remember, once you're a Star Consultant and you have a Mary Kay® Personal Web Site, your name will be included in the first search tier of the Consultant Locator for the following quarter. That way potential customers who call 1-800-MARY KAY or search online at [www.marykay.com](http://www.marykay.com) for an Independent Beauty Consultant in their area can be referred to you!

\*Sales tax is required on the suggested retail value of the Section 1 products in the bonus. Suggested retail values can be found through the LearnMK™ section of the Mary Kay InTouch™ Web site.



Rewards are for representation only and are subject to change.

When you order this amount: **\$3,000** wholesale



**SAMPLE ONLY!** You choose the products to order.

Make a smart business decision with \$3,000 wholesale inventory and you get:

- \$6,000 suggested retail product for \$3,000 wholesale
- Plus the product bonus and recognition shown on the following page.

Products shown represent approximately \$3,000 wholesale inventory. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.

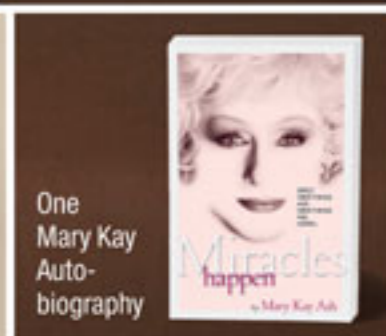
you can get this **product bonus** valued at over **\$500** retail.\*

To qualify, your order must be received and accepted by the Company in the same or following calendar month as your Independent Beauty Consultant Agreement.

Two Ultimate Miracle Sets  
One Miracle Set  
One Satin Set



Three Travel Roll-Up Bags



One Mary Kay Auto-biography

### Incentives and Recognition:

As a Star Consultant, you can proudly announce your award-winning performance with the Ladder of Success pin. An inventory purchase of this amount can earn you a **diamond** star! See the *Star Consultant* brochure for prizes and incentives like jewelry, accessories and electronics you can earn. And remember, once you're a Star Consultant and you have a Mary Kay® Personal Web Site, your name will be included in the first search tier of the Consultant Locator for the following quarter. That way potential customers who call 1-800-MARY KAY or search online at [www.marykay.com](http://www.marykay.com) for an Independent Beauty Consultant in their area can be referred to you!

\*Sales tax is required on the suggested retail value of the Section 1 products in the bonus. Suggested retail values can be found through the LearnMK™ section of the Mary Kay InTouch™ Web site.



Rewards are for representation only and are subject to change.

When you order this amount: **\$2,400** wholesale



**SAMPLE ONLY!** You choose the products to order.

Jump-start your business with \$2,400 wholesale inventory and get:

- \$4,800 suggested retail product for \$2,400 wholesale
- Plus the product bonus and recognition shown on the following page.

Products shown represent approximately \$2,400 wholesale inventory. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.

you can get this **product bonus** valued at over **\$400** retail.\*

To qualify, your order must be received and accepted by the Company in the same or following calendar month as your Independent Beauty Consultant Agreement.

- One Ultimate Miracle Set
- One Satin Set
- One Miracle Set
- One Anti-Aging Set



Two Travel Roll-Up Bags



One Mary Kay Auto-biography

### Incentives and Recognition:

As a Star Consultant, you can proudly announce your award-winning performance with the Ladder of Success pin. An inventory purchase of this amount can earn you a **ruby** star! See the *Star Consultant* brochure for prizes and incentives like jewelry, accessories and electronics you can earn. And remember, once you're a Star Consultant and you have a Mary Kay® Personal Web Site, your name will be included in the first search tier of the Consultant Locator for the following quarter. That way potential customers who call 1-800-MARY KAY or search online at [www.marykay.com](http://www.marykay.com) for an Independent Beauty Consultant in their area can be referred to you!

\*Sales tax is required on the suggested retail value of the Section 1 products in the bonus. Suggested retail values can be found through the LearnMK™ section of the Mary Kay InTouch™ Web site.



Rewards are for representation only and are subject to change.

When you order this amount: **\$1,800** wholesale



**SAMPLE ONLY!** You choose the products to order.

You're off to a fantastic start with \$1,800 wholesale inventory. It gives you:

- \$3,600 suggested retail product for \$1,800 wholesale
- Plus the product bonus and recognition shown on the following page.

Products shown represent approximately \$1,800 wholesale inventory. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.

you can get this **product bonus** valued at over **\$300** retail.\*

To qualify, your order must be received and accepted by the Company in the same or following calendar month as your Independent Beauty Consultant Agreement.

- One Ultimate Miracle Set
- One Satin Set
- One TimeWise® Basic Set
- One Satin Lips® Set



**Incentives and Recognition:**

As a Star Consultant, you can proudly announce your award-winning performance with the Ladder of Success pin. An inventory purchase of this amount can earn you a **sapphire** star! See the *Star Consultant* brochure for prizes and incentives like jewelry, accessories and electronics you can earn. And remember, once you're a Star Consultant and you have a Mary Kay® Personal Web Site, your name will be included in the first search tier of the Consultant Locator for the following quarter. That way potential customers who call 1-800-MARY KAY or search online at [www.marykay.com](http://www.marykay.com) for an Independent Beauty Consultant in their area can be referred to you!

\*Sales tax is required on the suggested retail value of the Section 1 products in the bonus. Suggested retail values can be found through the LearnMK™ section of the Mary Kay InTouch™ Web site.



When you order this amount: **\$1,200** wholesale



**SAMPLE ONLY!** You choose the products to order.

Start building your inventory and customer base with \$1,200 wholesale inventory and these features:

- \$2,400 suggested retail product for \$1,200 wholesale
- Plus the product bonus shown on the right.

Products shown represent approximately \$1,200 wholesale inventory. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.

you can get this **product bonus** valued at over **\$200** retail.\*

To qualify, your order must be received and accepted by the Company in the same or following calendar month as your Independent Beauty Consultant Agreement.

\*Sales tax is required on the suggested retail value of the Section 1 products in the bonus. Suggested retail values can be found in the latest issue of Applause® magazine and through the LearnMK® section of the Mary Kay InTouch® Web site.



One Miracle Set  
One TimeWise® Basic Set  
One Satin Set

Products shown are a visual representation of an approximate product mix, volume and quantity. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.



One Mary Kay  
Autobiography



One Travel Roll-Up Bag

When you order this amount: **\$600** wholesale



**SAMPLE ONLY!** You choose the products to order.

Get off to a great start with \$600 wholesale inventory and get:

- \$1,200 suggested retail product for \$600 wholesale
- Plus the product bonus shown on the right.

Products shown represent approximately \$600 wholesale inventory. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.

you can get this **product bonus** valued at over **\$100** retail.\*

To qualify, your order must be received and accepted by the Company in the same or following calendar month as your Independent Beauty Consultant Agreement.

\*Sales tax is required on the suggested retail value of the Section 1 products in the bonus. Suggested retail values can be found in the latest issue of Applause® magazine and through the LearnMK® section of the Mary Kay InTouch® Web site.



One Miracle Set

Products shown are a visual representation of an approximate product mix, volume and quantity. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.



One Mary Kay  
Autobiography



One Travel Roll-Up Bag