

## Why choose Mary Kay?

Well, since you asked....

- Since 1993, Mary Kay has been the #1 best-selling brand of facial skin care and color cosmetics in the United States.
- The Mary Kay independent sales force reaches nearly 1.3 million in more than 30 markets worldwide.
- Mary Kay develops, tests, manufactures and packages the majority of its own products at its state-of-the-art plants in Dallas and China.
- Mary Kay does not conduct animal testing for its products and has signed the PETA pledge.
- Richard Rogers, the company co-founder and son of the late Mary Kay Ash, resumed duties as CEO in June 2001.
- Nearly 400 women worldwide have attained the position of Independent National Sales Director, the highest status in the independent sales force. Over 200 of those directors in the United States have earned more than \$1 million in commissions.
- More women earn over \$100,000 per year in Mary Kay than in any other company in America.
- Mary Kay consultants and directors are paid the highest commission of any company in the cosmetic industry--50%.
- Mary Kay awards more than \$50 million annually in incentive awards to Independent Beauty Consultants and Independent Sales Directors.
- The Mary Kay mission statement is God first, family second, Mary Kay third.
- Mary Kay is not a pyramid or a multi-level company. There are no levels of wholesaling and everyone has the opportunity to earn the same commissions.
- Mary Kay's marketing plan is taught at Harvard University.
- A new consultant earns an average of \$20 per hour for the time she works her Mary Kay business.

Are you interested? Is your curiosity peaked? Read on:

- **Everyone begins with the purchase of a Starter Kit for \$100.** The Starter Kit includes \$300 worth of products, samples, and other resources to help you start your business.
- **There is a 90% buy back guarantee.** That means if you decide that Mary Kay does not fit into your lifestyle, you may return your unused products for 90% of what you paid for it in one year.
- **We have less than 10% of the cosmetics business, and we are still #1 in the United States!** Think about it: 90 out of every 100 women are waiting to be your clients!
- **Cosmetics are a consumable product.** In sales, you don't want a product that lasts forever but something that the customer needs to order again and again. Every time you give a facial or hold a skin care class you are building your financial future. A

customer will average \$200 a year in reorders. 400 customers would be \$50,000 a year!

- **There are no quotas.** You are not required to hold a certain number of classes or facials in a week or a month. Minimum requirement is \$200 wholesale purchased in one order every 5 months. You can work as little or as much as you want.
- **There are no territories.** We have unlimited earning power because we have no territories. You can sell or recruit anywhere in the United States.
- **You receive full training free of charge.** Mary Kay's goal for her business was to "enrich women's lives." We want you to be successful, that is why we provide all of your training for free.