

Mary Kay Cosmetic **Career Highlights:**

There are women making 10k, 20k, 30k, even 50k or more per month in Mary Kay.

Mary Kay has been on the list of the best 100 companies to work for in America.

Mary Kay has been on the list of the top 10 best companies for women every year that it has been published.

There are more self-made millionaires in Mary Kay than in any other company.

Mary Kay is not a pyramid or a multi-level company. We are a dual-marketing company.

- 1 Consultants do not pay each other. Mary Kay pays all commissions.**
- 2 All products are purchased directly from the company.**

Mary Kay is the #1 Best-Selling Brand of Skin Care and Color Cosmetics in the entire United States and has been since 1993.

Mary Kay also has the most loyal customers in the industry creating a great re-order business potential for Mary Kay Consultants.

The company offers its Consultants a no-risk business by providing them with a 90% buy-back guarantee.

Customers are provided a 100% satisfaction guarantee with no cost to the Consultant.

Mary Kay does not test on animals, and has won many awards for their recycling and environment-friendly programs.

Mary Kay Career Opportunities

Marketing the Product: Private Makeovers, Skin Care Classes, Brochures, Samples, Web Page

- 1 The highest direct sales commission paid in the United States --- **50%**
- 2 An average skin care class is \$200 - \$300 in sales
- 3 Attendance ranges from 1 – 6 people
- 4 An appointment (with driving time) is approximately 1 – 2 1/2 hours

Reorders:

Mary Kay Products are consumable, like sugar or bread, so reorders become a large part of our residual income.

An average customer using skin care plus a few color items will reorder approximately \$450 per year. That's \$225 in profit just in reorders for one customer per year! An average consultant will add approximately 50-100 customers per year. Just look at the residual income potential!

*Example : \$450 per year
 X50 customers

 \$22,500 Retail =

\$11,250 in profit just in reorders!!!

Dovetail:

When unable to hold an appointment, another Consultant will help out and pay dovetail (15%) to the Consultant who actually sets the appointment. This area of income gives you the freedom to put your family before your business.

Business Associate Commissions:

When you have 1 - 4 active Business Associates you earn **4%** of their orders.

When you have 5 or more active Business Associates you earn **9** or **13%** of their orders.

(Commission is paid directly to you FROM MARY KAY COSMETICS, Inc. It does not come from your Team Members!)

Earn a Car! ~ Become a Team Manager:

- You can earn a Red hot Pontiac Vibe in 1, 2, 3, or 4 months. Simply meet the following criteria: Have 12 active Team Members and do a combined \$18,000 in production (a minimum of \$4,000 a month). Company pays approximately 85% of your insurance as well!!

Directorship:

- **You can promote yourself in Mary Kay.** To move up to the position of Sales Director, simply go from 8 on your Team to 30 within four months. The people that your personal team members may add to their teams will count towards the 30! Directors not only receive income from the above sources, but they receive an additional 9 – 13% in Director commissions for educating, motivating and inspiring Unit Members to success. Directors also receive Unit Building Bonuses from a minimum of \$500 per month to an unlimited bonus potential month after month, free life insurance benefits and Seminar awards including the popular Pink Cadillacs. In Mary Kay Cosmetics, more women earn between \$50,000 and \$100,000 a year than in any other corporation in America. Mary Kay Directors average \$40 - \$50,000 their first year, working just 30 – 35 hours per week (much of that time is spent working at home)

National Sales Director

- The climb up the "Ladder of Success" to National Sales Director represents a special sense of accomplishment in having helped many others achieve success in their Mary Kay careers. Our National Sales Directors average from **\$200,000** to over **\$1,000,000** a year plus a retirement plan!

MARY KAY INC.

16251 Dallas Parkway
Addison, Texas 75001
Phone: (972) 687-4400

June 30, 2004

NON NEGOTIABLE

Pay Exactly: seven thousand five hundred forty-five and 36/100

\$7,545.36

PAY TO THE
ORDER OF

MICHELLE LARAMORE
2817 Queens Way Apt 1D
Milton, WA 98354

NON NEGOTIABLE

Dreams really do come true, I have only been with Mary Kay for one year, and just look at the income potential! This check represents my commissions earned for the last two weeks in June. My highest total income so far in one month has been over \$12,000.00!! Go for your dreams! You deserve the best!

Love,
Shelly

MARY KAY INC.

16251 Dallas Parkway
Addison, Texas 75001
Phone: (972) 687-4400

June 30, 2005

NON NEGOTIABLE

Pay Exactly: eight thousand five hundred twenty-six and 56 / 100

\$8,526.56

PAY TO THE
ORDER OF

MICHELLE LARAMORE
8408 131st Street Ct E
Puyallup, WA 98373

NON NEGOTIABLE

Mary Kay has been such a blessing in my life! I began Mary Kay 2 years ago and phenomenal things have already happened. Our unit has already earned 3 career cars. We earned the Platinum Grand Prix in only my 6th month of being with the company, and then we went on to earn the gorgeous Pink Cadillac in only my 9th month with Mary Kay! I'M DRIVING FREE! I truly get to be mom first which wasn't possible when I worked in the corporate world. Now, I "work" about 16-18 hours a week outside of my home, I no longer get up to an alarm, I make my own schedule, and I am my own boss. This check represents my commission for the last 2 weeks of June. My highest total income so far in one month has been over \$14,000.00! Mary Kay is the greatest opportunity for women. Go for your dreams!!

Love,

Shelly Laramore

FESD



TAKE THE SPIRIT AND PASS IT ON!

Imagine that your husband came home and told you that someone from a professional employment agency had called to solicit him. Yes, a headhunter had called to offer him a new career opportunity.

It is a prestigious position, a consultant for one of the top 100 companies to work for in America. He would have unlimited income potential. The company has many self-made millionaires—more than any company in the United States. The company business plan is being studied at major universities throughout the country including Harvard. The company has been written up in national magazines and newspapers as a leader in sales motivation. They advertise in national magazines and send all the referral business back to their sales force. The product itself is labeled the best selling brand in the industry and he can make 50% profit based on his personal sales, sometimes he even has the opportunity to make more. He can receive company commission on others starting at 4% going up to 13% and even 26%. He can drive a free company car after only one month with the company. He can move into management positions after only one month as well. He has a potential of a bonus every month starting at \$500 to an unlimited bonus potential a month - month after month - once he reaches the top leadership position he can choose any model Cadillac he wants to drive. His car will be replaced every two years as long as he keeps the pace.

His training will be by the top people in the company. He can earn luxury trips to five star resorts all over the world --too fantastic to even imagine. Prizes every three months---all kinds of things from jewelry to answering machines and furniture for the home. Prizes available yearly ---- diamonds, cash, computers, trips. Retirement available as a family security program, of course. One top person recently retired on \$650,000 a year for 15 years. Relocation and travel optional, and he won't lose territory if he decides to relocate. What he has built is his. Priorities of God first, family second, and career third are the company motto.

Would you want him to accept this opportunity? And if he did would you want him to treat it as a hobby? Or would you want him to treat it like a business and **TAKE THE SPIRIT AND PASS IT ON!**

Lisa Madson, 1995 Queen of Sales