

# Have you ever

# Considered Pink?



get to know

the

beautiful  
faces

of Mary Kay

It started with a very remarkable woman named Mary Kay Ash and her vision of enriching women's lives.<sup>SM</sup>

## Discover the Possibilities in Mary Kay!

# at-a-glance

Mary Kay's mission is to enrich women's lives.™

## about the company

Mary Kay is one of the largest direct sellers of skin care and color cosmetics in the world. Mary Kay Inc. and its international subsidiaries achieved another year of record results in 2008, with \$2.6 billion in wholesale sales.

Richard Rogers, Mary Kay's son, is Executive Chairman, and David Holl is President and CEO.

Mary Kay opened its first international subsidiary in Australia in 1971 and its most recent in India in 2007 and Singapore in 2009. Today, Mary Kay has a strong presence in more than 35 markets throughout Europe, Asia Pacific and the Americas.

The largest international markets are China, Mexico and Russia.

The Mary Kay Foundation has awarded \$18 million to shelters and programs addressing domestic violence and nearly \$12 million to find a cure for cancers affecting women in the United States.

## about the woman

After retiring from a successful 25-year career in direct sales, Mary Kay Ash wanted to enrich women's lives by providing an unparalleled business opportunity that allowed women to achieve their dreams while keeping their priorities in order.

On Sept. 13, 1963, Mary Kay, her son Richard Rogers and nine Independent Beauty Consultants opened Beauty by Mary Kay from a 500-square-foot storefront in Dallas.

Mary Kay built her Company upon the Golden Rule and the priorities of God first, family second and career third. It was Mary Kay's ardent desire that women would realize and use their God-given talents. She often said, "If today one woman realizes how great she is, then it's a great day!"

Mary Kay Ash was Chairman Emeritus when she passed away on Nov. 22, 2001.

In a study conducted in 2003 by Baylor University, Mary Kay Ash was named the greatest female entrepreneur in American history.



## about the products

The Mary Kay® product line includes more than 200 premium products in five categories: facial skin care, color cosmetics, body care, sun protection and fragrance.

Mary Kay products are sold in more than 35 global markets.

Mary Kay develops, tests, manufactures and packages the majority of its own products at its state-of-the-art facilities in Dallas and China.

The Mary Kay® Compact is the most customizable, refillable compact ever created by Mary Kay with over 18 million possible color combinations.

## about the career car program

Mary Kay Inc. introduced the famous pink Cadillac to the U.S. independent sales force in 1969. Today, the global Career Car program also includes Toyota, Mercedes, BMW and Ford models.

Since the program's inception, more than 120,000 independent sales force members have qualified or re-qualified for the use of a Career Car or elected the Cash Compensation option.

Mary Kay® Career Cars have logged an estimated 3 billion miles in the United States since the Career Car program began.

## about the facts (versus fiction)



## about the sales force

The Mary Kay global independent sales force includes more than 1.9 million people.

Approximately 500 women worldwide have become Independent National Sales Directors, the highest pinnacle of a Mary Kay business.

Approximately 36,000 women are currently Mary Kay Independent Sales Directors worldwide.

Starting a Mary Kay independent business is affordable. The price of the Starter Kit and educational materials varies by market.

**Fiction:** Mary Kay Inc. is a *Fortune 500* company.

**Fact:** Mary Kay Inc. appears on *Forbes'* 2002 list of the largest private companies in the United States. In 1995, criteria for the *Fortune 500* list was changed, and now the list includes only companies that make their financial information available to the general public. As a private company, Mary Kay does not release such information and, consequently, does not appear on the list.

**Fiction:** More women in Mary Kay earn \$100,000 or more than in any other company.

**Fact:** Nearly 300 Independent National Sales Directors in the United States have earned more than \$1 million in commissions.

**Fiction:** Our Web site is No. 2 in the United States for online sales, second only to [www.amazon.com](http://www.amazon.com).

**Fact:** Online orders from the independent sales force account for more than 90 percent of Company revenues. Mary Kay Inc. was noted as one of the top companies in the world in online sales according to *Interactive Week* magazine, and *Women's Wear Daily* magazine listed Mary Kay as one of the Top 10 Most Visited Beauty Web Sites.

