

This Sharing Notebook is a template for your own masterpiece.

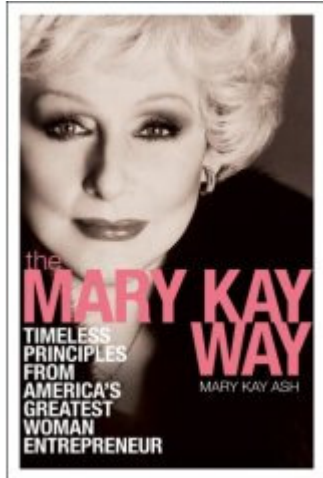
You will notice starting with the fourth page that there is quite a bit of “white space”. This space is intended for you to add your own pictures. Add actual pictures, clip art, magazine cut-outs, pictures of prizes earned or striving for, ribbons, anything that will help make your sharing notebook more visually pleasing and personal.

Print the pages, make them shine like the star you are, then put the pages in clear page protectors and a 3-ring notebook.

Insert some extra page protectors at the end to add a copy of Applause, consultant agreements, and other company literature to be able to give to your prospective team members.

MARY KAY®

Enriching Women's LivesSM



**Today we will
share five things:**

1. You will tell me about you.
2. I will tell you about me.
3. We will talk about the *Mary Kay* business opportunity.
4. I will answer any questions you may have.
5. We will find out if the advantages of owning your own business are something you would like to try.



- Tell me about yourself.
- What do you like most about what you do on a day-to-day basis?
- If you could change one thing about your current situation, what would it be (more flexibility, appreciation, income, etc.)?

My Story...

- What I did before I started my Mary Kay business.
- Why I decided to become an Independent Beauty Consultant.
- How my life has changed since I became an Independent Beauty Consultant.
- What I like best about my Mary Kay business.

Mary Kay is a Company with a heart.



- In 1963, Mary Kay Ash created her dream Company with her life savings of \$5,000 and nine Independent Beauty Consultants.
- She built her Company based on the Golden Rule: Do unto others as you would have them do unto you.
- She created a unique business opportunity where women help one another. You are in business for yourself, but not by yourself.
- Mary Kay's influence extended beyond the business world. She created the Mary Kay Foundation to fund research of cancers affecting women and the prevention of violence against women.



Mary Kay is a global leader.



- Mary Kay's World Headquarters is located in Addison, TX (a suburb of Dallas).
- More than two million Independent Beauty Consultants in over 35 countries across the globe have discovered the life-changing opportunity Mary Kay can offer.
- The Company's global wholesale sales were over \$2.5 billion last year. The Company's global goal is \$5 billion by the 50 year anniversary (2013).

You will have the products women need.



- The Mary Kay product line includes more than 200 premium products, including innovative TimeWise anti-aging skin care products and microdermabrasion.
- The Company develops, tests, manufactures, and packages the majority of its own products at its state-of-the-art manufacturing facilities.



You will have the products women want.

- Color not only makes you look good, it makes you feel good.
- Mary Kay provides you with education so you can help women with their color cosmetics and earn money doing it!
- In addition to skin care and color, the Mary Kay product line also includes:

Body Care
Sun Protection



Men's skin care
Fragrance



You can have unlimited earning potential.

As an Independent Beauty Consultant, you can earn money:

Through product sales:

50% - buy for 1 and sell for 2

Parties, facials, and reorders

Through personal team building:

4%, 9%, or 13% commission from the Company based on orders placed by personal team members.

As an Independent Sales Director, you can earn commissions and bonuses from the Company based on your unit's activity.

You will be an independent businesswoman.

- Mary Kay Independent Beauty Consultants do not have territories or quotas.
- Set your own pace for success with open-ended advancement opportunities.
- Build lasting friendships with a remarkable sisterhood of women.
- Have the opportunity to experience a balanced, rewarding life filled with personal growth and achievement.

You can have freedom and flexibility.

- Instead of working your life around your career, Mary Kay works into your life.
- The Mary Kay philosophy is faith first, family second, and career third.
- You will be your own boss and set your own hours.

**You can be rewarded
and recognized.**

The Mary Kay Way is one of praising, mentoring, and recognizing achievement.

You can drive a Career Car.

Think of it as a trophy on wheels.

Mary Kay pays for your taxes, licensing, registration, and most of your car insurance.



*Choose the Chevy Malibu or
\$375 cash compensation*



*Choose the Chevy Equinox,
Toyota Camry, or
\$500 cash compensation*



*Choose the Cadillac DTS,
Cadillac CTS,
or \$900 cash compensation*



Successful Mary Kay Independent Beauty Consultants are...

...busy people.

Busy people know how to get things done! They know how to prioritize and use their time effectively.

...not the "sales" type.

Mary Kay likes to attract people, not attack people. Mary Kay's foundation is based around great teaching and customer service.

...others focused.

Due to the incredible flexibility of working when you want to work, Mary Kay is ideal for people who desire quality time with family and friends.

...looking for extra money.

Whether looking to make an extra \$100 a week or make it a full-time career, Mary Kay provides many avenues of income.

...new to an area or do not know many people.

No business can be a true success on only friends and family. Mary Kay provides a great opportunity to meet new people and establish lifelong friendships.

...already working another part-time or full-time job.

Working with others gives you immediate contacts.

...nervous about getting started.

Just like any career opportunity there will be nervous energy at the beginning. Mary Kay has fantastic training, along with other consultants who are excited to help you succeed every step of the way.

pink changing lives™

Final thoughts from you...

- If you do not become a *Mary Kay Independent Beauty Consultant*, where do you see yourself a year from now?
- If you do become a *Mary Kay Independent Beauty Consultant*, what will be improved a year from now?
- What qualities do you have that would make you shine as a *Mary Kay Independent Beauty Consultant*?
- What are the two most important reasons for you to become a *Mary Kay Independent Beauty Consultant* today?

Your Starter Kit

Let's Get Your
Future Started!



- You can purchase your Starter Kit for just \$100 plus tax and shipping with cash, check, Visa, MasterCard, or Discover.
- Your Starter Kit will be delivered by UPS right to your door.
- Your Starter Kit contains over \$450 in products and sales aids to give you the best start possible.
- Is there any reason why you wouldn't like to get started today and give Mary Kay a try?

