



Mary Kay Cosmetics



The Opportunity

Our Commitment



*M*ary Kay's mission is to
enrich women's lives...

*with products that help us
look and feel great...*

*as well as an unparalleled
business opportunity.*

This is Mary Kay.

Our Accolades



Mary Kay Inc. is one of the largest direct sellers of skin care and color cosmetics in the world.

Mary Kay Cosmetics achieved another year of record results in 2008, with **\$2.6 billion** in wholesale sales.

The **Mary Kay independent sales force** includes more than **1.9 million people** in more than **35 global markets**.

The **Mary Kay Ash Charitable Foundation** was established in 1996 to fund research of cancers affecting women, and, in 2000, expanded its mission to include the prevention of violence against women. The Foundation has awarded nearly \$12 million to find a cure for cancers affecting women and \$18 million to shelters and programs addressing domestic violence.

The Golden Rule

Do unto others as you would have them do unto you.

- 1 *Treat people the way you want to be treated.*
- 2 *Do not knowingly provide product or service to someone who has another Mary Kay consultant.*

Priorities

Mary Kay believed that in this order, everything works; out of this order, nothing works:

- 1 *Faith*
- 2 *Family*
- 3 *Career*



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Go-Give Spirit

The more you help others become successful, the more successful you will become. *Praising people to success is what Mary Kay is all about!*

Benefits of a Mary Kay Business

No Quotas

Be your own boss.
Set your own hours.



No Territories

You may recruit and sell products in all 50 states,
Puerto Rico, the American Virgin Islands and Guam.
You may take your business wherever you go.



We are NOT a multi-level or pyramid company.



We are a dual-marketing company.

In Mary Kay, there are two sales:

- 1 Company to Consultant*
- 2 Consultant to Customer*



Unlimited Earning Potential

Avenues of Income

Share the Product

On the Face

Our main job is to teach skin care:

Skin Care Class: pampering with 4-5 friends,
approximately 1-2 hours,
average class \$300+

Facial: pampering with 1-2 friends,
approximately 1 hour,
average facial \$100+

Customer Service

On the Go

10-15 minute appointment

Online

Web Shows

Personal Website/Reorder Business

On Paper

Preferred Customer Program

Enhances customer service

Encourages reorders and offers gift with purchase

Reorder average per customer over \$250 per year



Consultants earn 50% product discount

100% Satisfaction Guarantee
The product sells itself.

Weekly Accomplishment Sheet

*Insert a copy of one of your
Weekly Accomplishment Sheets*

Unlimited Earning Potential

Avenues of Income

Share the Career Opportunity

Team Building: 4-13% commissions, plus \$50 bonuses

Grand Achiever:

Chevy Malibu or \$375 cash per month, plus tax, license fees and most of your full-coverage insurance for up to 2 years



Directorship: 9-13% commissions, plus unlimited bonus potential. More than 33,000 women are currently Mary Kay Independent Sales Directors worldwide.

Premier Club:

Chevy Equinox or Toyota Camry or \$500 cash per month, plus tax, license fees and most of your full-coverage insurance for up to 2 years



Cadillac Club:

Cadillac DTS or CTS or \$900 cash per month, plus tax, license fees and most of your full-coverage insurance for up to 2 years



Since the program's inception, more than 120,000 Independent sales force members have qualified for the use of a Career Car or elected the Cash Compensation option.

Director's Income

Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in April 2007. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Pearl

Kim L. McClure	\$16,841.40
Jeanie Martin	16,422.91
Roya M. Mattis	14,428.08
Alma Orsotieta	13,681.42
Leah G. Nelson	13,145.38
Lisa Allison	12,789.65
Susan M. Hohlman	12,140.15
Kristin Myers	11,873.92
Menina M. Givens	10,965.95
Victoria Rachel Piccirilli	10,891.43
Tammy A. Vaala	10,748.94
Terri Lewis	10,259.75
Judy Brack	10,091.40
Kathryn L. Engstrom	10,075.71
Penny J. Jackson	9,964.21
Holl Thompson Lowe	9,876.42
Janice Baxter Hull	9,831.28
Kathy Eckhardt	9,600.97
Maria Bolling	9,511.15
Pat Ringnald	9,332.13
Judi Tapella	9,052.31
Laurie C. Cole	8,913.88
Jo Shuler	8,902.52
Jeanie K. Navkal	8,895.70
Socorro M. Infante	8,857.00
Lisa Olivares	8,721.29
Keita Powell	8,696.42
Carmen J. Felix	8,692.70
Stacey Craft	8,658.24
Patti Cornell	8,414.64
Rebecca Milligan	8,408.24
Aime A. Munoz	8,273.13
Betsy C. Richard	8,259.85
Regina Lockwood	8,236.72
Charlene Grubbs	8,195.66
Shelley Eldridge	8,146.89
Dorothy D. Boyd	8,143.99
Mary C. Estupinan-Martel	8,129.67
Patty Webster	8,112.85
Sandra M. Munguia	8,112.85
Joyce Bruder	8,045.49
Amy Stokes	8,023.95
Cindy Machado	7,970.80
Michelle Annesse Bleichert	7,966.23
Ginger J. Benedict	7,946.14
Heather Marie Erbe	7,936.40
Holly L. Ennis	7,849.60
Nadine Bowers	7,773.59
Linda F. Owens-Hale	7,763.13
Joyce Reconello	7,762.06
Maria Dowling	7,705.78
Jean A. Wilson	7,701.64
Tracey L. Chavez	7,548.54
Mayre Durrer	7,546.72
Jamie Leigh Techtent	7,541.83
Renee Brooks	7,492.82
Iva Kurz	7,470.05
Lori L. Kreh	7,384.45
Anita N. Conley	7,349.95
Alicia Borkowska	7,321.34
Shari M. Kirschner	7,307.40
Barbara L. Beyer-Coulter	7,296.43
Collette Parker	7,240.31
Danielle Lois Desiante	7,193.25
Amy Kitrol	7,174.30
Susan K. Janish	7,040.62
Kylie Ann Sanchez	7,018.79
Betty B. Lucido	6,997.91
Laura Poling	6,997.91
Elizabeth B. Muna	6,995.17
Maria S. Campbell	6,954.20
Susie Kopacz	6,925.07
Rita Schaefer	6,828.19
Marlynn A. Ricker	6,827.76
Anne Geertsen	6,809.35
Harriett Sharpe	6,806.30
Angel B. Toler	6,775.08
Belle L. Martin	6,757.34
Dana Julyn Pizzo	6,756.68
Epsie J. Elmer	6,745.73
Jane Cagle	6,728.56
Renee Conn-Enos	6,727.99
Vicki B. Crank	6,719.24
Veronica Ruth Wright	6,715.59

