

Attributes for Success...

1. Congenial, Likes People
2. Positive Outlook, Visionary
3. Capable, Willing
4. Motivated, Committed
5. Sincere, Professional
6. High Integrity
7. Family Oriented



The Mary Kay Opportunity

Is what you're doing today taking you to the *LIFE of YOUR DREAMS?*

The Golden Rule Philosophy!

1. God
2. Family
3. Career



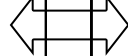
Avenues of Income

1. Products

\$1.00

You

Mary Kay



2. Team Building

Senior Consultant

- 1-2 Team Members
- 4% Commission

Star Recruiter / Red Jacket

- 3-4 Team Members
- 4th active: \$50 Bonus

Team Leader

- 5+ Team Members
- 9-13% Commission

Future Director

- 8 active

Director in Qualification

- 10 Active

On-Target Car

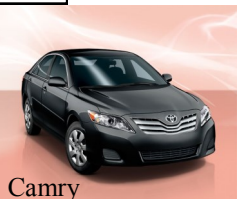
- 5+ and production

Car Earner / Cash Option

- 14 Personal and Team License, Sales Tax, Insurance



3. Cars



Ex: \$4,000 Team Production X 13% = \$520 mo

Spare Time = 3-6 hours a week
Part Time = 6-10 hours a week
Full Time = 25+ Hours a week

No Quotas
No Territories

#1 Best Selling Brand

16 years Now!



Management
13-26% Commission & Monthly Bonus from \$500+ Unlimited
Director \$50,000 average
Sr. Director \$75,000 average
Ex. Sr. Director \$100,000 average
National Sales Director \$200,000 avg



Shows/Parties

50%
3-6 People/2 hours
\$300 average sales
\$150 Restock store
\$150 Commission

x _____ shows
x 4 weeks
= _____ a month

On Paper
50%

Facials

50%
1-2 People
\$75 - \$400 Sales

Reorders

50%
100 Customers

On-The-Go

50%
15min appts
Average \$50

On the Web

50%
Store Open 24/7

Quarterly Customer Appreciation Events / Trunk Shows

50% \$500 average sales

Dovetail

15% of Sales Flexibility