

Something Interesting To Read... And Show Your Friend, Husband, or Significant Other.

I am grateful to be among the self-motivated, successful Mary Kay business owners and to be part of this dynamic \$3 billion global organization. You may not know what is available in this business. At First, I didn't either. So consider this scenario for a moment:

You are at home and your friend tells you that someone from a professional employment agency has solicited them for an interview. In other words, a 'head hunter' has called to offer a new career opportunity.

These are their selling points for the company making this offer:

- The company has been listed as one of the TOP 100 COMPANIES TO WORK FOR in America (Fortune Magazine), and is the one of the TOP TEN companies for women.
- The company already has 74 women who are self-made millionaires, which is more than any other company in the USA.
- The company's marketing plan is studied at Harvard and other major universities throughout the country, as a dual marketing plan (not a multi-level marketing plan).
- The company has the #2 website in the world, www.marykay.com (Amazon.com is #1).
- The company advertises in national magazines, **SENDING ALL THEIR REFERRAL BUSINESS BACK TO THE SALES FORCE.**

People accepting this offer can:

- Set their own schedules; be in charge of their own time; be home for their kids while earning a lucrative income.
- Make a 50% profit on personal sales. There are no quotas or requirements for the method of sales. They may purchase their own cosmetics for a discount OR build a large customer base.
- Earn the use of a company car after 1-4 months within the company.
- Choose to retail the product or go into a leadership position after 2-4 months, advancing themselves as quickly as they want.
- Have the potential of an extra \$500 to \$5000 bonus every single month once in leadership.
- Have access to disability and life insurance (up to \$100,000 per year).
- Drive a company car that will be replaced every two years, with 85% of the car insurance paid, and it will increase in value and prestige as their unit grows, building to the famous pearl pink Cadillac.
- Be trained by the top leaders in the company, including bi-annual seminars sponsored by the company.
- Receive prizes from the company every 3 months (jewelry, luggage, china, etc.)
- As a Director, qualify for luxury trips around the world, one per year, and build globally in any of the company's 33 markets around the world.
- When continuing to promote themselves with consistent effort, they can become a NATIONAL SALES DIRECTOR and enjoy a Family Security Plan. One of the top National Sales Directors associated with this company recently retired at over \$600,000 per year for 15 years (= **\$9 million** dollars) in retirement income from the company.
- Relocate and travel, if needed, and they will not lose your territory.

On top of all this, they were encouraged to keep faith first, family second, and business third and to live by The Golden Rule.

Just think.... If this were offered at no risk to your friend, husband or significant other, wouldn't you encourage them to at least try? Of course you would! Now consider this: This can be **Your** Company that **you** build for **your** Future. Are you willing to hear more, "think outside the box", and open your mind to great opportunities for a career Plan B? Contact me to hear how this can be customized to your schedule, your needs and your personality - and how you can actually have fun building your future!

Joy Bailey-Gress ~ Independent Senior Sales Director
334-477-5623

www.marykay.com/jbailey-gress

or contact your own personal beauty consultant

Building leadership and working with women on individualizing their goals and businesses.

"The best way to predict the future is to create it"



Consider what Mary Kay has to offer...

Becoming a Business Owner

Reasons Why Women Join Mary Kay

(Please mark those that appeal to you)

- Prioritize your life:
Faith First, Family Second, Career Third.
- Money: Average Consultant earns \$30-\$50 per hour.
- Prizes and Recognition
- Be your own boss:
Answer to only YOU and your goals. No Quotas!
- Flexibility: Work when, where, and how you want.
- No Territories: Sell & Recruit anywhere in the U.S.
- Make New Friends.
- Tax Advantages: Business expense deductions.
- Career Advancements: Based on personal activity.
- Company Car: Qualify in just 4 months or less for a company leased Chevy Malibu or a monthly cash compensation.

How to get started...

1. Fill out a New Consultant Agreement.
2. Pay for your Starter Kit—Just \$100 plus tax & Shipping (\$500 value)
3. Mark your calendar for training classes (Education is available, local, and on-going!)
4. Make a list of everyone you know who has skin!
5. Schedule your 1st Party (“Grand Opening”)
6. Begin practicing facials & parties with contacts on your list!