**Fiction:** Our products are the same as other high-end cosmetics, only for much less.

**Fact:** Mary Kay Inc. develops, tests, manufactures and packages the majority of its own products at its state-of-the-art facilities in Dallas and China. All Mary Kay<sup>®</sup> skin care and cosmetics products are scientifically formulated and packaged using the latest technology. Mary Kay<sup>®</sup> products are priced competitively to compete with other prestige brands.

**Fiction:** Mary Kay management principles are taught at Harvard.

**Fact:** Case studies on Mary Kay's business model have been shared at the collegiate level at several prestigious universities. Professors and college textbook writers have contacted Mary Kay Inc. to learn more about Mary Kay Ash and the Company she founded.

**The Mary Kay Web site address is [www.marykay.com](http://www.marykay.com).**

The information provided here is intended for the use of Mary Kay independent sales force members in responding to questions about the Company. The statements contained here are precisely worded to accurately portray this information. Should you get any inquiries from the media, please refer them to Mary Kay Inc. Corporate Communications at (972) 687-5332 or [corpcom@mkcorp.com](mailto:corpcom@mkcorp.com).

Don't say this:	When you mean this:
Win a free car or company car ...	Earn the use of a Career Car
Go into management ...	Move up the career path
Job ...	Mary Kay "business" or "opportunity"
Pay raises ...	Give yourself a raise
Training ...	Education
Paycheck ...	Commission check
Salary ...	Commissions

## AREAS of INCOME

- 1. Skin Care Classes & Facials**  
50% profit - highest direct sales commission in the United States.
- 2. Reorders**  
50% profit - Our products are consumable, so reorders are a large part of our income. An average customer using the skin care plus a few glamour items will reorder about \$300 a year.
- 3. Internet Orders**  
50% of Mary Kay customers shop online. A Consultant is eligible to purchase her own business website (completely maintained by Mary Kay). Customers shop online, and any new customer inquiries will be referred to the registered Consultant by zip code.
- 4. Dovetailing**  
When a Consultant is unable to hold a scheduled appointment, another Consultant can hold it and pay 15% of the total sales to the Consultant who originally scheduled it. This area of income allows the freedom and flexibility to prioritize family and business.
- 5. Team Building**  
Sharing the Mary Kay opportunity has always been considered a privilege. A Consultant is able to develop her leadership management skills while earning commissions through personally selecting her team members:
  - 4% - 1 - 4 active team members
  - 9% - 5 or more active team members
  - 13% - 5 or more active team members who place a minimum wholesale order during one month AND you place a minimum \$600 wholesale order.
- 6. Car Program**  
Qualified Consultants earn the use of the Chevy Malibu with the majority of car insurance paid by Mary Kay.
- 7. Directorship**  
Directors receive income from above as well as 13% commission for educating, motivating and inspiring unit members to success, unit volume and recruiting bonuses, company car - Toyota Camry, Chevy Equinox or Pink Cadillac.
- 8. National Sales Director**  
NSD's average greater than a six figure per year income. Receive their choice of Pink Cadillac, annual worldwide trips, a fully funded retirement program, life insurance and admiration of corporate America.

## TAX BENEFITS

- Automobile Expenses
- Office & Computer Supplies
- Skin Care Class Supplies
- Telephone
- Entertainment & Travel
- Consult your tax advisor for details

## Advantages

- No territories
- No franchise program
- No quotas
- Full training program
- Retirement - for National Sales Directors
- 100% guarantee on all products through Product Replacement Program
- Prizes - Diamonds, other jewelry, cars, trips and more

## Your Investment

- **\$100 Beauty Starter Kit** (plus local tax & shipping)
- **Inventory** - optional but recommended
- **90% Money Back Guarantee** from Mary Kay, Inc.

## Qualities of a Successful Beauty Consultant

- 1. TOO BUSY:** "Busy people get more done!" They are better time managers and know how to prioritize their time. Mary Kay provides full-time pay for part-time hours!
- 2. MONEY-MOTIVATED:** Whether you want to reduce debt, have more free time, are saving for the future, or want to contribute to society, you are your own boss in Mary Kay.
- 3. NOT THE "SALES TYPE":** Due to our consumable product line, not being pushy is a benefit to insure a strong reorder business. The best Beauty Consultant likes to work with people.
- 4. DON'T KNOW A LOT OF PEOPLE:** We offer free, comprehensive consultant training, which can help you build your business outside of family and friends.
- 5. FAMILY-ORIENTED:** Women are known to do much more for their family than for themselves. Mary Kay offers the freedom and flexibility to have more time for your family. **Our priorities are FAITH, FAMILY and then CAREER.**
- 6. DECISION-MAKER:** You'll never know unless you try!

