

Mary Kay Cosmetics

Founded in 1963 by Mary Kay Ash



- Company wholesale sales in 2015 exceeded \$3.7 billion!
- Mary Kay Cosmetics is in almost 40 different countries worldwide with the largest International Markets in China, Mexico, & Russia.
- It is a debt free company.
- Mary Kay Ash built her company upon the Golden Rule and the philosophy of God first, family second, and career third.
- More than 39,000 women have become Independent Sales Directors.
- More than 300 Independent National Sales Directors have earned more than \$1 million in earnings in their careers. Many National Sales Directors earn in excess of \$150,000 a year.
- Over 100,000 Career cars have been awarded since the inception of the MK Career Car program.
- The Mary Kay Pink Cadillac is one of the world's most recognizable symbols of success.
- Millions of dollars are spent every year on the scientific research and development of Mary Kay products to ensure that our customers are completely satisfied with the products they purchase.
- Mary Kay stands behind a 100% customer satisfaction guarantee.
- In a study conducted by Baylor University in 2003, Mary Kay Ash was named the **GREATEST FEMALE ENTREPRENEUR** in American history.
- Mary Kay is currently listed at **#10 on Forbes "TOP 100 COMPANIES TO WORK FOR"** list!
It is the only cosmetic company on the entire list!
- The Mary Kay Charitable Foundation has awarded over \$40 million to shelters and programs addressing domestic violence and more than \$25 million to cancer research that is working to find a cure for cancers that affect women.
- The support, sisterhood, flexibility, and unlimited earning potential are four of the main reasons that many women choose a Mary Kay career either part-time or full-time.

The Mary Kay Career Car Program

Can help take the stress off of the family budget each month!

Mary Kay pays for:

- Car payment
- License/Title payment
- Portion of insurance on all drivers in household for all Career Car Drivers!

A new car is awarded every other year to consultant's who maintain Career Car Qualifier status!



HOW MUCH MONEY CAN I MAKE?

- Earn 50% commission on all sales.
- Skin Care and Glamour are consumable products. Repeat customers are very common. They run out of makeup and skin care like they do bread and milk.
- Mary Kay offers you the ability to advance up the career path at your own pace. Whether you want to move fast or slow, that choice is up to you and your family. If you want to move up to a high career status, you can do so by your own efforts and don't have to wait to be promoted by someone above you.
- You can start your own Mary Kay business with a \$100 Starter Kit that comes with over \$300 of retail product inside and over \$150 worth of training supplies & samples.
- Listed below are average weekly earnings when the business is worked consistently and properly:
(Earnings can be higher depending on your career level in the company.)

***20 Hours/Week = \$1,100 on average per week**

***15 Hours/Week = \$850 on average per week**

***8 Hours/week = \$640 on average per week**

***6 Hours/Week = \$425 on average per week**

***2 Hours/Week = \$200 on average per week**

Mary Kay Income Facts



20 Botanical Set Customers

Initial selling profit = \$580

With good customer service and follow up

Yearly reorder profit = \$3,000

What will you do with an extra \$3,580 a year?

20 Miracle Set 3D Customers

Initial selling profit = \$1,000

With good customer service and follow up

Yearly recorder profit = \$6,000

What will you do with an extra \$7,000 a year?



20 TW Repair Set Customers

Initial selling profit = \$1,990

With good customer service and follow up

Yearly recorder profit = \$16,500

What will you do with an extra \$18,500 a year?



I love my mary kay.

Follow the Mary Kay Path to Success

Sales Director

- 24+ unit Members
- Earn profit based on retail sales
- 9-13% Unit commission
- 9-13% Personal Team Commission

Eligible for:

- Unit Volume Bonus \$500 or more
- Unit Development Bonus of \$300 or \$500
- Star Consultant Bonus of \$300, \$400 or \$500
- Wellness Award Bonus Program of \$750, \$1,200 or \$1,800
- Cadillac Bonus, New Independent Sales Director Program Bonus
- Independent Senior Sales Director Bonus
- Earn the use of a Sales Director Career Car or Cash Compensation option
- Quarterly Star Sales Director recognition and year long consistency prizes
- Attend Leadership Conference • Qualify for Top Sales Director Trip