Mary Ellen D'Amico	6,701.01
Barbara R. Johnson	6,633.13
Denise E. Crosby	6,628.95
Rose A. Harvell	6,619.27
Misty D. Guyre	6,591.36
Halle Kathryn Simpson	6,505.12
Cathy A. Barnhart	6,501.20
Ruthie Bretesette-Mount	6,491.85
Julia Sander Burnett	6,478.79
Ilvone K. Foster	6,437.22
Sally Moreno	6,414.14
Tamarie M. Bradford	6,405.99
Luz J. Diaz Almeyda	6,395.58
Nadine H. Huckabee-Stanley	6,343.89
Gail A. Clark	6,342.09
Patricia Fitzgerald	6,327.65

Diamond

Kim L. Cowdell	\$17,180.54
Evelinda Diaz	16,613.95
Ada Y. Garcia-Herrera	14,452.53
Valorie Jean White	14,150.48
LaRonda L. Daigle	13,999.45
Pat A. Nuzzi	13,852.99
Evelita Valdez-Cruz	12,667.01
Terri J. Beckstead	11,827.65
Marcicarmen Gonzalez	11,649.77
Julia Schlundt	11,408.50
Ana X. Solis	11,361.98
Mariann Blase Mason	11,320.00
Caterina M. Harris	11,034.13
Audrey K. MacDowall	11,029.57
Eileen M. Huffman	10,970.14
Michelle L. Farmer	10,968.59
Vivian Diaz	10,935.38
Martha Kay Ralle	10,846.96
Blanca E. Arroyo	10,750.56
Melinda M. Baling	10,613.84
Maria Teresa Lozada	10,479.61
Maria Flores	10,368.11
Marsha Morrisette	10,323.41
Arianne C. Morgan	10,185.57
Priscilla McPeeters	10,155.66
Karen L. Kuntler	10,051.87
Betty McKendry	9,984.34
Morayma Rosas	9,983.33
Rosibel L. Shahin	9,932.75
Peggy Sperling	9,860.49
Connie L. Russo	9,849.19
Jeanette E. Beichler	9,784.46
Heather M. Julson	9,746.26
Debi Christensen	9,700.04
Chayne Gellius	9,630.00
Lesley A. Bodine	9,523.10
Krista A. Johnson	9,516.73
Branda Bennett	9,421.59
Juanita Gudino	9,370.61
Andrea Shields	9,369.01
Yvonne Danksin	9,343.40
Virginia Rowell	9,029.00
Suzanne T. Young	9,013.19
Rosa C. Fernandez	8,995.04
Melissa Mays	8,989.02
Gina Rodriguez	8,943.54
Omosolape O. Akinyoyenu	8,898.72
Deanna L. Spillman	8,853.78
Socorro Reyes	8,826.21
Deborah Dudas	8,763.27
Jill D. Davis	8,711.54
Meyra Esparza	8,701.04
Lara F. McKeever	8,590.13
Phyllis Pottinger	8,566.68
Lou Cinda Utley	8,556.66
Heidi Goetzer	8,554.78
Raime Rosas	8,517.83
Rose Rodriguez	8,450.10
Audrey J. Doller	8,427.96
Mariaelena Boquin	8,410.25
Rhonda Jean Taylor	8,374.30
Lila DeWeber	8,372.37
Barbara E. Roehrig	8,333.95
Martha Reyes	8,308.37
Ana Carolina Alvarez	8,267.32
Silvia Sanchez	8,253.41