**You are in your business for yourself, but never by yourself! (\$100 may not change your standard of living, but it may change your life.)**

# recognition

## Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in March 2009. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

### Ruby

Thessa Nwachukwu	\$20,938.38
Krystal D. Downey-Shada	18,551.82
Phuong L. White	17,818.17
Donna Clark	14,334.35
Laura A. Kattenbraker	12,533.20
Ekene S. Okafor	12,357.23
Cissy E. Warren	12,342.71
Vanessa R. Upkins	12,157.42
Debbie A. Elbrecht	11,953.93
Krystal K. Walker	11,813.69
Suzanne Moeller	11,763.03
Candace Laurel Carlson	11,588.72
Julie Brindell Sapp	11,255.36
Gloria Dominguez	11,196.48
Sonya F. Goins	11,181.34
Theresa Ann Huntley	11,173.78
Dorothy C. Ibe	11,150.97
Lisa Anne Harmon	10,964.56
Carmen Nunez de Valencia	10,726.37
Somer Ballard Carter	10,684.72
Jennifer Jean McNulty	10,474.21
Maribel Olivares	10,438.19
Mary Jo Dalen	10,389.47
Appollonia Nnediogo	
Omnuanaegbule	10,386.00
Adaora Eucharia Umeh	10,174.45
Liz Whitehouse	10,119.02
Lie Rene Jennings	10,048.12
Jeanette M. Thompson	10,030.38
Jeanie Ripley	9,943.52
Amber L. Faulk	9,879.02
Trudy D. Nikolas	9,713.59
Cindy P. Markowski	9,708.27
Mary Lou Ardohain	9,704.29
Terry S. Smith	9,665.71
Kathleen C. Savorgnan	9,656.44
Latrice Mahalite	9,650.10
Eva E. Holguin	9,516.73
Rosalie Kuhn	9,506.31
Julie Smith	9,254.92
Becky M. Xepoleas	9,221.08
Mary Sharon Howell	9,214.44
Rose Mary Neel	9,188.46
Laurieann Clark	9,187.07
Maryann Barclay-Durrell	9,183.72
Elizabeth A. Elder	9,183.56
Cheryl O. Fulcher	9,088.25
Esther M. Maston	9,084.04
Kimberly Cavarretta	9,078.75
Lisa D. Prescott	9,056.06
Susan E. Goodson	8,992.02
Kathy Monahan	8,986.58
Patti Maxwell	8,973.37
Marnie R. Yunger	8,947.57
Corrin Cresci	8,894.34
Sylvia J. Cook	8,858.14
Melissa Kaye Kopec	8,845.37
Sherri Ammons	8,751.16
Terry Thole	8,727.46
Lacy Jane Nickelson	8,596.64
Kathy Williams	8,580.93
Robin R. Tucker	8,502.05
Michele Seemper	8,483.95
Sherrie L. Clemons	8,470.94
Judie Roman	8,442.62
Nancy D. Marshall	8,388.28
Brenda Fenner	8,377.83
Karen Pappas	8,349.71
Oye A. Onuoha	8,337.60
Tracy Ley	8,307.44
Lorraine Noland	8,298.58
Tina Hulsman	8,252.23
Lisa Baker	8,213.81
Cleta Mitchell	8,145.74
Obiageli Grace Udodi	8,056.26
Gina Beekley	7,998.19
Palia A. Curry	7,957.28
Connie A. Brinker	7,920.06
Diane Covington	7,917.46
Julie Thomas	7,894.57
Jesslyn Ponce-Dick	7,870.52
Becki Holsington	7,842.02
Melanie S. Abernathy	7,779.15
Jacqueline N. Alford	7,686.52
Helen Amato	7,637.91

Stephanie Lynne Lenard	7,598.25
Terezeja Marie Lemieux	7,534.33
Bonnie Brannan	7,524.22
Breda M. Teal	7,522.32
Anne Weidenweber	7,508.37
Allison Foster	7,492.40
Barbara L. Harrison	7,442.40
Jennifer E. Marinacci	7,416.31
Deborah J. O'Leary	7,392.36
Judy Lund	7,380.49
K. T. Marie Martin	7,365.84
Sue Cox	7,365.70
Crystal Caldwell Hubbard	7,344.32
Tori Lynn Hoffman	7,304.26
Pat Z. Allen	7,286.07
Cordelia Ana-Kwue	7,279.31

