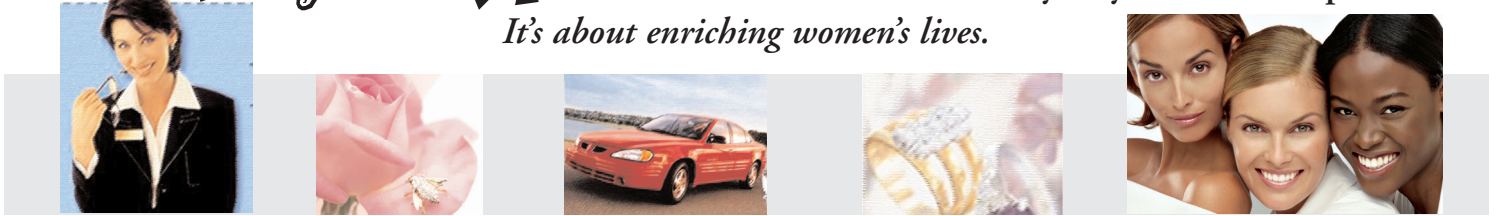


Did you know... there is MORE to Mary Kay than make-up?

It's about enriching women's lives.

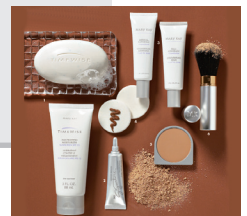


Why Women are Choosing a Mary Kay Career (Check the ones that appeal to you or what women are looking for in a perfect career)

- Flexibility** Would you like to set your hours to work around your life & family, to choose when *you want* to work?
- Self-Improvement** Mary Kay's philosophy is to structure *priorities* with 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?
- Money** Unlimited earning potential! Have you ever wanted to *write your own* paycheck?
- Recognition & Awards** Is being recognized for a job well done important? Earn a *multitude of prizes* from luggage to computers, sound systems to jewelry, camcorders to cash, and much more!
- Career Car** How much do you spend on your monthly car payment and insurance? Would saving that amount per month assist in your financial planning? *Which ride would you choose?* A sporty red Grand Am, a sleek platinum Grand Prix, or a luxurious pink Cadillac, all with taxes, license, & 85% insurance paid!
- Advancement Opportunities** No ceilings to limit you! Is the ability to advance at *your own pace* important to you?
- Positive Circle of Influence** Would you be empowered by having a *support system* that encourages your individual success?
- Advantages** When you are your own boss, you can ensure your financial security. Would you like to be more in control of your future? *No quotas. No territories.* Free and ongoing *training*.
- Tax Deductions** Would you like to see a *bigger tax return?* Mileage, personal use, portion of home for your office, etc.
- Consultant Discount** Imagine all of your products at cost! Plus, gifts for every occasion at cost. Could you get excited about *saving money* all year long?

How we Make Money in Mary Kay

- ✓ **Selling the product**—50%, On the *Face*, on the *Go*, *Online*, on *Paper*, on with the *Show*
- ✓ **Team Building**—4-13% commissions + bonuses + earned career car
- ✓ **Leadership**—13% commissions on unit + 26% on personal team members, bonuses, career cars, free world-class trips, offspring commissions, etc.
- ✓ **National Sales Director**—*THE SKY IS THE LIMIT!*



Facts about Mary Kay (Check the TWO facts that are most impressive to you.)

- Since 1993, Mary Kay has been the #1 best selling brand of facial skin care and color cosmetics in America.
- Mary Kay is listed as one of the *100 Best Companies to Work for in America* and one of the *Top 10 Companies for Women*.
- Over 8,000 consultants and directors drive free cars and Mary Kay pays the monthly car payment, registration, and 85% of the insurance!
- We give our customers a 100% Satisfaction Guarantee, backed by the company. The company offers a 90% buy-back guarantee of inventory.
- More women earn over \$100,000 a year in Mary Kay than in any other company in America.

Getting Started 1) Fill out an agreement. 2) Submit \$100 plus tax and shipping for your starter kit (which includes over \$400 in full size product, samples, and materials). 3) Begin training. 4) Start making money.

Tell me About You! I am... Results-oriented People-oriented Family-oriented Detail-oriented

Name _____ Home Phone _____ Work Phone _____

Address _____ City _____ State _____ Zip _____ E-Mail _____

Occupation _____ Age: 18-25 26-40 41-55 55+ Today's Date _____ Consultant's Name _____

On a scale of 1 to 10, how would you rate your *interest level* in the Mary Kay opportunity?:

I'm thinking 1 2 3 4 6 7 8 9 10 Let's get started

- I would be interested in (check which applies to you): Saving \$400-\$500/year on my skin care and gifts 1-2 hours/week extra cash
- 3-5 hours/week part-time income 10-15 hours/week to replace full-time income
- Directorship