

TELL ME A LITTLE **1.** BIT ABOUT YOU

I WILL TELL YOU ABOUT ME **2.**

WE'LL GO OVER THE **3.** MAIN REASONS WHY
WOMEN CHOOSE MARY KAY

FEEL FREE TO ASK **4.** ME QUESTIONS

WE WILL DEFINE YOUR **5.** INTEREST LEVEL AND
EXPLAIN THE TALENT SCOUT PROGRAM



Reasons why

WOMEN CHOOSE MARY KAY

EXTRA MONEY

FLEXIBILITY

RECOGNITION

PRIZES/PRAISE

FRIENDSHIPS/SISTERHOOD

CHRISTIAN VALUES

FREE CARS



Avenues of Income

RETAILING THE PRODUCT:

SKIN CARE CLASS

50% commission • Average class: \$300 in sales

REORDERS

Consumable product • 50% commission

TEAM BUILDING - RECRUITING:

Commissions: 4% - 13%

Bonuses

Company Car

COULD YOU GET EXCITED ABOUT THIS BEING YOUR MONTHLY PAYCHECK?!
THIS IS REALITY FOR NATIONAL SALES DIRECTOR DACIA WEIGNANT!



MARY KAY INC.

16251 Dallas Parkway
Addison, Texas 75001
Phone: (972) 687-4400

June 30, 2006

NON NEGOTIABLE

Pay Exactly: fifty thousand nine hundred ninety-five and 97/100

\$50,995.97

PAY TO THE
ORDER OF

DACIA WIEGANDT

NON NEGOTIABLE

what would you do with an additional \$33,000 that you earned in 9 months?

3 classes per week = 8 to 10 hours per week

\$300 class average x 3 classes per week = \$900 weekly sales
\$900 weekly sales average x 40 weeks = \$36,000 retail sales in 9 months
100 new skin care customers x \$300 reorder average in 9 months
= \$30,000 reorder average in 9 months

Total = \$66,000 total retail sales in 9 months

\$33,000 gross profit

(not including Hostess Credit or business supplies)

2 classes per week = 6 to 8 hours per week

\$300 class average x 2 classes per week = \$600 weekly sales
\$600 weekly sales average x 40 weeks = \$24,000 retail sales in 9 months
75 new skin care customers x \$300 reorder average in 9 months
= \$22,500 reorder average in 9 months

Total = \$46,500 total retail sales in 9 months

\$23,250 profit

(not including Hostess Credit or business supplies)

1 classes per week = 3 to 4 hours per week

\$300 class average x 1 class per week = \$300 weekly sales
\$300 weekly sales average x 40 weeks = \$12,000 retail sales in 9 months
50 new skin care customers x \$300 reorder average in 9 months
= \$15,000 reorder average in 9 months

Total = \$27,000 total retail sales in 9 months

\$13,500 profit

(not including Hostess Credit or business supplies)

Income Potential RECRUITING

As a brand new consultant, why not have fun learning the business along with some of your friends and family?

No waiting period - your friends, family, and customers can join your team right away.

Commissions come from the COMPANY, not your team members.

You control how fast you move up the ladder and how much money you make.

Just by adding more team members, your commission increases.

You also receive \$50 bonuses starting with your 4th team member!
And director bonuses are unlimited!

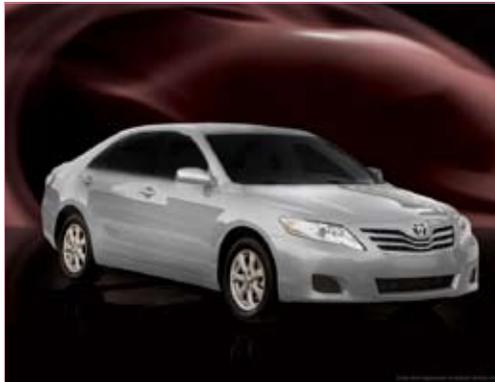


Career Cars

CONSULTANT LEVEL:
CHEVY MALIBU OR \$375/MO. CASH



DIRECTOR LEVEL - CHOOSE:
CHEVY EQUINOX, TOYOTA CAMRY OR \$500/MO. CASH



DIRECTOR LEVEL - CHOOSE:
CADILLAC DTS, CADILLAC CTS, OR \$900/MO. CASH



*

YOU DO NOT HAVE TO WAIT IN LINE FOR A CAR, AS SOON AS YOU MEET QUALIFICATIONS, YOUR CAR IS SHIPPED TO THE CLOSEST DEALER!

*

YOU ARE ABLE TO PICK UP A NEW CAR EVERY 2 YEARS, PROVIDED YOU MAINTAIN QUALIFICATIONS.

*

MARY KAY PAYS TAX, TAGS, TITLE AND 85% OF YOUR CAR INSURANCE!

*

THE ONLY EXPENSE YOU ARE RESPONSIBLE FOR IS GAS, AND EVEN THAT IS DEDUCTIBLE FROM YOUR TAXES!

*

MARY KAY HAS THE MOST CARS ON THE ROAD THAN ANY OTHER COMPANY!

*

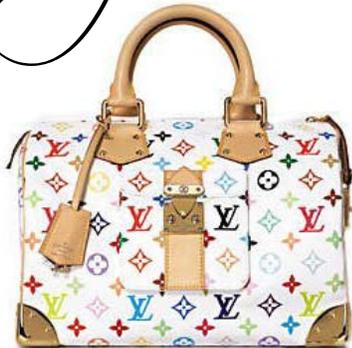
THIS IS MARY KAY'S 40TH ANNIVERSARY OF THEIR CAR PROGRAM!

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THE PINK COLOR USED FOR THE CADILLACS IS AN EXCLUSIVE COLOR FOR MARY KAY CARS.