Cynthia L. Frazier	8,246.06
Maria M. Amador	8,193.74
Julie Garvey	8,188.04
Bernadette Spriggs	8,100.95
Lisa Hackbarth	8,084.99
Sharon B. Carney-Wright	8,076.79
Jolinn Andriese	8,013.95
Mary Jacobson	8,012.24
Faith A. Gladding	8,002.26
Patricia Carr	7,930.86
Pat Joes	7,884.22
Mileta K. Kinser	7,765.53
Trudy Miller	7,764.31
Yosaira Sanchez	7,750.58
Analiz Avila	7,696.95
Meissa R. Hennings	7,619.12
Norma Lee Shaver	7,563.91
Terrie Guillou	7,558.68
Kristyn Anne Humphreys	7,549.51
Sandy K. Griffith	7,495.85
Susan Hattam Weeks	7,472.85
Mary Lou Schlehuber	7,468.64
Stephanie A. Richter	7,463.43
Maria S. Edgington	7,457.43
Denise Nygard	7,439.84
Lisa A. Stengel	7,438.84
Nellie R. Anderson	7,423.86
Tina Velvet Parkin	7,372.46
Carol Lee Johnson	7,369.48
Magdalena Diaz De Leon	7,351.08
Kathe Cunningham	7,348.33
Lisa Rada	7,310.95
Holly A. Brown	7,282.68

Ruby

Thessy Nkechi Nwachukwu	\$30,764.90
Ekene S. Okafor	30,321.90
Roli Akperi	16,175.95
Dorothy C. Ibe	16,138.24
Candy D. Lewis	14,207.42
Carmen Nunez	12,464.49
Sherrie L. Clemons	11,802.52
Debbie A. Elbrecht	11,670.70
Donna B. Meixsell	11,656.10
Deborah K. Hack	11,500.89
Kathy Monahan	11,437.40
Stella Nwokoje-Pius	10,864.28
Cindy L. Yates	10,780.34
Julie Smith	10,609.43
Donna F. Knotts	10,357.24
Chiloma Ajaegbu	9,919.56
Joyce Omene	9,891.87
Diane Covington	9,752.14
Jacqueline N. Alford	9,406.79
Marnie R. Yungler	9,211.73
Elizabeth Medernach	9,148.90
Oye A. Onuoha	9,060.50
Gloria Dominguez	9,038.50
Sheila K. Valles	9,008.20
Sheryl K. Gains	8,944.49
Candace Lyn Chambers	8,913.38
Kimberly Cavarretta	8,697.49
Alicia Bivens-Jones	8,684.72
Marief Fedri	8,621.26
Laura A. Kattenbraker	8,505.90
Michelle Semper	8,490.50
Phuong L. White	8,331.99
Ingrid Randall	8,326.23
Liz Whitehouse	8,256.68
Rose Mary Neel	8,247.01
Debbie Deets	8,239.30
Lisa Anne Harmon	8,190.87
Laurie Hallock	8,113.69
Krystal D. Downey-Shada	8,089.43
Lisa V. Bauer	8,018.45
Judie Roman	7,958.46
Mary Lou Ardohain	7,786.80
Shirja J. Lovgren	7,776.17
Diana Gutierrez	7,674.88
Mary Alice Dell	7,616.18
Kali DeBlander Brigham	7,551.44
Cissy E. Warren	7,504.33
Lupita G. Ramirez	7,453.43
Amber L. Faulk	7,352.75
Jan Martino	7,312.56

Connie A. Brinker	7,206.74
Nina Jonah Ndukwe	7,151.18
Gale Elliott	7,107.35
Pat Z. Allen	7,058.75
Dori M. Fennell	7,022.63
Pansy L. Pierce	7,017.58
Ann Tinucci Anderson	6,985.61
Bonnie Brannan	6,969.28
Robin A. Albarr	6,938.58
Sylvia Limon Martinez	6,919.34
Phina N. Onwuachi	6,889.78
Patti Maxwell	6,864.99
Carol Fehr	6,860.64
Anne Obiageli Akanonu	6,856.65
Lee A. McCarthy	6,827.23
Olubunmi Ebiwujumi	6,826.66
Mary Sharon Howell	6,814.71
Sonya F. Goins	6,787.08
Beky M. Xepoleas	6,778.01
Molly A. Williamson	6,778.00
Lisa A. DeLucia	6,753.18
Debra A. McDevitt	6,710.20
Deborah J. O'Leary	6,693.41
Jennifer L. Ehimika	6,684.11
Jacqueline Donna	6,674.30
Helen Naomi Godswill	6,663.21
Margi S. Eno	6,631.84
Deborah S. Barker	6,598.41
Cheryl O. Fulcher	6,552.24
Julie Rene Jennings	6,545.61
Nia Putnam	6,521.71
Donna Clark	6,465.65
Laura L. Loghry	6,443.51
Marilynn Coleman White	6,409.97
Gail Bauer	6,405.76
Natalie A. Rivas	6,399.39
Julie Thomas	6,340.16
Edith Ngozi Nwachukwu	6,320.60
Maria Salazar Ibarra	6,275.55
Gina Beekley	6,251.66
Carmen Fenner	6,249.77
Karen E. Gardner	6,204.58
Melissa Regina Almanza	6,204.08
Corrin Cresci	6,190.36
Barbara L. Harrison	6,149.73
Karen Pappas	6,095.28
Vicki S. Lindsay	6,071.89
Rebecca W. Cox	6,063.63
Judy Lund	6,052.59
Deborah S. Bailly	6,043.93