The Career Car Program

Earn the use of a Chevy Cruze (fully loaded!) in just 4 months or less! The Company pays lease, property taxes, license, On-Star & most insurance. (\$21 co-pay pp for the 1st 2 years, \$30 for teenagers!)
Or, choose \$375 cash per month instead!
Imagine adding over \$6,000 a year to your family budget if you didn't have to pay for a car!!

Earning Money...

SELLING PRODUCT = 50% Profit!

- Establish customers through facials & parties. Average income is \$30 - \$50 per hour.
- Website business is \$25 for the 1st year. No hidden fees or monthly maintenance fees & it is maintained by Mary Kay Inc.

REORDERS = Residual Income!

- Consumable product creates a solid reorder income.

TEAM BUILDING

- Earn 4%, 9%, or 13% commissions directly from the company for introducing other women to Mary Kay.
- Earn Cash Bonuses!
- Career Car Program

LEADERSHIP

- Triple your income to 9% - 13% commissions when you advance to Sales Director. Responsibilities include training and mentoring New Beauty Consultants.
- Earn rewards including: cash bonuses, a Toyota, Chevy Equinox, or Pink Cadillac, diamonds, luxury trips, term-life insurance, disability insurance, paid retirement ... and much more!

Qualities of Mary Kay Consultants

Many Successful Consultants

Share These Qualities:

(Check all that sound like you)

- Family Oriented: You put your family before yourself and consider them a reason to succeed.
- More Month-than-Money: You need extra money and are interested in making more.
 - Decision Maker: you aren't afraid to take a risk on your gut feelings and give something new a try.
 - Very Active Lifestyle: you are on-the-go with a busy schedule and little time for yourself.
 - Not the "Pushy" Sales Type: You are a good listener and could build a strong re-order clientele.
- Small Group of Friends: You might be new to the area or don't know many people, but like to meet



MARY KAY
Enriching Women's Lives®

Your Starter Kit – Let's Get Your Future Started!

A \$100* Decision!

*plus applicable tax and shipping

\$410*

**Retail Value
plus so much more....**

(*retail value based on choice of foundation bundle)



The Mary Kay opportunity allows you to begin your own business with a flexible schedule, no quotas, no territories, unlimited earning potential, advancement opportunities, tax advantages and best of all.....

YOU ARE YOUR OWN BOSS!

A Special Note

\$100 may not change your financial situation, but it could change or make a difference in your life. As your recruiter and fellow Independent Beauty Consultant I am here to mentor you every step of the way. I will share my support, knowledge and experience as you achieve success.

Teaching skin care allows total flexibility and unlimited earning potential based on personal goals and activity. Making a plan and working it is the key to your success.

By joining our team of enthusiastic women as an Independent Beauty Consultant you can earn as little or as much as you like while enriching the lives of others. This is a \$100 decision with nothing to lose and everything to gain!

Bee.....lieving in YOU,

Your Name Here
Your Title Here
Your Contact Information
(Or put your MK address label here)

Retail-sized Products:

- TimeWise® 3-In-1 Cleanser (Normal/Dry)
- TimeWise® 3-In-1 Cleanser (Combination/Oily)
- TimeWise® Age-Fighting Moisturizer (Normal/Dry)
- TimeWise® Age-Fighting Moisturizer (Combination/Oily)
- TimeWise® Day Solution Sunscreen SPF 35*
- TimeWise® Night Solution
- Oil-Free Eye Makeup Remover
- Mary Kay® Ultimate Mascara™ in Black

As well as your choice of:

Mary Kay® Mineral Powder Foundation Bundle =
7 foundations + 6 brushes

OR

TimeWise® Liquid Foundation Bundle =
12 Luminous & Matte formulas

PLUS Business Tools:

