

## Let's talk numbers.

You know Mary Kay is a great company to work for, but what kind of money will you really be making?

Let me break it down for you.

### Avenues of Income:

- 1) Classes and facials: 50% profit  
Sales at an average class with 6 women is between \$200-300  
Sales at a facial with 1-2 women are between \$80-100
- 2) Reorders: 50% profit  
Customers will need to reorder their product on a regular basis.  
The average order per year is \$200 per client.
- 3) Personal Recruiting  
4% commission for 1-4 *active* team members plus a \$50 Team Building Bonus on 4th qualified  
recruit onward 9% commission for 5 *active* team members and eligibility for Grand Achiever Status  
13% commission when 5 or more team members place a minimum \$200 wholesale order and you place a \$600 wholesale order
- 4) VIP Car Program  
You can receive a car or monthly compensation. Mary Kay will pay for tags and 85% of your car insurance. You are eligible when you have 8 *active* team members.
- 5) Directorship  
13% commission and monthly bonuses. You are paid monthly as a director, and the check is based on the unit's wholesale production. Directors also may qualify for a Unit Volume Bonus from \$500 -5000 each month. There is also a potential recruiting bonus of \$300 per month with an additional \$600 per quarter available to earn. Directors also receive paid life insurance.
- 6) Tax Benefits and Deductions  
You can deduct business related expenses such as automotive costs, telephone costs, entertainment and travel, skin care class supplies and office supplies.

The more you work, the more you earn. Below is one example of a National Sales Director's paycheck for one month of work. The sky is the limit with this business no matter how old you are, what car you drive or how much money is in your bank account.

<b>MARY KAY INC.</b> 16251 Dallas Parkway Addison, Texas 75001 Phone: (972) 687-4400	June 30, 2004
<b>NON NEGOTIABLE</b>	
Pay Exactly: <i>nineteen thousand eighty-eight and 43 / 100</i>	<b>\$19,088.43</b>
<b>P</b> AY TO THE ORDER OF	ALLISON LAMARR 1404 Heather Brook Dr Allen, TX 75002
<b>NON NEGOTIABLE</b>	

Director Commission:	\$12,612.24
Monthly Unit Development Bonus:	\$300.00
Quarterly Unit Development Bonus:	\$600.00
Unit Volume Bonus:	\$5,000.00
Recruiter Commission:	\$576.19