Sapphire

Paola J. Ramirez	\$18,629.65
Gladis Elizabeth Camargo	15,350.11
Melva M. Slythe	15,231.06
Tracy Potter	15,055.30
Jennifer L. Semelsberger	15,042.96
Ana Maria Barba	13,106.11
Lorraine B. Newton	12,961.71
Julia Mundy	12,282.09
Moonesh Mary Ramsaran	11,885.64
Katie D. Nichols	11,521.65
Janelle A. Ferrell	11,504.33
Tammy Romage	11,053.51
Jill Beckstead	10,912.74
Jodi L. Feller	10,714.99
Aweilyn R. Smith	10,598.82
Pilar Najera	10,324.60
Moleida G. Dalley	10,274.51
Kristi M. Nielsen	10,164.23
Angelique M. Talbert	10,141.72
Julie Neal	9,952.43
Randi Stevens	9,859.90
Ann W. Sherman	9,768.38
Kathy R. Bullard	9,703.96
Elizabeth McCandless	9,467.84
Maria G. Diaz	9,379.22
Lady Ruth Brown	9,103.55
Cheri L. Taylor	9,062.79
Lavarn Campbell	8,977.02
Kimberly D. Starr	8,960.73
Juli Weaver	8,670.88
Marie Pfarr	8,861.44
AnaMaria R. Cruz	8,680.26
Diane Bruns	8,672.57

Sandra A. Zavoda	8,578.01
Tasha Bergman	8,552.00
Beverley M. Brown	8,549.17
Elizabeth Sanchez	8,546.89
Silvia Evans Moses	8,510.65
Linne' Lane	8,386.19
Kathleen Kirkwood	8,321.21
Mirna Mejia	8,274.39
Kim Williams	8,252.78
Alejandra Zurita	8,227.72
Cheryl T. Anderson	8,209.49
Delmy Ana Torrejon	8,151.18
Rita E. Siquelros-Avila	8,059.40
Phyllis L. Pinsker	8,058.86
Candy L. Johnston	7,931.89
Ynocenta Hernandez	7,923.89
Rosa E. Meza-Sanchez	7,906.31
Diana E. Fraustro	7,823.48
Josefa Chacon	7,778.01
Sylvia Boggs	7,745.62
Sherril Reindl	7,736.23
Ruby Garner	7,695.09
Dolores Keller-Wills	7,671.19
Kim B. Roberts	7,630.19
Gena Prince	7,540.23
Kathleen Bonadie	7,516.10
Linda L. Quillin	7,506.41
Zasha Noel Lowe	7,445.79
Theresa Kusak-Smith	7,418.20
Debra J. Wittmer	7,373.69
Angie S. Day	7,342.14
Magdalena Nevarez	7,321.39
Maggie Star	7,312.88
Jennifer Bessey	7,297.12
Maria G. Leon	7,230.48
Elizabeth A. Poole	7,209.31
Joanna Helton	7,161.04
Ann Ferrell Smith	7,144.23
Roxanne McInroe	7,143.32
Ana Ruth Gomez	7,003.61
Therese E. Simon	6,948.19
Lynn Baer Roberts	6,944.33
Angeles Castaneda	6,899.55
Heather L. Bohlinger	6,875.98
Nancy W. Pettaway	6,858.46
Danice C. McElDowney	6,841.86
Alison Renee Jurek	6,839.63
Elen Ezekiel Farquharson	6,833.15
Linda Klein	6,831.51
Rachelle Lea Brinker	6,509.84
Richie Cecilia Neira	6,491.49
Marika McMillen	6,465.58
Maria Sanchez Ramirez	6,443.14
Yanick Olivier	6,434.98
Sherry L. Drew	6,413.61
Toya M. Drew	6,406.36
Catherine Virginia Slezak	6,401.97
Erin Kristin Fisher	6,397.59
Natalia Audra Torres	6,385.61
Margarita Guerra	6,363.77
Shawna D. Schneider	6,314.59
Karen L. Spada	6,296.85
Laura A. Armstrong	6,296.50
Elsa Velarde	6,286.75
Elaine K. Williams	6,254.71
Grace Hull	6,204.61
Mercedes Maria Cruz	6,198.18
Jean MacDonald	6,196.79
Christine J. Kurzawa	6,195.24
Sandy McKee-Rini	6,175.02
Karin Schwab	6,166.76
Auri Hatheway	6,159.54
Nancy Graham	6,088.30
Mayra Smalley	6,121.36
Maritza Lanuza	6,093.21
Helen Asare Jakpor	6,083.28
Cory L. Kinchloe	6,054.27
Evalina Chavez	6,032.87
Pam Robbins Kelly	6,002.21
Ann Shears	6,007.12
Celsa Menjivar	5,942.90
Silvia Ramos	5,978.56
Haydee Guzman	5,966.72
Sheri L. Farrar-Meyer	5,177.83
Yolanda Lopez	9,101.89

Emerald

Marianne L. Anderson	\$17,004.29
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Creating Your Future



Diane Underwood

Independent National Sales Director
Brookings, South Dakota

Diane started her Mary Kay career for the income potential, the positivism and the professionalism.