- Starter Kit Bag (includes Organizer Caddy)
- Mirror with Tray, 4 & Disposable Trays, pk./30
- Facial Cloths, pk./30 & Color Cards. 2 pks./5
- Business and Product Basics (Consultants Guide)
- Disposable Mascara Brush Samplers, pk./15
- Disposable Sponge-Tip Applicators, pk./15
- Fragrance-Free Satin Hands® Pampering Set Packettes, pk./12
- Botanical Effects Cleanse - Formula 2 (Normal), pk./6
- Botanical Effects Moisturize - Formula 2 (Normal), pk./6
- Botanical Effects Freshen - Formula 2 (Normal), pk./6
- Botanical Effects Mask - Formula 2 (Normal), pk./6
- TimeWise® Microdermabrasion Set Samplers, 6 pairs
- Lip Gloss Samplers, 2 strips of 2 with applicator
- Foundation Finder Tool (Bilingual)
- "Start Earning Now" Magazine & Miracles Happen Book
- Date Book - Bilingual
- Ready, Set, Sell! Inventory Options Brochure
- MKConnections® Generic Business Cards & Special Offer Flyer
- Beauty Book, pk./10 (includes 10 inserts and Instructor's Guide)
- Sales Tickets, pk./25 & Customer Profiles, pk./25
- Hostess Brochure & Team-Building Brochure
- The Look, pk./10

Why Mary Kay?

19 Reasons to consider MK as a part-time, spare or full-time Business Opportunity.
You have nothing to lose and so much to gain by just giving it a try!!



Rock Solid Company

#1 No Stockholders and NO Debt...
so No Bankruptcy or Bail-Outs!

Sales = 50% profit

#9 Best way to show is at a makeover
or party but books and web sales
are good too.

NOT a Pyramid

#14 Team Building commissions are
4-69% and come from MK. Directors
earn equally on entire unit and
Consultants on just their team.

No Sales Quota

#2 Place a minimum \$200 order
once a year...
NO Auto-ship and Auto-Charges

Consumable Product

#10 MK Products are used up
DAILY...reorders ave. \$10 a mo. per
client. 100 clients=\$500 profit/mo

Recession Proof Product

#15 Women won't go without
Foundation, mascara or Lipgloss no
matter the economy.

Large Target Market

#3 From Babies to Teens to Men
and Women ...everyone with skin
is a potential client.

Priorities

#11 Faith FIRST, FAMILY second and
then the career. Balance to live
YOUR life.

No Territories

#16 Move your business with you
AND your clients can
take YOU with them.

Actual Car Program

#4 True Company Car...no lease
payment, tax or tags...
or qualifying for a loan.



Self-Promotions

#12 Promote yourself based on *your*
activity NOT someone's opinion of
your activity!

Tax Deductions

#17 With Inventory, you get full home
office tax deductions, plus so much
more!



On-Going Training

#5 On your own or attending
Conferences and Seminars...
truly amazing training!!

Cinderella Prizes

#13 Mary Kay believed when your
confidence increases so will your
esteem and then you're
unstoppable!!



Positive Atmosphere

#6 Filled with Christian principles like
the Golden Rule and
Can-do Attitude!!

Mary Kay Gives BACK!

#18 Corporate recycling and they have built 3 Habitat for
Humanity homes to name a few. MK Foundation funds Safe
Homes around the US plus Cancer research. No Animal
Testing. Donations to Haiti, Katrina, Military in Iraq plus so
much more!

Business Bail-Out

#7 Give up and return unused
Inventory for 90% Buy Back!
Unheard of in Direct Sales.

Satisfaction Guarantee

#8 Products are 100% Satisfaction
Guarantee for product confidence
among Consultants!

ONLY \$100 to Join

#19 \$330 in Retail Product
Training cds, dvds and books
Enough samples and applicators for a
min of 30 makeovers.



Mary Kay Facts

How do I get started?

After discussing career details with a Beauty Consultant, you simply submit a Beauty Consultant agreement and purchase your own Starter Kit at a low cost, which includes all the demonstration items and business-building sales tools needed to start your business.

How much time do I have to put in and are there any Sales Quotas?

In Mary Kay we have no sales quotas, so there is never any pressure to sell. An "active" Consultant is one who places a minimum order every three (3) months. Remember, everyone's situation is different and you work your business the way you want.

What if I don't know anything about selling?

With Mary Kay you are teaching and servicing customers. Continuing education is one of the foundations of career growth in Mary Kay. Every Consultant has access to flip charts, videotapes, regular Company newsletters, and weekly training and motivational support.

