

MARY KAY COSMETICS

DUAL MARKETING PLAN

RETAIL SALES— 50%

Party/Beauty Experience: _____ x ___/week = \$ _____ x 4weeks/month = _____ Retail sold/month

CUSTOMER BASE REORDER BUSINESS— 50%

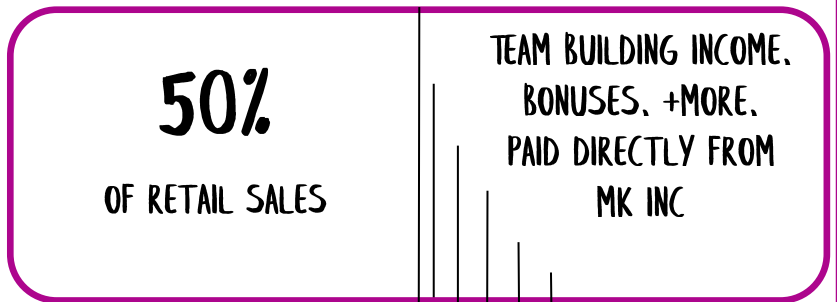
Average Customer reorders/month _____ x _____ Customers = _____ Retail Sales= _____ Profit/month

TEAM BUILDING INCOME

- 1.
- 2.
- 3.
- 4.
- 5.

CONSULTANT PROFIT

COMPANY PROFIT



LEADERSHIP— -SALES DIRECTORS

- 13% Personal Team commissions
- 13% Unit Production commissions
- 10% Monthly Production Bonus starting @ \$500—\$10,000—INFINITE!!!

ENRICHING AND TRANSFORMING WOMEN'S LIVES

FINANCES

Part time consultants: \$5000-\$25,000/Year
 Fulltime Sales Director: \$5000-\$25,000/Month
 National Sales Director: \$300,000-over 1 million/year

FREEDOM AND FLEXIBILITY

FUN— FRIENDS— FRIVOLOUS

FOUNDATIONAL GROWTH

MARY KAY COSMETICS

DUAL MARKETING PLAN

RETAIL SALES— 50%

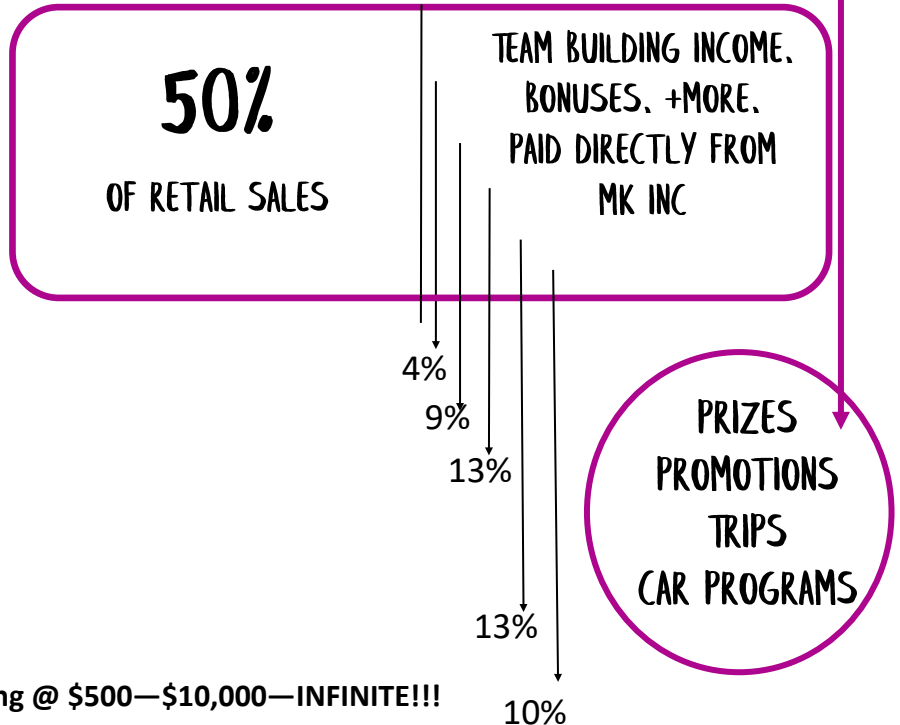
CUSTOMER BASE REORDER BUSINESS— 50%

TEAM BUILDING INCOME

- 1.
- 2.
- 3.
- 4.
- 5.

CONSULTANT PROFIT

COMPANY PROFIT



LEADERSHIP— -SALES DIRECTORS

13% Personal Team commissions

13% Unit Production commissions

10% Monthly Production Bonus starting @ \$500—\$10,000—INFINITE!!!

ENRICHING AND TRANSFORMING WOMEN'S LIVES

FINANCES

Part time consultants: \$5000-\$25,000/Year

Fulltime Sales Director: \$5000-\$25,000/Month

National Sales Director: \$300,000-over 1 million/year

FREEDOM AND FLEXIBILITY

FUN— FRIENDS— FRIVOLOUS

FOUNDATIONAL GROWTH