

Welcome Fellow Husband!

Congratulations on being the husband of a new Mary Kay Independent Beauty Consultant! This is a great time for your wife to be starting a Mary Kay business because we are experiencing an incredible growth.

My wife and I work this business full-time from our home. I left my job as an educational consultant in 2001 and Mary Kay has been our sole income ever since. It is a solid business with a 40 year track record. My guess is it is bigger, more sophisticated, and more profitable then you realize! For example, our Unit (the 150 consultants my wife trains) will do \$800,000.00 in retail sales this year.

Most people begin a business with Mary Kay to make extra money. However, because of the great opportunity to help others, your wife can gain a tremendous amount of self-satisfaction from her business. Her new business could provide anything from a little extra spending money to a business from which the entire family can benefit. A Mary Kay business offers the flexibility to fit your goals and lifestyle.

Weekly and daily activity is vitally important to any business. Encourage your wife to attend all her business meetings and keep in touch through intelliverse with her Director – it is the lifeline to keeping a positive attitude, learning and being productive each week.

Another important aspect of your wife's new business is inventory. It is beneficial to begin any business with inventory, and Mary Kay is no exception. As your wife starts her business, it is my wife's role as her Sales Director to offer advice on how to sell products and manage her business income wisely. This always includes a plan to pay off business her inventory investment quickly and move rapidly getting her business at profit level.

My wife and I look forward to meeting you in the near future. If you have any questions concerning the Mary Kay opportunity, please contact either of us. Also, feel free to join us at any of our unit functions. We are looking forward to sharing with you your wife's steps up the ladder of success! Her belief in herself, coupled with your belief, can help your wife achieve whatever she desires for her Mary Kay business and your family!

Sincerely,

Matt Kreh