How much will I make?

There are several different avenues open to you to increase your earning potential. In addition to profits from retail sales, skin care classes, facials and reorders. Mary Kay offers many other benefits such as personal team building commissions paid by the Company, prizes, car programs, Director commissions as you progress up the career ladder.

Where can I sell Mary Kay products?

Beauty Consultants can sell and build their teams in any of the 50 states, Puerto Rico, the American Virgin Islands of Guam. There are no "assigned" territories.

How will I book my first class?

As part of your Mary Kay training you are taught how to book your classes. Also, our Director or I will be there to help you in any way possible. If you are located out of town, an Adoptee Director will guide and train you as well so you have the best of both worlds.

What if I don't like selling Mary Kay?

Personally, for me, it's been more fun than work. If you decide it's not for you, Mary Kay as a 90% buy back guarantee on products purchased within the last year. Thus, making this a risk free opportunity!

What makes Mary Kay different from other Direct Selling Companies?

To name just a few, Mary Kay, Inc.:

- has the highest commission structure of any direct sales company today.
- was founded on the concept of the "Golden Rule."
- has the highest paid women, with hundreds earning over \$50,000/\$100,000 per year.
- does not test on animals
- products are consumable and you will always have repeat business.
- is not a pyramid, nor is it a multi-level company. You deal directly with the company and there is no middle-man. All commissions are paid directly out of the profits from Mary Kay, never out of anyone's pocket.

What if I don't usually wear make-up?

Not a problem. Mary Kay is not about make-up, it's about skin care. It has been the #1 selling brand for 11 years in a row. Color Cosmetics are just the "icing on the cake."

What is the worst thing that could happen if I do try this?

The worst thing that could happen is NOT trying it. You have a great opportunity to be your own boss, set your own hours, and meet a lot of inspiring women. Honestly, the worst thing that could happen is that you would get your products at wholesale cost, rather than paying retail! And who wouldn't want to save money. Ask yourself this question, "what if I tried it and succeeded? Isn't it better than never having tried and failing?"

So you think...Why sell Mary Kay?

Place a check beside each product you use daily, weekly, or monthly. As a consumer taking care of your skin, you could be spending more than \$1000 a year (RETAIL) for your cosmetics! This doesn't include products for your family and gift-giving.



Product	Cost	Qty/Year	TOTAL
Cleanser	\$18	3-4	\$54-72
Moisturizer	\$22	3-4	\$66-88
Foundation	\$14	4-6	\$56-84
Mineral Powder	\$18	3-4	\$54-72
Powder brush	\$10.	1	\$10
Day/Night Solution	\$60	3-4	\$180-240
Microdermabrasion Set	\$55	2- 3	\$110-165
Age-Fighting Eye Cream	\$26	3	\$78
Firming Eye Cream	\$30	2	\$60
Line Reducer	\$40.	1-2	\$40-80
Oil free Eye Makeup Remover	\$15	3	\$45
Satin Lips Set	\$18	2	\$36
Oil free Hydrating Gel/Intense Moisturizing Cream	\$30	2-3	\$60-90
Satin Hands Set	\$34	1-2	\$34-68
Visibly Fit Body Lotion	\$22	2-3	\$44-66
Cheek Color	\$10	2-3	\$20-30
Eye Color	\$6.50	4-6	\$26-39
Lip & Eye Pencils	\$10	4-6	\$40-60
Mascaras	\$10-15	5	\$50-75
Lipsticks/Glosses	\$13	5-6	\$65-78
Concealer	\$10	2	\$20
Highlighting Pens	\$18	3-4	\$54-72

TOTAL ANNUAL CONSUMER SPENDING \$1,202~1,544

Plus: Gifts, products for other family members (Fragrances for Men, Velocity Skin Care for teens/young Adults, Sun Essentials, Private Spa Collection)

WHAT'S YOUR TOTAL?

INCREASE YOUR INCOME!

Imagine purchasing ALL of your cosmetics and body care products at wholesale prices....

As a Consultant, at 50% discount, your personal annual savings could be \$601-772 or more.

