

MARY KAY CAREER FACTS

DUAL MARKETING CONCEPT—Mary Kay is not a pyramid or multi-level company. There is one wholesale sale (from the company to the Beauty Consultant) and one retail sale (from the Consultant to the customer). There are no levels of wholesaling in Mary Kay. Everyone has the opportunity to earn the same commission. We do not sell franchises, distributorships or positions. All commissions are paid by Mary Kay, Inc.

YOU CANNOT BUY YOUR WAY INTO THIS COMPANY—Everyone begins with the purchase of the Starter Kit. You do not work for Mary Kay, you are an independent contractor. You are President of your own company, you are your own boss, you choose your own hours and write your own paycheck.

NO TOP JOB—Many times, you are as high as you can go in your job. Once you attain that position, there are no more challenges. In Mary Kay, there is no limit on how high you can go.

NO TERRITORIES—We have unlimited earning power because we have no territories. You can sell or recruit anywhere in the United States.

NO QUOTAS—You are not required to hold a certain number of classes or facials in a week or month. Minimum requirement is \$200 wholesale order one time a year to keep your consultant discount (must be one order), two times a year to keep team members. You can work as much or as little as you want, when you want.

GOD FIRST, FAMILY SECOND, MARY KAY THIRD—Mary Kay says if we put our priorities in this order, we will be successful.

RECESSION PROOF—The only stocks that did not go down during WWII were cigarettes, liquor and cosmetics. No matter how tight money is, women will not do without their cosmetics. It's a great business to be in because you do not have to convince women it's something they need, they are already buying it.

WE HAVE LESS THAN 10% OF THE COSMETIC BUSINESS—That means 90 out of every 100 people are using the wrong thing!

WE ARE PAID THE HIGHEST COMMISSION OF ANY COMPANY IN THE COSMETIC INDUSTRY—We can buy our product for \$1 and sell it for \$2 (50% commission).

ON-THE-SPOT DELIVERY—Most consultants choose to have the product to deliver at their classes and facials while the customer is excited and remembers how to use it, however, inventory is an option. How much or how little is up to you.

CONSUMABLE PRODUCT—Mary Kay is a product that the customer needs to order again and again. Every time you give a facial or hold a skin care class, you are building your financial future. A customer will average \$125 a year in reorders, 400 customers would be \$50,000 a year. Our goal is to gain customers, service them on a regular basis and enjoy the reorders.

90% BUY BACK GUARANTEE—Mary Kay is willing to bet 90% on you. Are you willing to bet 10% on yourself? That means that if you decide Mary Kay doesn't fit into your lifestyle, you may return unused section 1 inventory within your first year and Mary Kay will buy it back at 90% of what you paid for it. This allows you to begin your career with a free mind.

A NEW CONSULTANT EARNS AN AVERAGE OF \$30-\$40 PER HOUR FOR THE TIME SHE WORKS HER MARY KAY BUSINESS.

AVENUES OF INCOME

PRODUCT MARKETING

Skin Care Classes, Facials,
Reorders, Girls' Night Out,
Preferred Customer Program,
On the Go Appointments,
Personal Web Site, PJ Parties

* 50% profit!

TEAM BUILDING

1-4 Active Team Members –
Earn 4% commission.

5 Active Team Members –
Earn 9 or 13% commission.
Eligible to earn use of a career car
in 1-4 months.

DIRECTORSHIP – 30 MEMBERS

Earn 13% commission on unit.

Eligible to earn use of Equinox or
Pink Cadillac.

SENIOR DIRECTORSHIP

Earn 4% commission on each
offspring unit.

Earn 6% commission with five or
more offspring units.

NATIONAL SALES DIRECTOR

Average \$300,000 per year, Cadillac of your choice
Retirement after five years as NSD

BENEFITS

Be your own boss	Set your own hours	Unlimited earning power
Advance at your own pace	Job Security	Prizes and recognition
Earn use of career car	Travel	Great support system

TAX DEDUCTIONS

Car expense	Business travel	Telephone
Business meals	Supplies	Child care

Note: You will want to talk with an accountant about current tax laws and the proper way to document your tax deductions.

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