FORMER OCCUPATION:
Operating nurse

CAREER HIGHLIGHTS:
- Began Mary Kay in June 1976
- Sales Director debut in September 1980
- National Sales Director debut in September 1994

Diane is a member of the Mary Kay Millionaire's Club, having earned more than \$4 million in commissions in her career.

Diane's highest earnings in one month have been in excess of \$43,000!!!



Dacia Weigandt

Independent National Sales Director
Palmetto Bay, Florida

Dacia started her Mary Kay business to make some extra money on the side.

FORMER OCCUPATION:
Elementary school teacher

CAREER HIGHLIGHTS:
- Began Mary Kay in July 2001
- Sales Director debut in February 2002
- National Sales Director in November 2005
- Million-Dollar Sales Director two times
- No.1 Sales Director Emerald Seminar, one time

Dacia started her Mary Kay business at age 22 and became the youngest NSD at age 27!

Her income for her first year in Mary Kay was \$60,000...her second year, it was \$150,000...her third year, it was \$220,000...and her fourth year, it was \$433,000!!! Her highest earnings in one month was \$60,000!!!



Gloria Mayfield Banks

Executive National Sales Director
Ellicott City, Maryland

As an MBA graduate of Harvard University Business School and a former employee of corporate America, Gloria became a Consultant to earn extra money.

FORMER OCCUPATION: Top corporate position as a marketing manager

CAREER HIGHLIGHTS:
- Began Mary Kay in February 1988
- Sales Director debut in June 1989
- National Sales Director debut in May 2001
- Million-Dollar Sales Director seven times
- Monthly Go-Give Award in July 1993
- Inner Circle five times

Gloria is a member of the prestigious Mary Kay Millionaire's Club. She has earned more than \$4 million in commissions during her Mary Kay career!!!

Creating Your Future

MARY KAY INC.

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

March 31, 2005

NON NEGOTIABLE

Pay Exactly: forty-three thousand eight hundred fifty-two and 38 / 100

\$43,852.38

PAY TO THE
ORDER OF

DIANE UNDERWOOD
528 W 8th St S
Brookings, SD 57006

NON NEGOTIABLE

More than 200 Independent National Sales Directors in the United States have earned more than \$1 million in commissions.

Monthly Commissions and Bonuses

Listed are NSD commissions earned in April by Independent National Sales Directors as defined above plus the following which are not included in rankings: NSD Director level commissions, Recruiter commissions and NSD contest bonuses. Cars, prizes, etc. are **not** included in these amounts.