Now imagine if you had 25 people who purchased \$1,000+ a year from you? That could mean adding over \$10,000 to your annual income! COULD YOU GET EXCITED?!

FACTS & FIGURES

- **Mary Kay is the #1 Best- Selling Brand of Facial Skin Care and Color Cosmetics in the U.S.** (based on industry data and actual sales)
- Mary Kay has been listed as one of the **Top 100 Best Companies to work for in America**, which was published by Fortune magazine.
- **Mary Kay Inc. is one of the largest direct sellers of skin care and color in the WORLD!** Wholesale figures exceeded \$2 billion last year.
- **The Mary Kay Ash Charitable Foundation** was created in 1996 to **fund research of cancers affecting women** and to help **prevent violence against women.**
- More than **100,000 sales force members have qualified for the Career Car or Cash Compensation program.** Pink, platinum & black MK cars are on the road, driven by women like you! You can earn your own Mary Kay trophy on wheels in 1-4 months!
- Mary Kay **has no quotas or territories.**
- The company operates by **the Golden Rule** and offers a **100% customer satisfaction guarantee.**
- The only required investment is **\$100 for a Starter Kit** (teaching equipment). Education is ongoing.
- An active Beauty Consultant may order her product at a **50% discount.**

If you are interested in learning more about the benefits of the Mary Kay home business, either through personal savings, or by building a lucrative income, please contact me:

6 Qualities of a Successful Beauty Consultant

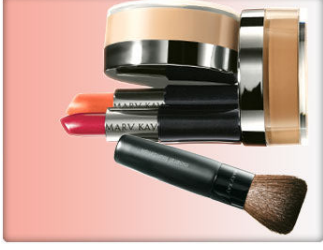
- 1. TOO BUSY:** "Busy people get more done!" They are better time managers and know how to prioritize their time. Mary Kay provides incredible income potential on part-time hours!
- 2. MONEY-MOTIVATED:** Whether you want to reduce debt, have the lifestyle of your dreams, are saving for the future, or want to contribute to charities; you are your own boss in Mary Kay!
- 3. NOT THE "Sales Type:"** Due to our consumable product line, not being pushy is a benefit to insure a strong re-order business. The best Beauty Consultant likes to work with people and builds a relationship with clients.
- 4. DON'T KNOW A LOT OF PEOPLE:** We offer continuous comprehensive education which can help you build your business outside of just your family and friends.
- 5. FAMILY-ORIENTED:** Women are known to do much more for their family than for themselves. Mary Kay offers the freedom and flexibility to have more time for your family. Our priorities are faith, family, and then career.
- 6. DECISION-MAKER:** "You'll never know unless you try."

The \$100 investment includes your starter kit and immediate consultant benefits including product discounts, free products and training materials. "You're in business for yourself, but never by yourself."

\$100 may not change your standard of living, but it may change your life.

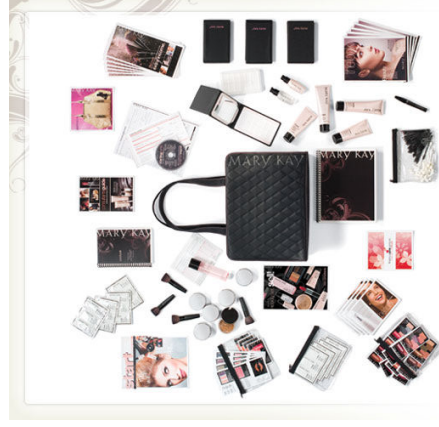
OTHER BENEFITS:

- No Risk – 90% Buy-back Guarantee on all products purchase within the last 12 months.
- Prizes: weekly, monthly, quarterly
- No Selling Quotas to meet.
- No Territories!



WISE WOMEN
make
WISE CHOICES ...

Your Starter Kit



Only \$100 plus tax/shipping
Includes \$300+ full-size retail product, business supplies, education and unlimited potential.

MARY KAY®

Imagine
The
Perfect Career



NO 9 TO 5 GRIND.

NO OFFICE POLITICS.

NO LIMIT TO HOW MUCH YOU CAN EARN.

PLENTY OF TIME FOR YOURSELF, YOUR FRIENDS & YOUR FAMILY.

