

Don't Say NO Until You KNOW...About MARY KAY, INC.

Some 30 million consumers purchase approximately 200 million Mary Kay products each year.

Mary Kay is #1 in brand loyalty among customers who buy skin care products. Three out of five women will buy the product after being introduced to it. It is estimated that 80% will continue to use the Basic Skin Care after they have been introduced to the product.

Fortune Magazine stated that one year in Mary Kay was equal to \$4,500 worth of training.

The Team Manager program was designed for women who are working other jobs and who want to work with a team, drive a free car, yet keep their jobs, while adding \$18,000 to \$20,000 per year to their income. The Team Manager position takes approximately 20 hours per week and can be earned in from one to four months from beginning with the company.

Year-end sales for 2000 were over \$2 billion in cosmetics. This was the 15th consecutive record breaking year. Projections are that our sales will be \$5 billion by the year 2005., with recruiting at an all time high!

Mary Kay does not use animal testing. We have also donated to John Hopkin's Research to help find alternative methods of testing.

Mary Kay is the #1 best selling brand of skin care and color cosmetics for the 8th year in a row!

Presently the average National Sales Director is retiring at over \$200,000 per year

In direct sales, Mary Kay pays the highest commission — 50%. According to the Wall Street Journal, there are more women in Mary Kay who earn over \$100,000 a year than any other company in the world today. We have developed more millionaires than any other company in the world.

Training classes are equal to college courses in marketing, communications, personnel, and small business management. Training is free and local.

It takes only \$100 to begin a Mary Kay career. Inventory is optional and all inventory has a 90% buy-back guarantee.

Mary Kay is international. We are not only in the United States, but 32 countries around the world. We have been a Fortune 500 Company for nine years.

***Mary Kay philosophy for success is:
God first
Family second
Career third
Always working by the Golden Rule***

Approximately 66% of all consultants work a full-time job and work Mary Kay part-time. They learn the business, build a customer base, and many begin building a team to manage. They may quit their full-time job when they are making more money in Mary Kay.

In the next few years, over 3 million women will start their own businesses investing more than \$100,000 each— 50% will fail within the first year.

Mary Kay returns 37% of her dollar to Consultants and Directors in the way of bonuses and incentive programs. In 2000 this equated to over \$400 million.

There are more than 800,000 Consultants in the sales force and 10,000 Directors in management.

We have a fleet of more than 12,000 cars on the road valued at \$150 million. There are Pontiac Grand Ams driven by Team Managers and Grand Prix and Cadillacs driven by our Directors. Mary Kay has the largest fleet of company cars in the world.

**Mary Kay is
#4
in Internet
retail sales in
the WORLD!!**

Advancement is based on personal achievement at your own pace.

Management positions are possible with one to four months of qualifying time. You decide when. Income is \$2,500-\$3,000 per month as a new Director.

It is estimated that more women have earned over \$1 million from their Mary Kay careers than at any other company in the world.

Mary Kay's marketing plan is taught at the Harvard School of Business and several other major universities.

National Sales Directors may qualify for a retirement plan called the Family Security Plan which pays them up to 60% of their average annual income (the best 3 of 5 years) for 15 years after they retire. Retirement funds go to the family in the event of death.

Each year over \$1 million is spent on research and development. We have one of the best research development facilities in the world.

The company pays the majority of the car insurance for all company car drivers. Directors have paid life insurance.

Mary Kay has been listed 5 times in the Top 100 Companies To Work For in America, and one of the top 10 companies for women.

How are we different from other Direct Selling Programs?

We have a closed loop, balanced program:

1. Mary Kay manufactures what we sell
2. Mary Kay distributes what we order
3. Each consultant tracks what she orders.

Average ANNUAL income for management positions in Mary Kay are:

- Team Manager - \$19,000
- Sales Director - \$50,000
- Senior Sales Director - \$75,000
- Exec.Sr. Sales Director - \$100,000
- National Sales Directors - \$250,000