

Everyone Starts



PRODUCT MARKETING PERSONAL SALES 5 WAYS !!!

On The Face 50%

On with The Show 50%

On-line "marykay.com" 50%

On Paper "PCP" 50%

On The Go 50%

Personal Team Members
4% for 1 -4 active
9% for 5 active
13% for 5+ with
Min \$200 order (+ your \$600 whl)

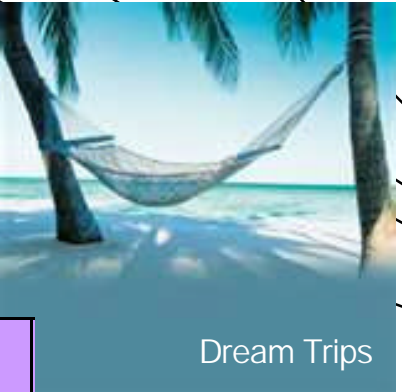
\$50 Bonus for each new personal qualified team member beginning with #4

TEAM BUILDING

Grand Achiever
(Build from 5 to 14 active) & Personal Team Production
Min. \$5000/month (total \$20,000 in 1 -4 consecutive months)

Director in Qualification
(Build from 10 + YOU to 24) & DIQ Team Production
Min. \$4000/month (total \$18,000 in 1 -4 consecutive months)

National Sales Director
Commissions, Dream Trips, Family Security Plan, Additional Bonuses



Dream Trips

Senior Director to Elite Executive
Senior Sales Director
1-8 Offspring

Director Life Insurance & Wellness Programs

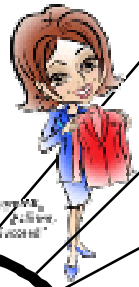


Director Cadillac Program
2 Consecutive Quarters
Totaling \$96,000
Also receive \$1,000 Bonus for qualifying or re-qualifying



Director Premier Club Program
2 Consecutive Quarters
Totaling \$48,000

Director Personal Team Building Bonus
\$100 for each new personal qualified team member added in a month (A+1)
+
Unit Development Bonus
\$300 for 3 Unit Qualified (A+1)
or
\$500 for 5+ Unit Qualified (A+1)



Director Unit Commission
9% \$1 - \$3,999 whl
13% \$4,000 whl+

NEW DIRECTORS Chart Your Course
\$1000 Bonuses for:
- On the Write Track (1st-3rd mo)
- Fabulous 50 s (1st-6th mo)
- Honors Society (1st-12th mo)

Director
13% Personal Recruit +
13% Unit Production =
26% Total on Pers Recruits

Director Star Cons Bonus
\$300 for 5-9 Star Consultants
\$400 for 10-14 Star Consultants
\$500 for 15+ Star Consultants
YOUR STAR COUNTS!

Director Personal Wholesale
9% -13%
+ Unit Volume Bonus

Director Production Bonus
\$500++(no limit)
Begins at \$5000
Unit Wholesale Volume = \$100 / \$1000 Unit Wholesale



Director \$1000 Bonus
for higher Circle of Achievement or Excellence than previous year

LEADERSHIP

Mary Kay Marketing Plan