

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)

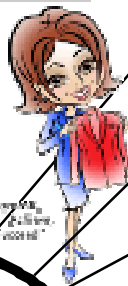
\$50 Bonus for each new personal qualified team member beginning with #4

## 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 Life Insurance & Wellness Programs



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

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

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