

Ready Set Sell BONUS for New Consultants!

| WHOLESALE ORDER | DEPARTMENTS & RETAIL VALUE | COLOR 101 GIFT | READY SET SELL BONUS BUNDLES | BizBUILDER BUCKS CREDIT | TOTAL FREE PRODUCT & CREDIT | TOTAL RETAIL ORDER | TOTAL INVESTMENT |
|---|--------------------------------|--|--------------------------------|--|-----------------------------|--------------------|---|
|  Emerald \$4200 | FULL Store \$8400 | (Must be placed w/in 1 st 15 days) \$115 | 6 \$620 Retail Value | (credit redeemed on next order) \$125 | \$860 | \$9135 | \$5000 <small>(figures include avg. interest/taxes/shipping)</small> |
|  Emerald \$3600 | 6 Departments \$7200 | \$115 | 6 \$620 Retail Value | \$125 | \$860 | \$7935 | \$4400 |
|  Diamond \$3000 | 5 Departments \$6000 | \$115 | 5 \$525 Retail Value | \$100 | \$740 | \$6640 | \$3600 |
|  Ruby \$2400 | 4 Departments \$4800 | \$115 | 4 \$430 Retail Value | \$80 | \$625 | \$5345 | \$3000 |
|  Sapphire \$1800 | 3 Departments \$3600 | \$115 | 3 \$335 Retail Value | \$50 | \$500 | \$4050 | \$2300 |
| \$1200 | \$2400 | \$115 | 2 \$210 Retail Value | \$35 | \$360 | \$2725 | \$1600 |
| \$600 | \$1200 | \$115 | 1 \$115 Retail Value | \$15 | \$245 | \$1430 | \$800 |

CD 2.12

Product Bundles

Color 101



TimeWise® Skin Care Bundle



TimeWise Repair™ Volu-Firm™ Foaming Cleanser & Night Treatment Bundle



TimeWise Repair™ Volu-Firm™ Day Cream & Eye Renewal Cream Bundle



Mary Kay® Color Bundle



Mary Kay® Favorites Bundle




























Botanicals Cleanse & Hydrate Skin Care Bundle



Botanicals Freshen & Mask Skin Care Bundle



Inventory Planning

| LEVEL of INVENTORY | Number of DEPARTMENTS | Skin Care & Color Lines | | | Specialty Line Products | | | |
|---|-----------------------|-------------------------|-----------------|---------------------|---|---|---|---|
| | | SKIN CARE | SUPPLEMENTS | COLOR | FRAGRANCE | BODY CARE | MEN'S | LIMITED EDITION |
|  Emerald \$4200 | FULL Store | FULL Department | FULL Department | FULL Department |  |  |  |  |
|  Emerald \$3600 | 6 | FULL Department | FULL Department | FULL Department |  |  |  |  |
|  Diamond \$3000 | 5 | FULL Department | FULL Department | FULL Department |  |  |  |  |
|  Ruby \$2400 | 4 | FULL Department | FULL Department | Most Popular Colors |  |  |  |  |
|  Sapphire \$1800 | 3 | FULL Department | FULL Department | Limited Colors |  |  |  |  |

Benefits of an Inventory

On the spot delivery provides customers with instant buying gratification.

Product availability provides a higher level of customer service and promotes a greater depth of customer loyalty.

A full stock of inventory provides a consultant with an ideal selling environment and an immediate paycheck.

Inventory on your shelf supports effective time management.