



MARY KAY®

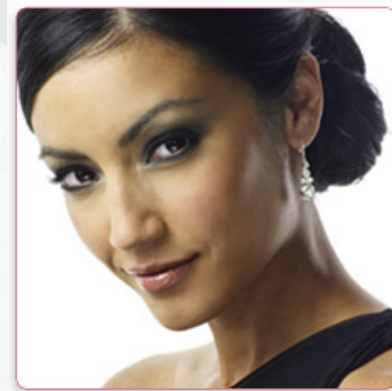
Imagine^{the} Possibilities

Answering your questions about a Mary Kay business

pink changing lives™



America's Best Selling Brand
Is Looking For
Quality Women



Global Headquarters Dallas, TX



Our Agenda for Today... .

- I'll have you tell me about yourself.
- I'll tell you about me.
- I'll tell you about Mary Kay.
- I'll ask for your opinion.



Tell Me A Little Bit About Yourself

- Job, Family, Fun, Past Jobs—Goal for 5 years.
- What do you know about Mary Kay? Use products?
- What would you do with extra money?



A Little About Me and My Mary Kay Career

Why I joined Mary Kay and why I love doing what I do.

- Flexibility
- Extra Money
- Unlimited Earnings
- Prizes and Recognition
- Self-Confidence
- Tax Advantages
- Rapid Advancement



Our Credible Company



- Founded in 1963 by Mary Kay Ash
- #One of the largest direct sellers of skin care and color cosmetics in the world.
- Over 1.8 Million Independent Sales Force members in 35 markets Worldwide



- Over \$2.4 Billion in Wholesale Sales
- Over 120,000 Mary Kay Consultants have earned the use of a Career Car since 1969



- No Animal Testing
- Mary Kay's Business Model has been shared at the collegiate level, including Harvard Business School
- Our Mission is to "Enrich Women's Lives"

pink changing lives™

6 Reasons Why Women Join Mary Kay

Money

1 class weekly can average an extra \$400-\$500 per month (braces payment, car payment!) No Quotas. Sell in any fashion. We make 1/2 of everything we sell. New Consultants can average \$25-\$40 per hour. Move up as high as you want to go. Can earn Career Car in 4 months—Director in 2-5 months.

Cars

Once you have helped 12 other women start their businesses you can earn the use of a Career Car! The company pays a portion of your insurance and buys your plates. If you already have a great car you can take the cash option which is \$375 per month. Could you get excited about someone else paying your current car payment?

Website & Support System

\$25 for the first year/ Company does maintenance. Friends shop & pay online 24/7. Step by Step training program. We hold your hand every step of the way.

Recognition & Prizes

Your name will be in print, you will be applauded and recognized in front of your peers, and you will win beautiful Cinderella prizes symbolizing your accomplishments! Mary Kay believes in praising women to success!



Gain Self-Confidence & Flexibility

You will gain confidence by learning new skills, stepping out of your comfort zone, and being encouraged by positive, enthusiastic women! You are your own boss & set your own hours!

Tax Advantages

Cable, Internet, Cell Phone, Mileage—Keep more of your money than you are paying Uncle Sam!

Which of the 6 reasons would you benefit from the most?

Avenues of Income With Mary Kay



Beauty Shows

We buy products for \$1 and sell for \$2. Highest commission paid in direct selling, and the company provides a 100% satisfaction guarantee!

You can hold Beauty Shows, Skin Care classes or Facials, take Web Site orders, and hold On The Go appointments. You choose!

Product Reorders

We sell a consumable product! Our product gets washed down the drain every day! Building a solid reorder base provides a consistent source of income and raises!

Preferred Customer Program

The company provides customer mailings 4 times a year—an inexpensive and time saving way to service your customers and increase sales and profits!



Team Building

Help other women start their businesses and we are paid in the form of a bonus check. Earn 4, 9, or 13% commissions. It is paid from the company profits—it doesn't take away from the New Consultant's profits.

Become a Grand Achiever



Earn the use of a Company Career Car!
Part-time consultants can earn the use of a brand new Platinum Pontiac Vibe or Pontiac G6 with license and part of the insurance for you and your spouse PAID!

Become a Sales Director

Lead your team of women to reaching and achieving their goals! Earn Diamonds, Free Trips and Pink Cadillacs - all with executive pay.

National Sales Director

A Director of Directors, Free Trips, Free Cadillac Every 2 Years, Family Security Program, Plus all of the above!

It costs \$100 to get started...

- Now you may be wondering how to get started...
- You get \$323.00 in product, plus \$200 worth of essential business tools like samples, catalogs, etc. to be able to build your business.
- New consultant classes are offered, as well as training throughout your career.
- Starter Kit is only \$100 plus sales tax and shipping. This allows an Active Consultant to purchase the products at 1/2 price for the rest of her life!
- We have the privilege of carrying inventory. It increases our sales and saves time. You can carry enough for a class or a month. The amount is up to you. If for some unforeseen reason, you decide Mary Kay is not for you, Mary Kay provides you with a 90% buy back guarantee* to protect the integrity of the company's reputation and to retain you as a happy customer.
- All you have to lose is **fear!**

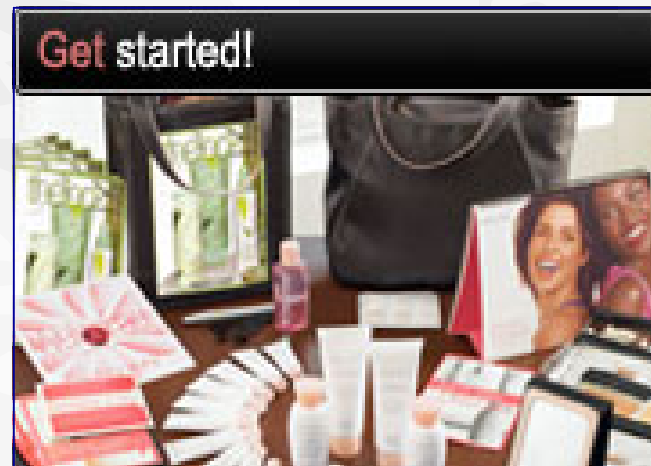


*Unused Section 1 Products purchased within one year of return date.

**We can begin our business within our comfort zone
and step out as we grow in knowledge and confidence.**

How Do I Get Started?

- Complete the Beauty Consultant Agreement
- Submit Cash, Check, MasterCard, Visa or Discover for \$100 + tax & shipping
- We schedule your training!



**Do You Have Any
Questions For Me?**



What interests you most from what I shared with you today?

What would hold you back from starting?

If you knew you couldn't fail and that I would teach you everything you need to know, is there any reason why we couldn't get you started today?

Create your own success story.



Step by Step

- 1. Call your Director to set up your orientation.**
- 2. Process your agreement.**
- 3. Schedule your training and first meeting.**
- 4. Set your business debut date or first Beauty Show allowing enough time for your inventory to arrive.**



Decision-making tools

Pro-Con List

- What is the worst thing that could happen if you do this?
What is the BEST possible thing that could happen?

The "SLEEP TEST"

- Fill out the agreement and submit your check.
Sleep on it and I will call you in the morning



Buy-Back Guarantee

- If at any time you decide this isn't for you, you've tried your best, given it your all, and you don't want to stay in business, Mary Kay will buy back any unused, unopened product
(purchased within one year prior to return) for 90% of your purchase price.

Based on the additional information I just shared with you, is there any reason why we couldn't order your starter kit & begin your training?