### Sapphire

Julia Mundy	\$19,904.84
Maria G. Diaz	14,421.75
Diane Bruns	13,723.01
Roxanne McInroe	13,190.62
Sylvia Boggs	13,144.22
Jill L. Glocker	13,127.32
Lady Ruth Brown	12,613.63
Angie S. Day	12,219.28
Melva M. Slythe	11,970.03
Sarah Marie Lang	11,936.46
Alison Renee Jurek	11,900.96
Kathy R. Bullard	11,751.27
Jennifer L. Semelberger	11,454.37
Tasha Bergman	11,095.61
Tracy Potter	11,060.91
Sagrario M. Magana	10,903.64
Binta Touray Jagne	10,873.58
Linda Klein	10,856.57
Katie D. Nichols	10,835.51
Cheryl Banks	10,832.82
Ann W. Sherman	10,773.80
Krista Neal Warner	10,701.68
Julie Weaver	10,549.64
Kim Maynor	10,504.29
Peggy B. Sacco	10,231.86
Tammy Romage	10,213.21
Patrice Moore Smith	10,207.64
JoAnna P. Shippe	9,999.13
Christy Bigham	9,931.96
Randi Stevens	9,869.58
Jennifer Sloan	9,837.58
Jill Beckstedt	9,700.18
Joanna Helton	9,640.83
Ruby Garner	9,486.99
Agnes Stewart	9,470.23
Angela D. LaFerry	9,396.66
Cheryl T. Anderson	9,168.86
Marie Pfarr	9,136.59
Josefa Chacon	9,109.22
Phyllis I. Piskner	9,095.11
Ann Ferrell Smith	8,994.78
Janelle A. Ferrell	8,954.48
Meisue L. Chou	8,885.18
Dena Smith	8,869.80
Zasha Noel Lowe	8,825.97
Maria Montes	8,810.46
Oralia Gil	8,695.92
Tabitha A. Hallums	8,661.41
Lyriss Yee	8,599.87
Jennifer G. Bouse	8,562.32
Dolores Keller	8,498.61
Nancy W. Pettaway	8,460.26
Marty Ulmer	8,390.41
Flory Palencia	8,388.07
Barbara J. Puckett	8,354.72
Linda L. Quillin	8,307.25
Hilda Marrufo	8,234.38
Moleida G. Daley	8,183.98
Avelyn R. Smith	8,183.53
Joli A. Dockery	8,162.19
Nannette G. Short	8,141.30
Beth S. Austin	8,074.24
Kristi M. Anderson	8,051.17
Cynthia M. Cummings	8,035.28
Kim Williams	7,877.98
Debra J. Witmer	7,848.12
Charmayne Mayowa	7,845.78

Pam Garner Moore	7,844.24
Judy L. Staats	7,831.58
Dwauna Maura	7,809.35
Martha Alicia Gonzalez	7,807.99
Patsy A. Giunt	7,762.13
Lyn A. Gagetta	7,701.27
Gena Prince	7,698.87
Lynn Baer Roberts	7,684.47
Sonya Cathy	7,681.20
Linné Lane	7,675.15
Debbie A. Weld	7,649.35
Bettye Wilson	7,547.13
Brynah Goodman Brown	7,521.73
Sherri Reindl	7,511.95
Kim B. Roberts	7,501.88
Robert S. Cartmill	7,444.11
Saturno Purnell	7,410.96
Elaine Hipsher	7,403.24
Sherrian Beagle	7,402.39
Francis Woodham	7,399.58
Sandi Fitzpatrick	7,388.86
Abigail Sweigert McNamee	7,374.92
Nyenne Applegate	7,364.56
Maria Elena Coyote	7,363.21
Carlee Frances Curlin	7,348.55
Terry A. Hensley	7,345.46
Teodora Ahumada	7,329.72
Elizabeth A. Poole	7,329.31
Lynn A. Cervini	7,288.40
Nyenne Bessey Sailsbery	7,276.69
Danita Sajous	7,273.05
Margaret Neill	7,264.08
Danice C. McEldowney	7,247.71