Pearl	Diamond	Ruby	Sapphire	Emerald
Cheryl Warfield** 36,737	Barbara Sunden** 70,037	Carol Anton** 60,524	Christine Peterson** 72,710	Gloria Mayfield Banks** 85,161
Jan Harris** 35,510	Lisa Madson 47,609	Pat Danforth 33,426	Gayle Gaston** 63,311	Kathy S. Helou* 38,392
Jackie Swank* 31,610	Karen Piro** 44,301	Shirley Oppenheimer* 33,250	Lupita Ceballos* 44,560	Sherry Giancristoforo** 37,328
Nan Stroud** 31,249	Patricia Rodriguez-Turker* 40,233	Wanda Dalby** 31,985	Rena Tarbet* 39,874	Ronda Burnside* 29,558
Darlene Berggren* 31,180	Julianne Nagle* 36,122	Linda McBroom** 31,707	Joanne Holman** 37,372	Debi R. Moore* 29,280
Pamela Waldrop Shaw 29,421	Tammy Crayk 35,654	Karlee Isenhart** 29,439	Jana Cox* 33,187	Janet Tade* 25,715
Stacy L. James* 28,914	Pam Gruber* 33,280	Sue Kirkpatrick* 29,208	Valerie J. Bagnol* 29,117	Dacia Wiegandt 25,685
Joan B. Chedourn* 27,114	Gloria Castaño** 32,743	Johnnette Shealy* 29,186	Judie McCoy* 28,785	Lily Orellana 23,596
Bett Vernon 22,223	SuzAnne Brothers* 28,891	Ronnie D'Esposito Klein 27,555	Vernella Benjamin 24,178	Consuelo R. Prieto 22,858
Anita Tripp Brewton 20,934	Sonia Páez 28,031	Judy Kawiecki 19,620	Sonya LaVay* 23,218	Doris Jannke* 20,966
Halina Rygiel 20,612	Linda C. Toupin 27,303	Jeanne Rowland* 19,160	Pam L. Higgs 20,794	Jamie Cruse-Vrinios 20,041
Rosa Jackson** 19,820	Holly Zick** 26,884	Pam Ross* 17,035	Gloria Baez 19,142	Natalie Privette-Jones 18,748
Lise T. Clark* 19,121	Anita Mallory Garrett-Roe* 26,193	Margaret Winner* 16,798	Jo Anne Barnes 19,140	Kerry Buskirk* 18,618
Nancy Brenner* 18,194	Joyce Z. Grady 24,423	Pamela A. Fortenberry-Slate* 16,557	Maribel Barajas 18,406	Cindy Fox* 17,955
Allison LaMarr 18,107	Mary Diem* 23,766	Elizabeth Sapanero 16,543	Shannon C. Andrews* 17,867	Joanne R. Bertalan* 17,738
Elizabeth Fitzpatrick* 17,857	Kathy Z. Rasmussen** 22,251	Janis Z. Moon 16,318	Sharon L. Buck 17,233	Pamela Tull 17,465
Sandy Miller 17,833	Diane Underwood 21,877	Kate DeBlander 16,138	Alia L. Head 16,745	Kay E. Elvrum 16,557
Monique Todd Balboa 17,475	Dawn A. Dunn 21,691	Vicki Jo Auth 15,841	Martie Sibert* 16,172	Kym A. Walker* 16,326
Maureen S. Ledda* 16,333	Sandy Valerio 17,594	Toni A. McElroy 14,849	Debra M. Wehrer 15,418	Cathy Phillips 16,068
Cathy E. Littlejohn 15,906	Maria I. Monarrez 16,087	Kirk Gillespie 14,399	Mary L. Cane 15,058	Mona Butters 15,760
Julie Krebsbach 15,861	Jo Anne Cunnington 16,028	Michelle L. Sudeth* 14,378	Jan L. Theftford 15,027	Miriam Gómez-Rivas 15,470
Anaëll Rocha 15,483	Sharon Kingrey 15,944	Bea Millsagle 14,320	Mattie Dozier 14,744	Cathy Bill* 14,776
Pat Campbell 14,484	Connie A. Kittson 15,015	Jessie Hughes Logan* 13,751	Pam Klickna-Powell 14,614	Jackie LaPrade 14,574
Shirley M. Oshiro 14,480	Sharon Z. Stempson* 13,965	Gena Rae Gass 13,369	Sherril L. Steinman 14,532	Judy Harmon 12,890
Lynda Jackson* 14,353	Dalene Hartshorn 13,529	Jean Santin* 13,213	Jeanne Curtis 13,926	Nora L. Shariff* 12,270
Beatrice Powell 13,995	Sandra Chamorro 11,911	Sue Z. McGray 13,185	Karen Kratochvil 13,922	Shelly Gladstein 12,138
Wilda DeKerlegand* 13,700	Diana Heble 11,679	Rebecca Evans* 12,803	Davanne D. Moul* 13,353	Irene A. Shea 12,111
Kathy C. Goff-Brummett 12,604	Linda O. Scott 11,223	Vicky L. Fuselier 12,726	Nancy A. Moser 13,061	Brenda Segal* 12,073
Jane Studrawa 12,543	Diana Sumpter 10,562	Scarlett S. Walker* 12,309	Maria Aguirre 12,958	Barbara Whitaker 11,627
Ruth Theodocion 11,782	Charlotte G. Kosena 10,536	Nancy M. Ashley* 12,305	Carol L. Stoops 12,506	Sherry A. Alexander 11,539
Bettye M. Bridges 11,759	Isabel Venegas 9,988	Cynde Gress 11,774	Gillian H. Ortega 10,829	Jo Reynal Rogers 11,500
Robin Rowland 11,638	Jan Mazziotti 9,433	Nancy West Junkin* 11,685	Kendra Crist Cross 10,716	Yvonne S. Lemmon 11,495
Rosalie Ann Medjesky 11,290	Carol Lawler 9,400	Cheryl J. Davidson 11,551	Brigit L. Bridle 10,576	Dawn Otten-Sweeney 11,082
Linda Kirkbride 11,175	Naomi Ruth Easley 9,363	Lynne G. Holliday 11,457	Ann Brown 8,899	Sabrina Goodwin Monday 10,720
Barbara Faber 11,111	Betty Gilpatric 8,792	Patricia Lane 11,065	Karen B. Ford 8,395	Cristi Ann Millard 10,333
Barbara Stimach* 10,880	Andrea C. Newman 8,498	Cindy Z. Leone 10,927	Jill Moore 8,222	Kathy Rodgers-Smith 9,308
Wadene Claxton-Prince 10,604		Sharilyn G. Phillips 10,905	Joy L. Breen 7,927	Judy A. Rohde 8,773
Sylvia Kalicak 10,461		Kimberly Walker 10,694		Crisette M. Ellis 8,376
Maureen Myers 10,304		Phyllis Chang 10,609		Regina Hogue 8,212
Gilda McGuire 10,164		Terri Schaler 10,565		Joanne Hollingsworth 8,093
Kathy Jones 9,551		Maria Aceto Pirro 10,413		Francie McBeth 8,001
Deb Pike 8,845		Gay Hope Super 9,805		Esther Whiteleather 7,584
Sonja Hunter Mason 5,970		Thea Elvin 9,116		Phyllis R. Sammons 7,156
Mary Pat Raynor 5,085		Cindy Towne 8,444		Carmen Rios 5,586
		Amy Dunlap 8,422		Pamela Cheek 4,299

Rewards of a Mary Kay Business

Prizes and Recognition

Flexibility

Personal Growth

Friends

Fun

Tax Benefits



Which of these benefits excite you the most?