*

Prizes & Recognition



Could you get excited about earning prizes every WEEK, MONTH, QUARTER, and YEAR for the great job you do?!

LAST YEAR ALONE, MARY KAY
SPENT **\$100 MILLION**
ON PRIZES FOR THE INDEPENDENT
SALES FORCE.



3,000
diamond

Oversized
Duffel and
Travel Tote



Friendships,
girlfriend time
SISTERHOOD

THE PERSONAL GROWTH
I HAVE EXPERIENCED AND THE FRIENDSHIPS
I HAVE GAINED THROUGH THIS
COMPANY ARE ABSOLUTELY *priceless!!*



Self-Confidence & PERSONAL GROWTH

CAN YOU GET **EXCITED** ABOUT A CAREER THAT NOT ONLY **HELPS** YOU BUILD YOUR **INCOME**, BUT ALSO HELPS YOU BUILD YOUR **SELF-ESTEEM** AND **CONFIDENCE** AT THE SAME TIME?

MARY KAY

Philosophy

MARY KAY FOUNDED OUR COMPANY ON **GOLDEN RULE** THINKING AND ON THE BIBLICAL PRINCIPLE OF **FAITH** FIRST, **FAMILY** SECOND, AND **CAREER** THIRD.

TAX Benefits

BY HAVING A HOME OFFICE, PERCENTAGES OF YOUR DAILY EXPENSES CAN QUALIFY AS DEDUCTIBLE BUSINESS EXPENSES!

- MORTGAGE
- INTERNET SERVICE
- HOME/CELL PHONE BILLS
- BABY SITTER FOR WHEN YOU WORK
- POWER BILL
- WATER BILL
- GAS/MILEAGE ON CAR
- CAR EXPENSE: OIL CHANGE, CAR WASH, ETC
- PERSONAL USE PRODUCTS

QUALITY

Product

- * **THIRD** IN CUSTOMER BRAND **LOYALTY**
NEXT TO GOOGLE AND APPLE
- * **#1** BEST-SELLING BRAND
OF FACIAL **SKINCARE** AND **COLOR**
- * SOLD IN **37** COUNTRIES WORLDWIDE
- * **100%** CUSTOMER **SATISFACTION**
- * **100%** CONSULTANT **SATISFACTION**
WITH OUR 90% BUYBACK PROGRAM

Did you
know?

MARY KAY INDEPENDENT
BEAUTY CONSULTANTS HAVE:

NO TERRITORIES

NO QUOTAS

CHOICES

Flexibility

HOW WOULD YOU LIKE TO **BE YOUR OWN BOSS?**

SET YOUR OWN **HOURS?**

BE SICK HOWEVER **MANY DAYS** YOU WERE REALLY SICK INSTEAD OF
HOW MANY DAYS THEY TOLD YOU COULD BE SICK?

AS LONG AS YOU WORK FOR **SOMEONE ELSE,**

YOU WRITE **THEIR** PAYCHECK,

YOU PAY FOR **THEIR** DREAM HOME,

AND **THEIR** NICE VACATIONS!

HOW ABOUT **ALLOWING** YOURSELF TO PAY FOR **YOUR** OWN

VACATIONS AND **YOUR** DREAM HOME.

COULD YOU GET EXCITED ABOUT CONTROLLING YOUR OWN SCHEDULE AND PAYCHECK?

QUALITIES OF A *successful* MARY KAY BEAUTY CONSULTANT

They are busy

They know how to manage their time

They are willing to work

They are not necessarily the "sales type". This business is about building relationships, teaching skin care and offering a service

They have more month than money

They appreciate Mary Kay because it frees them from living paycheck to paycheck, whether it is affording the little extras or creating a whole different lifestyle

They do not know a lot of people

They are family oriented. They are motivated by needs of their families and see them not as an excuse but as a reason to be successful

They are decision makers

They know a good thing when they see it

They are happy with their lives, but are looking for something more.

They want to make a difference in women's lives, whether it be their own life or helping other women look and feel better.

They are sincere and friendly

They have integrity

They desire advancement on a career path

Choices

NOW IS THE TIME -- YOUR TIME!

MAKE A CHOICE FOR YOURSELF.

A CHOICE TO HAVE MORE FLEXIBILITY,

MORE FULFILLMENT,

MORE FINANCIAL OPPORTUNITY &

MORE HEARTFELT SUPPORT

THAN EVER BEFORE. MAKE THE CHOICE TO

BECOME SOMETHING MORE WITH

MARY KAY!



HOW YOU

Get Started

1. PURCHASE THE KIT BELOW FOR \$100 + TAX AND SHIPPING
(KIT INCLUDES OVER \$300 IN RETAIL PRODUCT, \$150 IN SUPPLIES AND PRICELESS TRAINING MATERIAL AND EDUCATION)
2. LIST EVERYONE YOU KNOW THAT HAS SKIN.
3. ATTEND YOUR FIRST TRAINING CLASSES WITH ME. I WILL FIND OUT YOUR DEFINITION OF SUCCESS AND HELP YOU ACHIEVE YOUR GOALS.

1. HYPOTHETICALLY, IF YOU WERE TO JOIN MARY KAY, WHAT ARE YOUR PERSONAL STRENGTHS AND WHY WOULD YOU BE GOOD?
2. WITH PROPER TRAINING, DO YOU FEEL LIKE YOU COULD DO WHAT I DO?
3. ON A SCALE OF 1-5, WHERE WOULD YOU RANK YOUR INTEREST IN WANTING TO WORK WITH ME?
4. HOW WOULD YOU USE YOUR MARY KAY MONEY?

So, OTHER THAN FEAR, WHAT WOULD
HOLD YOU BACK
FROM GETTING STARTED TODAY?



