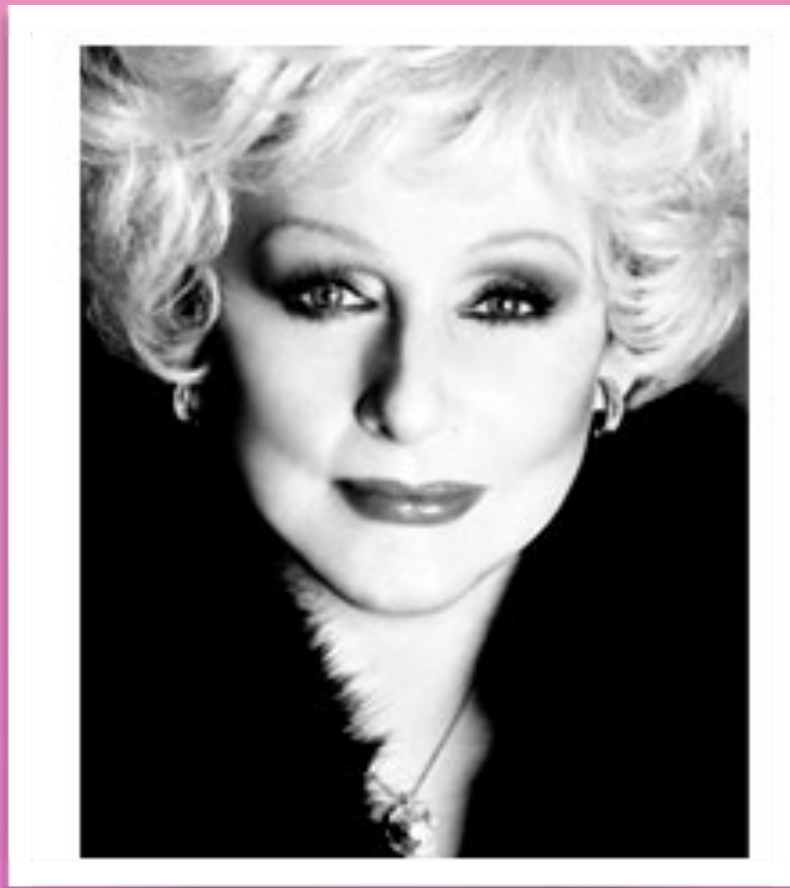


Welcome to the world of.....

Mary Kay
COSMETICS



America's Best Selling Brand of
Skin Care and Color Cosmetics

Thank you for listening and helping me reach my goal!

The Agenda:

1. I'm going to ask you to tell me a little about yourself.
2. I'm going to share with you some information about me.
3. I'm going to share some information about Mary Kay.
4. AND...I will ask you if Mary Kay is something that you would like to try.

Things to keep in mind:

1. Mary Kay may or may not be for you, but please listen with an open mind.
2. No question is off limits, so please don't hesitate to ask me anything that you need to know to help you make your decision.
3. Once you have heard this information, you will be in a great place to make an educated decision, and help others understand our business plan,
4. AND...if you cannot make a decision today, please spend the next 24 hours really thinking if this might benefit your life. I truly believe that if you are a little bit interested, you must give this a try to see if it's right for your life!

So let's get started.....

1. Tell me a little about yourself....(family, job, hobbies, etc.....)
2. What puts a smile on your face?
3. Tell me about a time when you felt successful. What did you like most about that?
4. Fast-forward a year —what unfulfilled dream would you like to have come true that you're not living now? Where are you with achieving that goal?

Now let me tell you a little about myself.....



Why so many women.....
Look at a Mary Kay Career!



7 reasons to begin **YOUR**
Mary Kay Career!



1

Company Philosophy

Insert your family picture here

Faith 1st, Family 2nd, and Career 3rd!!!

2

The Products Sell Themselves



Mary Kay Products are....

- * #1 in Customer Loyalty with Brand Keys Award
- * Recognized with "Good Housekeeping Award"
- * 100% Customer Guaranteed
- * Try Before You Buy
- * Made in USA by Mary Kay, Inc.
- * Consumable
- * Recession Proof
- * Not Animal Tested
- * High Quality Research



3

Money

MARY KAY INC.
16251 DALLAS PARKWAY
P.O. BOX 799045
DALLAS, TX 75379-9045
PHONE 972/687-4400

NON NEGOTIABLE

MO	DAY	YR
12	31	13

PAY EXACTLY

7,871

DOLLARS

32

CENTS

\$7,871.32

PAY TO THE
ORDER OF

G556/J41068
SONYA GOINS
11857 Aspenwood Dr
Moundville AL 35474

Total check for the
month of December

NON NEGOTIABLE

Main Avenues of Income:

1. Skin Care Classes and Facials
2. Reorders
3. Team-Building
4. Car
5. Directorship

A Consultant averages between \$25-\$75 per hour!



How It Works

We set up a store in our home



We buy at one price and sell for double



We purchase products directly from Mary Kay



One Wholesaler
Mary Kay, Inc.

TO

One Retailer
MK Consultant

4

Flexibility= No Quotas OR Territories

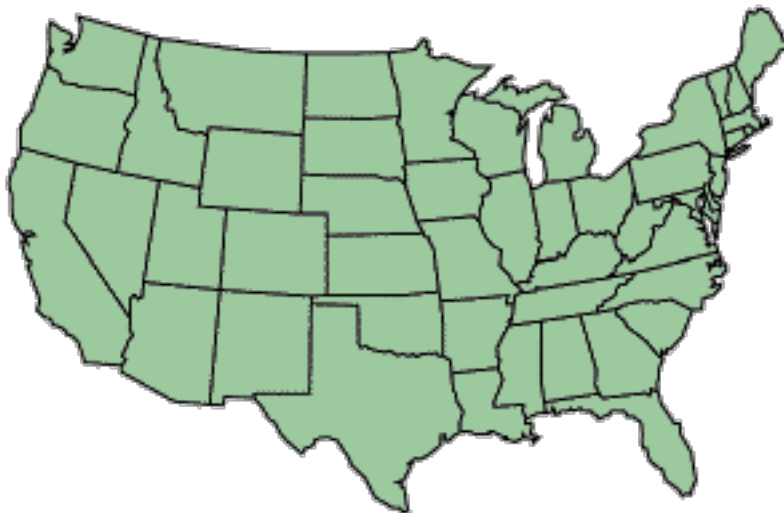
As a self-employed Mary Kay consultant



You don't have to punch a time clock!! You choose your own hours!!!!

You are your own boss...
We teach you to work Mary Kay into your current lifestyle!

You can sell & team build anywhere in the United States including Puerto Rico and Guam



5

Prizes, Awards & Recognition



6

Tax Benefits

You could be entitled to deductions...

- * Car Expenses–Mileage
- * Telephone
- * Supplies
- * Gifts and Demo Items
- * Postage
- * Office in Home
- * Mary Kay Related Travel



No Risk Inventory

90% Buyback for
Consultants



7

Personal Growth

- *Self-confidence
- *Challenge and purpose
- *Development of new skills
- *Positive non-risk environment
- *Encouragement
- *Satisfaction from helping others
- *New friends
- *Maintain and approve appearance





Would you like to try?

Here's How to Get Started Today!

- * Say "YES!"
- * Order your Starter Kit for \$100 (\$400 value)
- * Attend Local Training
- * Make a list of your first practice appointments.



Start Something Beautiful.

A Mary Kay business can be yours!

