

Did You Know?

**That there is more to Mary Kay than make-up?
It's about enriching women's lives!**

Why women are choosing a Mary Kay Career: (Check the ones that appeal to you)

- 1. Flexibility:** Would you like to set your own hours to work around your family? Would you like to choose when you want to work?
- 2. Self Improvement:** Mary Kay's philosophy is God First, Family Second and Career Third. Would you like to be associated with people who nurture the growth of your self-esteem and self-confidence?
- 3. Money:** Unlimited earning potential! Have you ever wanted to write your own paycheck?
- 4. Recognition and Awards:** Is being recognized for a job well done important? Would you like to earn jewelry, trips, cash, luggage, televisions, etc.?
- 5. Earn the Use of a Career Car:** How much do you spend on your monthly car and insurance payment? Would saving the amount each month assist you in your financial planning?
Choose your ride in style: Chevy Cruze, Toyota Camry, Chevy Equinox, BMW or Pink Cadillac!!! With a portion of insurance and taxes paid!

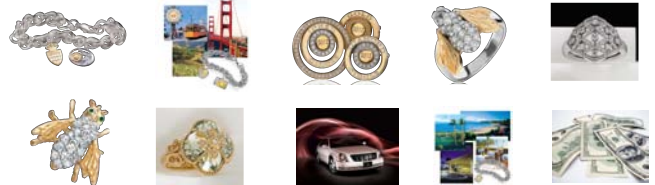


- 6. Advancement Opportunities:** No glass ceilings to limit you! Is the ability to advance at your own pace important to you?
- 7. Positive Circle of Influence:** Would you be empowered by having a support system that encourages your success?
- 8. Advantages:** When you're the boss, you can ensure your financial security. Would you like to be more in control of your future?
- 9. Tax Deductions:** Would you like to see a bigger tax return? Mileage, portion of your in-home office, business trips, etc. to deduct each year.
- 10. Consultant Discount:** Imagine all of your products at cost all year long. Gifts for every occasion at cost too.

Facts About Mary Kay: (Check the 2 facts that are most impressive to you)

- 1. Since the inception of the the Career Car Program in 1969, more than 130,000 independent sales force members have qualified or re-qualified for the use of a Career Car or elected the Cash Compensation option.
- 2. 100% Satisfaction Guarantee to Customers
- 3. 90% buy-back guarantee of inventory within one year of purchase.
- 4. Approximately 42,000 women are currently Mary Kay Independent Sales Directors worldwide

The Rewards:



How We Make Money in Mary Kay

- 1. Sales** - 50% profit - On the Face, On the Go, Online, On Paper (Consumable Products)
- 2. Team Building** - 4% to 13% Commission, plus Bonus options, plus Career Car options
- 3. Directorship** - 13% Unit, 26% Personal Recruits, and Offspring Unit Commissions

Getting Started

1. Fill out an Agreement
2. Submit \$100 plus tax and shipping for your Starter Kit - Value up to \$422 in full size products, plus everything you need to start your business.
3. Begin Your Training
4. Start making money within weeks!



Tell Me About You

(Check one) I am..... Results Oriented People Oriented Family Oriented Detail Oriented

Name: _____ Consultant/Director: _____ Today's Date: _____

Address: _____ Home Phone: _____

State/City/Zip: _____ Cell Phone: _____

Email Address: _____ Work Phone (Is it ok to receive calls?): _____

Occupation: _____ Check Age: 18-25 26-40 41-55 55+

On the scale of 1 to 4, how would you rate your interest a Mary Kay Opportunity?

I am thinking - 1 2 3 4 - Let's Get Started

"I would be interested in" (check which one applies to you)

- Saving \$400 - \$500/year on my cosmetics and gifts.
- 3-5 Hours/Week/Extra Cash 10-15 Hours/Week/Replace Part-time Income
- 20-30 Hours/Week/ Replace Full Time income Directorship