### Emerald

Helen Jakpor	\$16,752.31
Hollie R. Sherrick	14,893.36
Trisha Taylor	13,164.52
Avi Hatheway	12,080.82
Nancy A. Berlin	11,933.49
Stacy D. Foust	11,879.40
Paula Kelsch	11,678.98
Kristie I. Ehiobu	11,516.90
Hop S. Pratt	11,334.41
Pam Kelly	11,206.65
Denise W. Montgomery	10,867.58
Angel L. Hurley	10,851.28
Barbara Pleet	10,803.78
Sheri L. Farrar-Meyer	10,794.79
Roxanne K. Youngton	10,769.85
Ayobami O. Olusa	10,740.13
Jordan Helou Eicher	10,694.96
Sheila J. McCune	10,676.83
Candy Jackson	10,473.90
Kami Fredericks	10,395.05
Andrea Sherum	10,369.07
Maria Sanchez	10,182.28
Heather A. Carlson	10,109.54
Nancy Graham	10,093.39
Linda Bradley	10,013.52
Michele Martella Armes	9,843.94
Kimbi L. Bartik	9,781.95
Brenda D. Elliott	9,723.03
Karen E. Ridle	9,672.59
Misty McCain Pollard	9,636.92
Rose Campbell	9,410.16
Judith E. Cotton	9,392.06
Grace Y. Adeoye	9,387.94
Traci L. Smith	9,360.84
Denise G. Kucharski	9,274.81
Jeanine R. DeVore Harris	9,075.41
Carolyn L. Lucas	9,030.38
Julie B. Potts	8,901.05
Debbie L. Bower	8,843.43
Jackie L. Root	8,812.06
Evalina Chavez	8,679.77
Pamela Rose Kizmarzick	8,603.75
Jane Okundaye	8,561.97
Marianne L. Anderson	8,556.56
Donna Rajcula	8,540.66
Charlotte Mantoath	8,514.71
Susie J. Serio	8,509.52
Andrea Steinmetz	8,444.46
Yolanda Lopez	8,431.70
O'Nelly Encarnacion Gomez	8,430.05

Nancy A. Coleman	8,400.24
Jennifer Spriggs	8,385.21
Katie L. Ashby	8,357.94
Olayinka K. Adegbaobi	8,228.70
Emily Stone	8,190.74
Kimberly Richardson	
Edwards	8,127.79
Stacy S. Gilson	8,107.19
Heather Shee Catts	8,043.08
Ann Shears	8,009.80
Annette D. Oxley	8,003.08
Mirta Barquet	7,925.80
Linda Jackson	7,911.19
Elaine K. Williams	7,838.68
Kay Dickerson	7,793.46
Alyson R. Young-Guerra	7,753.85
Carrell A. Cannon	7,747.93
Breanne Bechard	7,707.09
Cynthia N. Kurzawa	7,690.33
Jeanne S. Meyer	7,669.08
Haydee Guzman	7,630.60
Connie S. Miller	7,607.04
MartyAnn V. Knox	7,606.19
Aluska Entenza	7,594.84
Pat Forehand	7,557.54
Evelyn Nail	7,541.92
Linda S. Robinson	7,504.76
Stacy M. Houy	7,466.25
Cynthia Ann Pack	7,460.13
Laura A. Armstrong	7,444.81
Tanya Olivia King	7,427.77
Lisa Scott	7,302.90
Amanda Didia	7,291.82
Elaine Oatmeyer	7,268.44
Silvia Ramos	7,257.79
Casie Hembre	7,256.75
Aya Fubara Eneli	7,247.93
Caroline Nesbitt Osman	7,229.94
Kathy P. Oliveira	7,216.24
Elda Ramirez	7,212.26
Frida A. Riveria	7,117.56
Haniel Ortiz	7,070.81
Maritza Lanuza	7,070.00
Shauna D. Schneider	7,065.66
Sonia E. Argueta	7,037.58
Holly S. Neff	7,034.84
Valerie Yoku	7,031.63
Margarita O. Dominguez	7,025.82
Deborah J. Rose	7,013.66
Nancy L. DeFina	6,894.42
Rhonda L. Feisley	6,889.24