Director-in-Qualification

- You must be active • 10 or more active personal team members
- Earn profit based on retail sales
- 4%, 9% or 13% personal team commission
- \$50 Team-building bonus for each qualified personal team member
- Eligible to go on-target for Grand Achiever status (Grand Achiever Career Car or Cash Compensation option)

Future Sales Director

- You must be active • 8 or more active personal team members
- Earn profit based on retail sales
- 9% or 13% personal team commission
- \$50 Team-building bonus for each qualified personal team member
- Eligible to go on-target for Grand Achiever status (Grand Achiever Career Car or Cash Compensation option)



Team Leader

- You must be active and have 5 to 7 active personal team members
- Earn profit based on retail sales
- 9% or 13% personal team commission
- \$50 Team-building bonus for each qualified personal team member
- Eligible to go on-target for Grand Achiever status (Grand Achiever Career Car or Cash Compensation option)



Star Team Builder

- You must be active and have 3 to 4 active personal team members
- Earn profit based on retail sales • 4% personal team commission
- \$50 Team-building bonus for each qualified personal team member
- \$50 red jacket rebate



Senior Consultant

- 1-2 Active Team Members • 4% Personal Team Commission



Consultant

- Star Consultant • Company and Unit Prizes • Bonus Products
- 50% Discount on all Section One Products
- 50% Profit with each customer product purchase



Advantages

- No territories
- No quotas
- 90% buy back guarantee
- Full training programs & personal growth
- Prizes of diamonds, trips, luggage, cars and more
- Instant friends
- Positive environment
- Excellent brand recognition
- Freedom of schedule/ Being your own boss
- No franchise program
- Tax deductions of owning your own business
- Phenomenal products & customer service
- 100% product guarantee
- Incredibly supportive network of inspired women



Indirect Avenues of Income

Tax Benefits

Small business operating out of the home

- Portion of your rent or mortgage
- Portion of your home owners insurance
- Portion of your utilities
- Portion of your telephone
- Cellular phone
- Business mileage deduction
- Travel deductions
- Meals & entertainment
- Business & office expenses
- Office/Computer equipment
- Subscriptions
- Daycare while working Mary Kay business



Income Advisory Statement

Pat Fortenberry

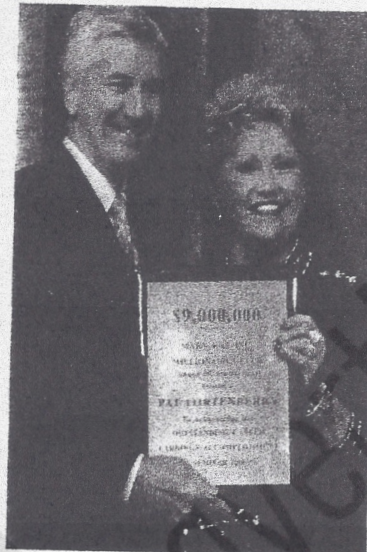
2006

COMBINED US COMMISSIONS

Combined US Commissions includes applicable Recruiter,
Director and NSD Commissions and applicable Bonus compensation.

DEC 05	\$63,359.35
JAN 06	\$77,045.56
FEB 06	\$61,414.13
MAR 06	\$79,397.19
APR 06	\$54,655.10
MAY 06	\$54,812.62
JUN 06	\$78,967.31
JUL 06	\$50,123.61
AUG 06	\$73,903.74
SEP 06	\$61,503.69
OCT 06	\$57,748.40
NOV 06	\$75,554.66

You Can do it too!



Combined US Commissions Total

\$788,554.66

Combined International Commissions Total

\$31,420.99

Combined US and International Commissions Total

\$819,975.65

INNER CIRCLE BONUS

\$32,240.18

PRIZES AND AWARDS

Prizes and awards valued at \$200 or greater are itemized below.

