

How to reward your hostesses:  
 You choose the perks Program that appeals to you! Your hostess program should be one that could make you want to book a party



# get free\* stuff

There are lots of reasons to have a Mary Kay® party. The biggest reason? FREE\* product! Choose between one of the following three ways to earn it!

## Earn up to 20% in FREE\* Mary Kay® products.

This little chart shows you how it works:

Total Party Sales	10% of party sales with no new booking	15% of party sales with ONE new booking	20% of party sales with TWO new bookings
\$500	\$50	\$75	\$100
\$400	\$40	\$60	\$ 80
\$300	\$30	\$45	\$ 60
\$200	\$20	\$30	\$ 40

The chart above is for example only and does not represent minimums or maximums. You can earn 10, 15, 20 percent or more based on the actual sales total and the number of bookings from your event to use toward your choice of Mary Kay® products.

\*Available through participating Independent Beauty Consultants only and with \$200 in retail sales.

## Get a \$40 gift of beauty.

You can get \$75\* (suggested retail) in Mary Kay® products of your choice for just \$35 when you host a party. That's a \$40 gift!

## Exclusive offers

I always have special offers I like to share with my hostesses. Let's talk about them.

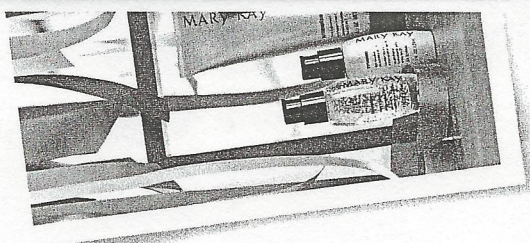
## VIP Perks

When you host a Mary Kay® party, you'll also get:

- A special one-on-one consultation at the party.
- *Beauty-e-News*® with beauty tips and trend scoops.
- The opportunity to host as often as you like.

\*Available through participating Independent Beauty Consultants

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