### Pearl

Kim McClure	\$23,450.37
Julia Sander Burnett	19,195.72
Lisa Allison	17,764.96
Jeanie Martin	17,626.41
Kathryn L. Engstrom	15,408.31
Kristin Myers	14,875.10
Alma Orrostita	14,327.40
Betsy C. Richard	14,316.52
Tammy A. Vavala	14,053.55
Leah Michelle Lauchlan	13,793.99
Susan M. Hohlan	13,529.63
Jeanie K. Navrkal	13,422.41
Cindy Machado-Flippen	13,049.79
Alicia Borkowska-Sattler	13,023.57
Angel B. Toler	12,949.64
Stacey Craft	12,424.76
Janice Baxter Hull	12,178.07
Vicki Piccirilli	11,969.12
Elizabeth B. Muna	11,697.34
Judy Gieson	11,573.62
Amie N. Gamboian	11,493.70
Beth H. Pland	11,389.42
Tracey L. Chavez	11,345.00
Diane M. Detesco	11,318.14
Evelyn Pirhalla	11,309.52
Amy Kitlell	11,301.53
Patty Webster	11,198.51
Susie Kopacz	11,115.26
Rachael M. Bullock	10,965.85
Patti Kornell	10,936.14
Amy Campbell	10,928.61
Shari M. Kirschner	10,918.81

Kathy Eckhardt	10,839.55
Ruthie Bresette-Mount	10,739.44
Anne Geertsen	10,738.55
Lisa Olivares	10,604.38
Sherree E. Koehler	10,565.93
Barbara R. Johnson	10,537.10
Amy Stokes	10,463.26
Stephani Prendes	10,416.68
Collette Parker	10,334.65
Dorothy D. Boyd	10,319.38
Sandra M. Munguia	10,281.15
Joyce Recenello	10,195.29
Sandra Giraldo Kirchhoff	10,175.50
Holli Thompson Lowe	9,801.75
Blythe Jolee Egbert	9,716.09
Nadine Bowers	9,695.57
Irene Korobov	9,613.12
R. Sue Miller	9,591.63
Carmen J. Felix	9,417.86
Penny J. Jackson	9,415.88
Laura Sheerin Allen	9,398.03
Angela G. Blount	9,297.22
Sherry L. Fields	9,280.00
Epsie J. Elmer	9,259.56
Sherry L. Belisle	9,200.47
Stephanie Nicole Tran	9,150.75
Heather Marie Erbe	9,085.12
Rebecca Milligan	8,973.32
Brenda Stafford	8,855.96
Keita Powell	8,762.64
Patty J. Olson	8,709.93
Darlene Rutledge	8,701.41
Sharon Smith Wisnoski	8,655.03
Laura Poling	8,612.71
Lindsay R. Stewart	8,573.30
Hazel White	8,434.19
Shauna Lynn Abbots	8,386.62
Holly L. Ennis	8,381.35
Amy M. Alber	8,323.70
Sandra Tatzar	8,273.07
Maureen Shipp	8,215.42
Lia Rene Carta	8,119.36
Diane Heckathorne	8,077.46
Sherry Moxley Moir	8,058.51
Jheryn Sims Alexander	8,023.57
Terri Lewis	8,005.66
Dolores E. Black	7,997.68
Elena Hempel	7,891.52
Denise E. Crosby	7,849.16
Susan Moore	7,803.60
Debbie A. Thomas	7,761.06
Tammy Brown	7,697.63
Lori L. Kreh	7,694.97
Luanne Stewart	7,660.69
Ella M. Chick-Power	7,565.82
Jodie Gualano	7,548.16
Marye Durrer	7,537.84
Kim Wiggins	7,535.64
Jamie Leigh Techentin	7,515.69
Jo Shuler	7,512.62
Mary Beth Pavuk	7,510.96
Angela J. Fry	7,469.77
Sheryl Jean Arena	7,458.28
Donna L. Comstock	7,435.42
Tara Lynn Mitchell	7,419.57
Temitope Odeyale	7,358.63
Tommi Pleasure	7,356.24
Tina M. Wright	7,336.03

### Diamond

Amy Allgood	\$16,244.43
Dayana Polanco	15,730.56
Priscilla McPheeters	15,705.22
Pat A. Nuzzi	15,599.22
Lara F. McKeever	15,562.31
Kim I. Coddell	14,731.51
Vivian Diaz	14,696.48
Melinda M. Balling	14,440.50
LaRonda L. Daigle	13,835.07
Connie L. Russo	13,034.68
Sheryl Peterson	12,882.07
Mary Strauss	12,790.03
Petie L. Huffman	12,770.94
Ruth L. Everhart	12,648.15
Marsha Morrisette	12,540.09

