



See how Women
Like You can turn
their dreams into
success.



Money
& Rewards



MARY KAY



The Opportunity

7 TOP REASONS



WHY
WOMEN
JOIN

Mary Kay
Cosmetics

MARY KAY INC.
16251 DALLAS PARKWAY
P.O. BOX 799045
DALLAS, TX 75379-9045
PHONE 972/687-4400

NON NEGOTIABLE

MO	DAY	YR
06	30	12

PAY EXACTLY

10,225

DOLLARS

38

CENTS

\$10,225.38

PAY TO THE
ORDER OF

J803/D81225
MOLEDA DAILEY
502 Montrose Dr
Charleston

WV 25303

NON NEGOTIABLE

MARY KAY INC.
16251 DALLAS PARKWAY
P.O. BOX 799045
DALLAS, TX 75379-9045
PHONE 972/687-4400

NON NEGOTIABLE

MO	DAY	YR
06	30	04

PAY EXACTLY

14,653

DOLLARS

19

CENTS

\$14,653.19

PAY TO THE
ORDER OF

J803/D81225
MOLEDA DAILEY
502 Montrose Dr
Charleston

WV 25303

NON NEGOTIABLE

MARY KAY INC.
16251 DALLAS PARKWAY
P.O. BOX 799045
DALLAS, TX 75379-9045
PHONE 972/687-4400

Create Your Own Check!

NON NEGOTIABLE

MO	DAY	YR

PAY EXACTLY

--

DOLLARS

--

CENTS

--

PAY TO THE
ORDER OF

YOUR NAME HERE

123 Main Street
Your City, State 12345

NON NEGOTIABLE

1st REASON

MONEY

Could *YOU* get
Excited about a Career
where *YOU* can
realize *YOUR*
Financial Dreams?



Would you be Interested in
a Career where what
YOU earned is *UP TO YOU*?



\$800

**W
E
E
K**

MARY KAY
COSMETICS

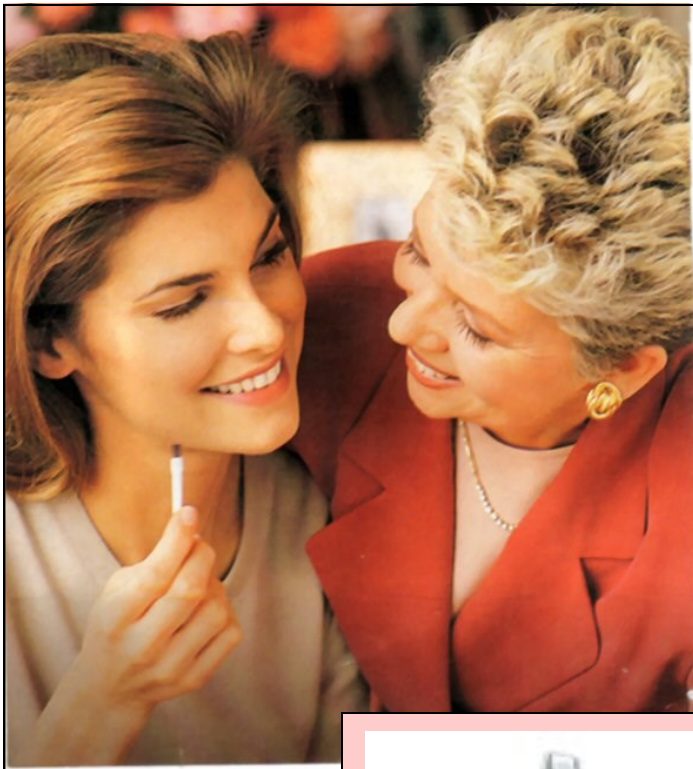
2nd REASON

RECOGNITION

When was the
Last Time
Your Company
Recognized YOU?

Here are some of
the Prizes YOU
can Earn in addition to
Your Income!





3rd REASON

SELF-CONFIDENCE & PERSONAL GROWTH

Isn't it nice to know
that the Company
Provides *YOU* with
all the Tools &
Training Necessary
to Become a Success?