Prizes and Recognition

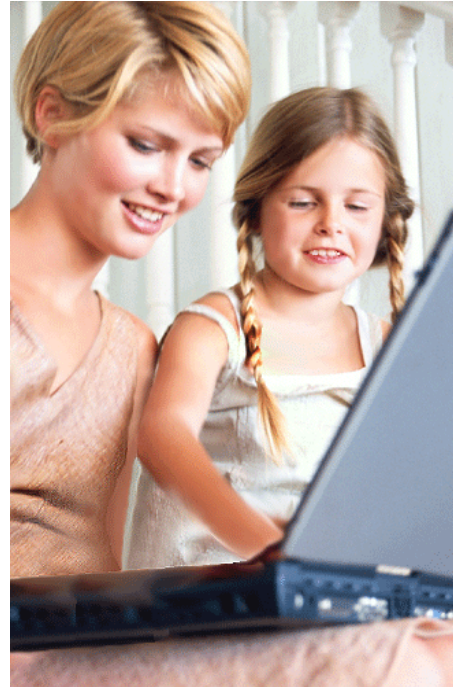
What was the last prize you earned for doing a great job?



Mary Kay awards more than \$50 million annually in incentive awards to Independent Beauty Consultants and Independent Sales Directors.

Flexibility

Could you get excited about controlling your own schedule for the rest of your life?



How much time would you like to devote to your Mary Kay business?

Mary Kay Weekly Plan Sheet (Hoja de Planeación Semanal)

NAME (NOMBRE): _____ WEEK OF (SEMANA DE): _____

	SUNDAY (DOMINGO)	MONDAY (LUNES)	TUESDAY (MARTES)	WEDNESDAY (MIÉRCOLES)	THURSDAY (JUEVES)	FRIDAY (VIERNES)	SATURDAY (SÁBADO)
6:00							
7:00							
8:00							
9:00							
10:00							
11:00							
12:00							
1:00							
2:00							
3:00							
4:00							
5:00							
6:00							
7:00							
8:00							
9:00							
10:00							

Personal Growth

Six important things that money can't buy, but Mary Kay can offer:

Purpose in your life

Challenge

Self-Improvement

Confidence

Self-Fulfillment

Friends



Friends



My Director & Me



Place Photos Here



The Underwood Family



Mary Kay & Diane



Place photos here



Undie's Wondies



Tax Benefits



Could your family benefit from the tax advantages of a small business?

As an independent contractor, you may be entitled to a variety of tax deductions. Since everyone's situation is different, you may wish to consult your tax professional.

Having a home-based business is the best tax break in America!



Qualities of Successful Consultants



They are busy.

They are busy, therefore, they know how to prioritize, and they are good time managers.

They don't know a lot of people.

They start with friends and family but are willing to learn how to develop a clientele.

They are not necessarily the "sales type."

This business is about building relationships, providing great skin care products and offering a service.

They have more month than money.

They appreciate Mary Kay, because it frees them from living paycheck to paycheck...whether it's affording the little extras or creating a whole different lifestyle.

They are family-oriented.

They are motivated by the needs of their families and see them not as excuses, but reasons to be successful.

They take advantage of a good opportunity when they see it.

They realize that the only way to change their future is to act in the present. "If you don't like the results you have been getting, you have to change what you have been doing."

They are happy with their lives but are looking for something more.

They desire something to call their own—an opportunity to grow in new ways.



The Starter Kit contains full-size retail product valued at more than \$300, and when you add all of the demos & business supplies, this Kit is worth over \$400 for ONLY **\$100!**

Getting Started

- 1) Submit online agreement.*
 - \$100 + tax and shipping
 - Visa, MasterCard or Discover
- 2) Attend 2 skin care classes/parties to observe.
- 3) Begin your ongoing education with your Director.

\$100 could change your life!!!

*Agreements can be submitted by mail with a check payable to Mary Kay Cosmetics, but processing and delivery of the Starter Kit will take longer than with online agreements.



Once you have the Starter Kit, you have the opportunity to have product on-hand. This choice is optional, not mandatory. There is, however, a 90% buy-back guarantee.

Opening Questions

Name: _____ Phone: _____

What we are going to do today is:

1. I'll ask you tell me about you.
2. I'll tell you about me.
3. I'll give you some facts.
4. You'll have a chance to ask questions.
5. Because we have done the other 4, I will be asking you for a decision. Are you comfortable with that?

Consultant Rule - You can only ask questions. Do not tell her what Mary Kay can do for her during this part of the interview. The goal is to key into her personality type.

QUESTIONS

1. Tell me about yourself.
2. What do you like most and least about what you presently do?
Most: _____ Least: _____
3. In your wildest dreams, if you could see yourself doing Mary Kay, why would you?
4. If you earned extra dollars (\$) with Mary Kay, what would you do with it? (Paying bills is not an option--**Dream past the ordinary!**)
5. If you were to do Mary Kay, who would you tell first, and what do you think they would say?
6. Where do you see yourself 5 years from now?
7. If we only had 5 minutes, what would you really want to know about the Mary Kay opportunity?
8. Why would you be good?
9. Why would this be a good time for you to get started?

Closing Questions

1. What impressed you the most about what I just shared?
2. Do you have any questions?
3. Is there any reason we can't get you started today?