SOUND DIFFERENT THAN WHAT YOU'RE USED TO?

Mary Kay Facts

- Mary Kay Cosmetics is the best-selling brand in the combined categories of facial skin care and color cosmetics in the US.
- Mary Kay Inc. is one of the largest direct sellers of skin care and color cosmetics in the world ~ with an international presence in 30+ countries.
- Mary Kay develops, tests, manufactures and packages most of its own products and does not conduct animal testing.
- Nearly 500 women worldwide have attained the position of National Sales Director, with over 200 earning more than \$1 million in commissions.
- Mary Kay awards more than \$50 million annually in incentive awards.
- *Forbes Greatest Business Stories of All Time* included Mary Kay Inc. as one of 20 company profiles, Mary Kay Ash is the only woman included.
- Mary Kay Inc. is a member of the Direct Selling Association and has been awarded prestigious DSA awards in recent years.
- Mary Kay Ash has been honored at the Greatest Female Entrepreneur in History and she was recognized as the most influential woman in business during the 20th century by Lifetime Television.
- Mary Kay is a dual marketing program. It is NOT a pyramid or multi-level marketing plan. All orders for product are placed directly through Mary Kay, Inc. All commissions come directly from Mary Kay Inc.
- Unlike companies with 9 to 5 hours, overtime, weekends, holidays and glass ceilings, Mary Kay encourages you to always prioritize faith, family, and then your MK business. Keeping things that are most important to us in order, unlike most careers who expect the job to come first.

Avenues of Income

- 1. Skin Care Classes & Facials**

The highest direct sales commission in the United States. No portion of our sales goes to Mary Kay, we keep it all.

 - An average class is approximately \$200
 - Attendance ranges from 3 to 6 people
 - An appointment is approximately 1.5 hours
- 2. Reorders**

Our product is consumable like sugar or bread, so reorders become a large part of our selling income. An average customer using the Skin Care plus a few glamour items will reorder approximately \$300 within a year.
- 3. Internet Orders**

50% of Mary Kay customers shop online. A consultant is eligible to purchase her own business website (completely maintained by Mary Kay, Inc.) which will not only allow her customers to shop online, but all new customer inquiries will be referred to consultants by the zip codes they choose to advertise their site in.
- 4. Team Building**

Sharing the Mary Kay opportunity has always been considered a privilege. Through personally selecting her team members, a consultant is able to develop her leadership and business skills, while earning commissions in the following manner:

 - 4% - 1-4 active team members
 - 9% - 5 or more active team members
 - 13% - 5 or more active team members who place a minimum wholesale order during one month, including your own \$600 wholesale order.
- 5. Future Director/Grand Achiever**

With consistent outstanding performance in sales and team building, you and your team of consultants may earn the use of a Silver Chevy Malibu every two years. Up to 85% of the insurance paid and 100% of license plate fees paid. If desired, a consultant may choose the \$375 per month cash compensation instead of the car.

Leadership Roles

- 1. Directorship**

The Future Director may advance to the position of Sales Director. Directors not only receive income from the above mentioned sources, but also an additional 13% in Director Commission for educating, motivating and inspiring their unit members to success. Directors also receive unit bonuses of \$500-\$5,000 per month, unit development bonuses, insurance benefits, Seminar Awards and the opportunity to earn the use of a Silver Chevy Equinox/Toyota Camry or earn the prestigious Pink Cadillac DTS or CTS. If desired, a Director may choose the \$500 Saturn or \$900 Cadillac per month cash compensation instead of the car.
- 2. National Sales Director**

National Sales Directors average well over six figures a year in income, a Pink Cadillac of their choice with any options, enjoy trips all over the world (without qualifications), receive a fully-funded retirement program, insurance and the admiration of Corporate America.

Tax Advantages

TAX BENEFITS

As a self-employed, independent contractor, there are tremendous tax benefits in your Mary Kay career. While your Director will go over them many times in the course of a year, the company suggests that you consult a tax specialist concern-



Considering that over 50% of all online activity is done by women, Mary Kay is advanced in the area of online ordering and information for customers and consultants.

Visit us at www.marykay.com