

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)

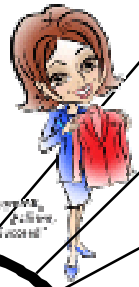
\$50 Bonus
 for each new personal qualified team member beginning with #4

TEAM BUILDING

Grand Achiever
 (Build from 5 to 12 active) & Personal Team Production
 Min. \$4000/month (total \$18,000 in 1-4 consecutive months)

Director in Qualification
 (Build from 8 to 30) & DIQ Team Production
 Min. \$4000/month (total \$16,000 in 1-4 consecutive months)

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



YOU

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

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)

LEADERSHIP

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
 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 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 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

Mary Kay Marketing Plan