Consultant's Guide to Overcoming Objections

1. I have never sold anything before.
2. I already have a full time job.
3. I do not have any money.
4. I am too busy.
5. My children are too small.
6. I love my job.
7. I have never sold cosmetics.
8. I think I will wait until school is out.
9. My husband does not want me to sell or do this job.
10. I think I am too shy.
1. Great! You will find the products sell themselves.
2. Super! That means you know some people that you could offer a free facial and that could help you with your first classes. Besides, I am not asking you to quit your job, just to consider Mary Kay.
3. That is just the reason why you need this career! How much longer do you want to be without a \$100?
4. I am a busy person too, and that is why I chose you, because busy people make the best consultants. They are the most organized and know how to manage their time.
5. Great! You are going to love the flexibility Mary Kay offers. You really do schedule the hours you want to work. For a change, you can schedule your job around your family and not the other way around. That is the "otherhood," which is a mother who is always gone; "smotherhood," which is a mother who is always home; and motherhood the best of both worlds.
6. Great! Could you use some extra money? And really, how do you know you will not like this as well? You owe it to yourself to at least hear all the facts.
7. Great, because all of your training is free! If I could teach you to do exactly what I do, do you think you could learn? And then, in turn, teach other women?
8. You are right! Summer is a great time to start. But you really should get your starter kit and training out of the way so that when summer comes, you will be ready to go.
9. I think it is great that your husband is showing an interest in your career. But how can he make a decision for you without knowing all the facts? He owes it to himself and to you to at least listen. I am sure that when he hears the marketing plan, he will be all in favor of your starting his career. In the meantime, have him call his stockholder and get his evaluation of the company.
10. I know how you feel. I felt the same way too. But I found that once I had compiled my five training classes, I was feeling quite confident. Mary Kay really is a free Dale Carnegie Course. I have never met anyone who wants to stay shy for the rest of their life. And of course, our skin care classes limit the classes to six.

Consultant's Guide to Overcoming Objections

11. I am afraid to stand up in front of six people. 11. I know how you feel. I felt that way too, but found my first few classes were with friends, and it helped me to relax. remember, your training is all free, and you get the best in the company. You can also do single facials or double facials.
12. I know someone who did this and failed. I'm afraid that will happen to me. 12. It is too bad about your friend. But it is unwise to judge your success or failure on what she did. We are not in the business of selling cases. I don't make a dime unless you do. It is my responsibility as your recruiter to help you get on your feet. I believe in you and believe you will do great!
13. I do not wear makeup. 13. Great! Because Mary Kay's greatest business is in the basic skin care. And I know you're interested in taking good care of your skin.
14. I'm a single parent. I need the security of a job. 14. That's why I thought of you! In this career, your finances are not based on someone else, but your abilities to make as much as you want. If I could show you how to make \$750 per month, do you think you could come up with \$100? In this company, you can really determine your own security. Isn't that exciting?
15. I really do not know anyone. 15. That's great! Because this career will give you an opportunity to meet so many people. All you need to know is one person, because that's how it starts. One person tells another person and so on.
16. We only have one car. 16. That's O.K.! You will find that with the flexibility of scheduling your Mary Kay business, you will be able to work around your husband's car. Could you get excited about earning you very own free car or buying one yourself?
17. I cannot be like you. 17. I do not want you to be like me. But instead, I want you to be the best that you can be. It takes all types to teach all types.
18. I hate those parties. 18. I do not blame you, so do I. Isn't it great that we are professional and teaching skin care. We always limit our classes to six people so that we can give personal attention.
19. I do not want to obligate friends. 19. I know how you feel. I felt the same way too, but I found that once they tried the product, they were thanking me for sharing it with them. You see, there is not a finer product on the market, and your friends will love it. They really ought to be grateful that you included them in your first classes.
20. I'm afraid to ask people to have parties for me. 20. I know how you feel. I felt the same way too, but I found the training classes really helped me. After I had read the material in my starter kit and went to the classes, I felt more confident to call friends. Besides, you're only asking for their opinion to compare Mary Kay to what they are using now. The facial is free.

How to Use Your Recruiting Notebook

Practice your presentation until it is memorized and comfortable.

Do your interview right after the class or set interviews to be done within 24/48 hours.

Ask the Opening Questions.

Present your Recruiting Notebook, and incorporate your own "I-Story".

Use Closing Questions to get her decision.

Send her home with information and dvd if she doesn't sign right then.

Follow up within 24 hours after sharing facts. Follow-up with everyone--even the ones that you think are negative or you think would never choose Mary Kay as a career. (Never pre-judge!)

Play the numbers game! You will feel more confident and get more skilled at working through objections after you have gone through more interviews. Ask a lot of questions, but let them talk. Help them work through their objections. Make a list of every objection that challenges you, and make a point to learn a positive response in the future. Review the Consultant's Guide to Overcoming Objections pages.

Make a specific goal to do _____ interviews in a week from either a class, one-on-one appointment or someone who has watched a DVD about the opportunity. Track yourself. How many interviews have you done, and how many do you have left to do? Visualize. Make a goal poster or dream book; have it by your bed.

Affirm – "I am a woman on a mission with a vision and a passion." "I am _____ (driving my free car or Sales Director or Team Leader, etc.) by _____ (date)."