# A \$100 DECISION THAT COULD CHANGE YOUR LIFE

## Consider the Possibilities

### Mary Kay Starter Kit

The Mary Kay opportunity allows you to begin your own business with a flexible schedule, no quotas, no territories, unlimited earning potential, advancement opportunities, tax advantages and best of all.... **YOU ARE YOUR OWN BOSS!**



**The Starter Kit includes business builders and \$323 dollars worth of Full-Sized Retail Products.**

#### A Special Note from Joy:

\$100 may not change your financial situation, but it could change or make a difference in your life. As your Independent Sales Director I am here to mentor you every step of the way. I will share my support, knowledge and experience as you achieve success.

Teaching skin care allows total flexibility and unlimited earning potential based on personal goals and activity. Making a plan and working that plan are the keys to your success.

By joining our team of enthusiastic women as an Independent Beauty Consultant you are fulfilling your dreams and enriching the lives of others. This is a \$100 decision with nothing to lose and everything to gain!

Bee....lieving in YOU,

*Joy*

Independent Senior Sales Director

**What do you receive for your \$100 investment? (plus tax & shipping)**

#### These Full-Sized Products:

TimeWise 3-in-1 Cleanser (normal to dry and combination to oily)
TimeWise Age-fighting Moisturizer (normal to dry and combination to oily)
Day and Night Solution
Oil-Free Eye Makeup Remover
Black Ultimate Mascara
11 Foundations in most popular shades
<b>RETAIL VALUE - \$323</b>

#### PLUS these Additional Products:

Satin Hands Samplers
Go Kit, Go Book, Date Book, Brochures, Sales Tickets, Customer Profile Cards
Look Books, Beauty Books, Flip Chart
Consultant education — <i>Consultants Guide</i>
Mirrors, Styrofoam Trays, Applicators, Facial Cloths, Sales Tickets
Color cards Pressed Mineral Powder Samplers
<b>RETAIL VALUE - \$323</b>

**A GREAT Value at ONLY \$100\***  
\*Plus applicable tax & shipping

# UNIT Means

## U & I.... TOGETHER

*In 1971, Mary Kay traveled to Australia to launch the Company's first subsidiary. While there, she discovered a poem that spoke to her heart as no other; a poem that would return home with her and take its place at the very core of our culture. Holding an honored place in the Mary Kay Museum is the "On Silver Wings" sculpture commissioned in honor of the Company's 25th anniversary. Mary Kay loved the words so much she often used their stirring imagery to conclude her speeches and letters.*

*I have a premonition that soars on silver wings.  
It is a dream of your accomplishment  
Of many wondrous things.  
I do not know beneath which sky  
Or where you'll challenge fate.  
I only know it will be high!  
I only know it will be GREAT!*

*- Anonymous*



*SOAR to Success!*

# For Consultants:



Chevy Malibu LS in Dark Grey

OR \$375 Monthly

Independent Beauty Consultant  
**Joy's Genuine Gems Unit**

Phone: \_\_\_\_\_

Cell: \_\_\_\_\_

Email: \_\_\_\_\_

Website: \_\_\_\_\_

# For Directors:



Toyota Camry LE in Silver



OR \$500 Monthly

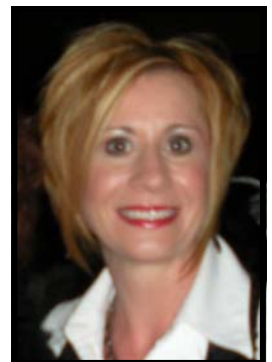
# Considering Pink?

Discover the possibilities!  
Join the dynamic women of the  
**Joy's Genuine Gems Unit**

Please call me with any questions you may have.  
I am committed to your success, and I look forward  
to WORKING and GROWING with you!

Bee.....lieving in YOU,

*Joy*



Joy Bailey-Gress  
Independent Sales Director  
Direct Line: (334) 477-5623  
Toll Free: (866) 319-2657  
Email: [genuinegem@gmx.com](mailto:genuinegem@gmx.com)  
Web site: [www.marykay.com/jbailey-gress](http://www.marykay.com/jbailey-gress)



Chevy Equinox LT in Silver

Your Choice of **PINK** Cadillac OR \$900 Monthly



**PLUS** the  
majority  
of car  
insurance  
paid by  
Mary Kay!



Cadillac CTS



Cadillac DTS