

Ready, Set, Sell! Inventory Options

Pick your products. Boost your bonus.

Your inventory is only the beginning. As a new Independent Beauty Consultant, you can earn **FREE*** product bonus bundles that you can choose! Plus, you can earn **FREE** BizBuilder Bucks credit, Star Consultant recognition and more. It's never been more fun to start a Mary Kay business.

Here's how it works:

1. Select the inventory level that's right for you and your business.†
2. Starting at the \$1,200 Section 1 wholesale level and above, you choose your own additional bundles from those shown here.
3. Place your inventory order and get your business started.

Just look at all you can get with your initial product order!*

| ORDER THIS WHOLESALE AMOUNT | Suggested retail value inventory | Free product bonus bundles* | Free wholesale credit off a future product order** | Star Consultant gemstone pin and prizes*** |
|-----------------------------|----------------------------------|--|--|--|
| \$3,600 | \$7,200 | 6 bundles worth up to \$620 retail value!* | BizBuilder Bucks** \$125 | Be an Emerald Star Consultant.*** |
| \$3,000 | \$6,000 | 5 bundles worth up to \$525 retail value!* | BizBuilder Bucks** \$100 | Be a Diamond Star Consultant.*** |
| \$2,400 | \$4,800 | 4 bundles worth up to \$430 retail value!* | BizBuilder Bucks** \$80 | Be a Ruby Star Consultant.*** |
| \$1,800 | \$3,600 | 3 bundles worth up to \$335 retail value!* | BizBuilder Bucks** \$50 | Be a Sapphire Star Consultant.*** |
| \$1,200 | \$2,400 | 2 bundles worth up to \$210 retail value!* | BizBuilder Bucks** \$35 | |
| \$600 | \$1,200 | 1 bundle worth up to \$115 retail value!* | BizBuilder Bucks** \$15 | |

Product Bonus Bundles



TimeWise® Skin Care Bundle



Mary Kay® Favorites Bundle



Botanicals Cleanse & Hydrate Skin Care Bundle



Mary Kay® Color Bundle



Botanicals Freshen & Mask Skin Care Bundle

*An Independent Beauty Consultant's initial order with the Company must equal \$600 or more in wholesale Section 1 products to be eligible for a free product bonus bundle. Sales tax is required on the suggested retail value of the Section 1 products included in the bonus. Please include the actual value of the bonus in the total amount subject to sales tax on the Consultant order form. The initial order must be received and accepted by the Company in the same or following calendar month that the Independent Beauty Consultant Agreement is received and accepted by the Company.

**Suggested wholesale value to use on your next BizBuilder qualified order of at least \$400 wholesale (\$800 suggested retail) as long as the order is placed while the Independent Beauty Consultant ("IBC") is still in inactive status. An IBC is considered "active" in the month a minimum \$200 wholesale Section 1 product order is received by the Company and in the following two calendar months. The credit will expire upon the expiration of the IBC's active status.

***Once you achieve \$1,800 in wholesale Section 1 orders received and accepted by the Company in a contest quarter, you are eligible for the Ladder of Success pin, one gemstone and a contest prize. See the Star Consultant Program brochure for complete details.

†Purchasing inventory is an individual decision, and it's certainly not a requirement for you to begin your Mary Kay business. We always recommend that you determine what activity/level you plan to pursue in your Mary Kay business. Then, if appropriate for your personal circumstances, invest in a level of inventory that supports that activity.

MARY KAY