Where else can *YOU*
work while *YOU* are Making
Money, getting Recognized and
Building *YOUR* Self-Confidence
ALL at the Same Time?

2014 CAREER CARS!

//// Consultant Level ////



Chevy Cruze

//// Director Level ////



Toyota Camry



Chevy Equinox

//// Cadillac Achiever Level ////



Cadillac SRX



Cadillac CTS

4th REASON

CAR

Could YOU Get Excited
about **NEVER** having a
Car Payment Again?

Wouldn't it be Awesome to go to your local
Chevy Dealer and be handed the keys to
YOUR Brand New Chevy Cruze
... with Tax, License, & Insurance Co-Paid?

Did you know that
75% of all our Cruze Drivers
work a Full-Time job
AND work their
Mary Kay Business
approximately 15 hours per week?



The Golden Rule

*“Do Unto Others
As You Would
Have Them
Do Unto You.”*



Always Remember
*“God didn’t have
time to make a
Nobody just a
Somebody!”*

5th REASON

ADVANTAGES

Could YOU Relate to a Company
who Conducts Business on the
Concept of the
Golden Rule?

Isn't it Exciting to
Know that in Mary
Kay, YOU Can
Advance in
YOUR Career at
YOUR Own Pace?



These Products Can Change Your Life!



Do YOU Realize that We have No
Territories in Mary Kay?
You can work YOUR Business From
ANY City or State.

Wouldn't YOU Feel Good
working for a Company whose
Priorities are Faith First,
Family Second, and Career Third?

ADVANTAGES

- | | |
|---------------------|-------------------|
| ★ Free Training | ★ Dual Level |
| ★ No Territories | ★ Flexibility |
| ★ No Quotas | ★ Personal Growth |
| ★ Advancement | ★ Mary Kay Family |
| Potential Unlimited | & Friends |

Special Advantage: Tax Breaks

1. Automobile Expenses
2. Own Your own home or Rent: Partial Tax Deduction for Separate Room used as a Home Office
3. Utilities - Partial Tax Deduction for Heating & Lighting of Office
4. Telephone - Deduct Portion used for Business
5. Entertainment - Deduction allowed for Business Related Expenses
6. Child Care Credit - If Qualify

3 MILLION STRONG AND COUNTING!

We are honored to recognize
Independent Beauty Consultants
around the world for showing us that
One Woman Can.™



MARY KAY®
Enriching Women's Lives

**PLACE YOUR
CARD HERE!**



www.marykay.com

6th REASON **BOSS**

Couldn't *YOU* Enjoy the
Flexibility of Being
YOUR Own BOSS?

Setting *YOUR*
Own Hours?

Vacationing On
YOUR Own
Timetable?

Having the Best Boss
in the World . . . *YOU*?





**SOCIAL
RESPONSIBILITY**
A COMPANY
WITH A HEART



COMMITMENT TO ENDING DOMESTIC VIOLENCE

** Over 38 Million donated to
Domestic Violence Shelters in
all 50 States.*

MAKING A DIFFERENCE AROUND THE WORLD

- * Medical Care for Children with Disabilities*
- * Building Libraries*
- * Educational Resources for Women & Children*
- * Domestic Violence Prevention Programs*

CANCER
RESEARCH
MILLION
DOLLAR GRANTS



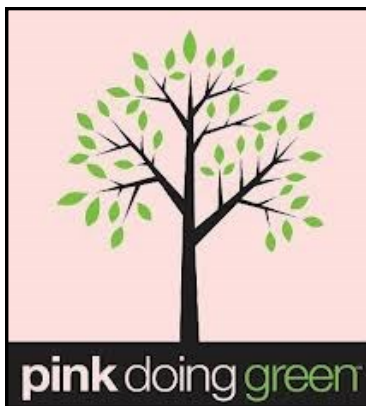
** Helping to find the cure.*

ON OUR LOCAL LEVEL



WOMEN WHO PROMISE TO MAKE A DIFFERENCE!