Prizes and awards valued at less than \$200 are totaled and listed as Misc. Prizes

LIFE INSURANCE

\$2,160.00

NSD TRIP

\$25,893.60

DIAMOND BRACELET

\$1,600.00

MISC PRIZES

\$612.17

Car Program:

Total auto lease & insurance payments made by Mary Kay

\$21,171.64

Net Auto Income Reported on 1099-MISC

\$21,171.64

Total Prizes and Awards

\$85,293.45

Grand Total of Commissions, Prizes, and Awards

\$905,269.10

START SOMETHING

Beautiful!

ONLY
\$100*
TO GET STARTED
(STARTER KIT (CONTENTS))



Starter Kit Contents

RETAIL-SIZED PRODUCTS AND SAMPLES

- TimeWise® Age Minimize 30™ 4-in-1 Cleanser (Normal/Dry)
- TimeWise® Age Minimize 30™ 4-in-1 Cleanser (Combination/Oily)
- TimeWise® Age Minimize 30™ 4-in-1 Cream SPF 30 Broad Spectrum Sunscreen (Normal/Dry)
- TimeWise® Age Minimize 30™ Day Cream SPF 30 Broad Spectrum Sunscreen (Combination/Oily)
- TimeWise® Age Minimize 30™ Night Cream (Normal to Dry)
- TimeWise® Age Minimize 30™ Night Cream (Combination to Oily)
- TimeWise® Age Minimize 30™ Eye Cream
- Mary Kay® Translucent Loose Powder
- Mary Kay® Oil-Free Eye Makeup Remover
- Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15* in Very Light, Light-to-Medium, Medium-to-Deep, Deep and Very Deep
- Satin Hange Pampering Set in White Tea & Citrus
- Mary Kay® Ultimate Mascara™ in Black
- Blue Eyes Look Cards (10)
- Hazel/Green Eyes Look Cards (10)
- Brown Eyes Look Cards (10)

TOOLS

- Starter Kit Bag
- Face Cases (4)
- Disposable Trays (30)
- Disposable Facial Cloths (30)
- Dry Erase Markers (4)
- Disposable Mascara Sample Wands (30)
- Disposable Sponge-Tip Applicators (30)

LITERATURE AND

EDUCATIONAL MATERIALS

- Welcome Card
- Date Book
- Skin Care Party Flip Chart Pages With Binder
- Laminated Place Mats (4)
- Sales Tickets (30)
- Customer Profiles (30)
- Start Something Beautiful® Magazine
- Skin Care Party How-To Note Card
- Miracles Happen Book
- Ready, Set, Sell Inventory Options for New Independent Beauty Consultants Brochure
- Steps to Success Brochure
- The Look Catalog (10)
- Laminated Place Cards (4) and Laminated Satin Hands® Pampering Set Instructions for Use Card (1)

*Plus applicable tax and shipping



Hi! Maybe you are a little like I was not that long ago in March 2011. I had a great life, a wonderful husband, 2 beautiful daughters, a career as a Realtor in our family business, and our dream home on a lake. But in a weak real estate market, I was struggling to provide for my family in the way we were accustomed. I did not know what to do or how to go about it. Then I had a Mary Kay facial to find a foundation to cover skin discoloration caused by my pregnancy. Not only did Mary Kay provide me with that perfect foundation, but I fell in love with the skin care program and other Mary Kay products. My skin felt and looked great! But more importantly, I was filled with excitement about this business (mixed with fear) and had hope for a bright future for our family. A Mary Kay career is the most incredible opportunity for women who want more and are willing to work for more. Enjoy the information and say “yes” to the possibility of changing your life!

ACCOLADES

Started my Mary Kay career in March of 2011.

Earned my first car, the white Chevy Malibu, 6 months later.

22's Angels has now earned 4 cars.

Qualifying for a pink Cadillac NOW!

Debuted as Sales Director of 22's Angels in 8 months.

Highest commissions check in one month SO FAR – over \$5000 plus sales!

Seminar goal is to be a Future Executive Senior CADILLAC Sales Director in the \$500,000 Circle of Achievement.

I am most excited about spreading HOPE by Helping Others Propel to Excellence.

Married to my supportive husband, Jeff, for 20 years with two talented and beautiful daughters, Kali (18) and Peyton (10).



Angie Springer
Sales Director

