

Frequently Asked Questions on the Signature Look Incentive for new Independent Beauty Consultants

General Questions

Q. Who's eligible for the Signature Look?

A. Beginning March 16, any new Independent Beauty Consultant who places an initial \$600 or greater wholesale Section 1 order within 15 calendar days of when her Independent Beauty Consultant Agreement is received and accepted by the Company.

Q. How will a new Consultant receive her Signature Look?

A. It's easy! Here's what she'll do:

- 1. Log on to the Mary Kay InTouch® Web site. (The first time she'll log on, she'll be asked to input her Consultant number and to choose a password.)**
- 2. After logging on, she'll be asked to create a marykay.com e-mail forwarding address.**
- 3. The new Consultant then will be directed to the Signature Look page (if it's within 15 calendar days of submitting her Agreement) where she'll complete an online questionnaire that includes a series of questions about her facial features. Once she completes the questionnaire, she has the choice to continue on through Smart Start or to online ordering.**

As a reminder, the Consultant's initial \$600 or more wholesale Section 1 product order must be placed within 15 days of when her Agreement is received and accepted by the Company to receive her free Signature Look. If she does not complete the online questionnaire, but still places a qualified order within 15 days, she'll receive a standard signature look that complements all skin tones and eye colors.

Q. When will the Signature Look arrive?

A. It will arrive with a new Consultant's product order, along with her Ready, Set, Sell product bonuses.

Q. My new team member didn't receive her Signature Look with her order and Ready, Set, Sell product bonuses. What does she do?

A. Call the Mary Kay Consultant Contact Center at 972-272-9333. They will be able to verify what look she should have received and arrange its delivery, if necessary.

Q. My new team member received the incorrect look, what should she do?

a. Call the Mary Kay Consultant Contact Center at 972-272-9333. They will be able to verify what look she should have received and arrange its delivery, if necessary.

Ready-Set-Sell~~Inventory Options for New Consultants

Inventory is a personal and optional decision. Records show that the more you can start with the easier your business will be. If you have it~you will sell it. Can you imagine going to the mall and seeing empty stores? Remember that MK does have a 90% Inventory Guarantee. A VERY IMPORTANT FACT TO CONSIDER IS THAT YOUR “MARY KAY WILL ALWAYS PAY FOR YOUR MK”~whether you start with a loan payment or building with sales...your profits will pay for Mary Kay not your current income!



Wholesale Amount	Approx Total Cost <small>includes Sec 2 supplies and taxes on full retail amount</small>	Approx Mo. Payment on Loan <small>(at 12% for 36 months but check with your bank for best rate)</small>	# of filled Roll-up Bags <small>as shown in Beauty Book. Orders are customized, this is approximate.</small>	Free Personalized Color 101 <i>if placed in first 15 days</i>	New Consultant Ordering Bonus <small>based on first order only ~before end of second calendar month</small>	Star Status <small>Prizes shown on web or in Star brochure</small>
\$4800 Spa and Super Boutique	\$5800	\$180	18 bags plus Spa Items	\$104	\$610 Includes 5 Travel Bags	Pearl
\$3600 Super Boutique	\$4400	\$154	18	\$104	\$610 Includes 5 Travel Bags	Emerald
\$3000	\$3600	\$117	15	\$104	\$524 Includes 4 Travel Bags	Diamond
\$2400	\$3000	\$100	12	\$104	\$408 Includes 3 Travel Bags	Ruby
\$1800 Mini Boutique	\$2300	\$74	9	\$104	\$327 Includes 2 Travel Bags	Sapphire
\$1200 Enough for Debut Party	\$1600	\$110/12 months	6	\$104	\$224 Includes 1 Travel Bag	**
\$600 Display order or Family Plan	\$800	**	3	\$104	\$114 Includes 1 Travel Bag	**