- * Branches Domestic Violence Shelter*
- * Daymark*
- * Operation Sunscreen*



PINK DOING GREEN

- * Recycling*
- * 300,000 Trees Replenished after
Montana- Colorado fires*
- * Using renewable Materials*
- * Energy conservation*
- * Global Recognition*



WHEN DISASTER STRIKES

- * Hurricane relief for Katrina*
- * Wenchuan Earthquake (China)*
- * Colorado fires*
- * Habitat for Humanity*
- * Haiti Earthquake*
- * Too Many to list individually*

7th REASON

Mary Kay Gives Back!

Wouldn't it feel great
to *MAKE A DIFFERENCE*
in the lives of others?

By building your own
business with Mary Kay,
you can be *PART OF*
A MOVEMENT to
change our world
ONE FACE AT A TIME!

Income Available - Mary Kay Cosmetics

<i>\$11,100 per yr or \$925 per Month - (Spendable Profit)</i>		
<i>(7-10 hrs per wk)</i>	<i>/ Monthly</i>	<i>/ Yearly</i>
1. Skin Care Classes (2 per wk) \$125 each (class average) = \$250	\$500	\$6,000
2. Reorder Business - 60% of all established clients will reorder \$50 per yr average	\$375	\$4,500
3. Recruiting - By asking 10% of the people you meet you will avg 1 recruit per month	\$35	\$420
4. Dovetailing - 15% commission by booking extra classes & dovetailing 1 per month	\$15	\$180
Totals:	\$925	\$11,100

<i>\$28,260 per yr or \$2,355 per Month - (VIP Car Consultant)</i>		
<i>(10-15 hrs per wk)</i>	<i>/ Monthly</i>	<i>/ Yearly</i>
1. Skin Care Classes (4 per wk) \$125 each (class average) = \$500	\$1,000	\$12,000
2. Reorder Business - 60% of all established clients will reorder \$50 per yr average	\$500	\$6,000
3. Recruiting - By averaging 2-3 recruits per month, you will receive 9%-13% of their wholesale orders*	\$480	\$5,760
4. Dovetailing - 15% commission by booking extra classes & dovetailing 2 per month	\$25	\$300
Totals:	\$2,355	\$28,260

Income Available - Mary Kay Cosmetics

\$48,816 per yr or \$4,068 per Month (Directorship - Grand Prix Level) ***(15-20 hrs per wk) / Monthly / Yearly***

1. Unit Commission - (13% of \$10,834)	\$1,408	\$16,896
2. Unit Volume Bonus - (Up to \$3,500 available monthly)	\$800	\$9,600
3. Use of a New White Chevy Cruze (+Co-op Insurance)	\$500	\$6,000
4. Additional Profit - Earned from Skin Care Classes, Reorders, Personal 12% Recruiting Commissions, and Dovetailing	\$1,360	\$16,320
Totals:	\$4,068	\$48,816

\$75,720 per yr or \$6,310 per Month - (Directorship - Cadillac Level) ***(20-25 hrs per wk) / Monthly / Yearly***

1. Unit Commission - (13% of \$16,667)	\$2,167	\$26,004
2. Unit Volume Bonus - (Up to \$3,500 available monthly)	\$1,200	\$14,400
3. Senior Director Commission - (Based on 2 Off-Springs doing Chevy Cruze production)	\$1,083	\$12,996
4. Use of a New Pink Cadillac - (+Co-op Insurance)	\$900	\$10,800
5. Additional Profit - Earned from Skin Care Classes, Reorders, Personal 12% Recruiting Commissions, and Dovetailing	\$960	\$11,520
Totals:	\$6,310	\$75,720

State's working women fewer than average

MARTINSBURG (AP) — Fewer West Virginia women work than the national average and when they do, they are paid about half as much as men, a state official said.

According to the 1990 census, West Virginia has only seven counties in which more than 45 percent of the women are employed. Of those, only Jefferson County matches the national average of 56 percent of women in the work force, said Mary Clare Eros, chairwoman of the state Women's Commission.

Although statistics show women are better educated than men in West Virginia, a woman earns 50 cents for every \$1 earned by a man, Eros said.

"West Virginian men with only a high school diploma had incomes greater than women with seven or more years of college," she said.

Forty-eight percent of the women in the state earn less than \$15,000, compared with 19 percent of men, she said.

"We have a long way to go," Eros said.

Eros spoke to more than 100 women Saturday about the future of women in business at Business Expo, held at the James Rumsey Technical Institute.

Women are opening businesses three times faster than men, said

"West Virginian men with only a high school diploma had incomes greater than women with seven or more years of college."

Mary Clare Eros
Chairwoman of the state Women's Commission

Wendy J. Peters of the National Education Center for Women in Business in Greensburg, Pa.

She said more than 40 percent of businesses are now owned by women, and by 2000 half of all businesses will be run by women.

The National Education Center for Women in Business opened last year at Seton Hill College to research and conduct educational programs about women and business ownership.

When the center looked for existing research on women in business, it found very little, Peters said.

There were more than 1,000 research reports on male-owned businesses and only 53 reports on female-owned businesses, Peters said.

What research there is shows women face more obstacles than

men in starting and operating a business. Most women balance work and family, she said. "Women experience barriers to financial sources and are undercapitalized. Women are risk-averse and often lack the competitive spirit."

Top Reasons Mary Kay is THE LEADING DIRECT SALES CHOICE!

- ★ One of the Highest Commission Rates! We make 50% Profit vs the Other leading Direct Sales Companies who have a profit of 15%-45%.
- ★ Our Product is Consumable. Our Customers Love our product and use it up and Reorder more!
- ★ We have an incredible Car Program! Our Consultants have an opportunity to earn the use of 5 different cars! The White Chevy Cruze, Black Chevy Equinox or Toyota Camry, or Pink Cadillac CTS or SRX..
- ★ We have one of the best Leadership Programs available in the Direct Sales Industry.

★ MONEY

★ RECOGNITION

★ SELF-CONFIDENCE &
PERSONAL GROWTH

★ CAR

★ ADVANTAGES

★ BOSS

★ GIVING BACK

Your Starter Kit...



Starter Kit Bag
w/Removable
Organizer Caddy

Only \$100

plus applicable tax and shipping



- Consultant Guide
- Datebook
- Start Something Beautiful DVD
- Start Earning Now Magazine
- Miracles Happen Book
- Ready, Set, Sell Inventory Options Brochure



Materials:

- Hostess Brochure
- Team-Building Brochure
- 25 Customer Profiles
- 10 Look Books
- 25 Sales Tickets
- 10 Beauty Books w/Instructor's Guide



Supplies:

- 4 Mirrors with Trays
- 10 Color Cards
- 12 Lip Gloss Samplers
- 30 Disposable Trays
- 30 Facial Cloths
- Foundation Finder Tool
- 15 Disposable Sponge-Tip Applicators
- 15 Disposable Mascara Brush Samplers
- 12 Fragrance-Free Satin Hands Pampering Set Packets
- 6 Pairs Microdermabrasion Set Samples (Steps 1 & 2)
- 6 Botanical Effects Cleanse Formula 2 (Normal)
- 6 Botanical Effects Moisturize Formula 2 (Normal)
- 6 Botanical Effects Freshen Formula 2 (Normal)
- 6 Botanical Effects Mask Formula 2 (Normal)



Product Included:

- TimeWise 3-in-1 Cleanser Normal/Dry
- TimeWise Age-Fighting Moisturizer Normal/Dry
- TimeWise 3-in-1 Cleanser Combination/Oily
- TimeWise Age-Fighting Moisturizer Combination/Oily
- TimeWise Day Solution SPF 35
- TimeWise Night Solution
- Oil-Free Eye Makeup Remover
- Ultimate Mascara—Black
- Choice of Mary Kay Mineral Powder Foundations or TimeWise Liquid Foundations



Small investment, Big rewards!

\$410

retail value!

(with TimeWise Liquid Foundations)

Full-Size Retail Product