

Totally **FLEXIBLE.**
TOTALLY *Fun!*

—
MARY KAY

1 FITS your life

- **Flexible** opportunity that works for you.
- **Make a little extra money** on the side while working your business as much or as little as you want.

- At the heart of every Mary Kay opportunity is **fun, freedom and flexibility.**
- You can **balance** the important things in your life and put them first while still running your own successful Mary Kay business.
- You choose how much time to put in and how involved you want to be.
- You can **earn a 50% profit*** on everything you sell at suggested retail.

2 HELPS YOU *be who you want to be*

- Mary Kay Independent Beauty Consultants care about one another, their customers and **helping others.**
- Nothing beats the **encouragement and empowerment you receive** from other people like you.
- Mary Kay offers opportunities for **education and personal development** that can help you build your sales skills.



3 LETS YOU SELL PRODUCTS *you can believe in*

- *Mary Kay*® products are made with the **highest quality ingredients** and are extensively researched. Hundreds of thousands of product tests are conducted each year.
- Finding products that deliver real results and are **right for you and for your customers.**



4 THE HEART *of Mary Kay*

- For 60 years, Mary Kay has been empowering people to be their own bosses, to be self-starters and to be who they truly want to be.
- Core value of faith first, family second, career third.
- Since 2004, the Mary Kay Ash Charitable Foundation has awarded more than \$2 million to shelters and programs addressing domestic violence.
- The Mary Kay Ash Charitable Foundation has awarded over \$1.3 million to Look Good Feel Better® through its annual support program. Together, we are helping women facing cancer feel like themselves again.

IS THIS OPPORTUNITY *for you?*

- A** means **Absolutely!** I am interested, *and with your help, I'm willing to try.*
- B** means **Book Me** for a second appointment. *I have questions, and I would love to talk more.*
- C** means **Could Be** for me down the road. *Until then, I would love to be your customer.*

*The gross profit calculation is based on suggested retail prices.

THE CHOICE *is yours!*

THE MARY KAY OPPORTUNITY IS *all about flexibility.*

It fits your life, so you can balance the important things in your life and put them first while still running a successful Mary Kay business. And know, you are in business for yourself, but never by yourself! Mary Kay continually develops resources to help you along the way.

MARY KAY®

Starter Kit†, \$30

The *Mary Kay*® Starter Kit† is a great way to **work your business from the comforts of home** and still have the opportunity to connect virtually or face-to-face with your customers on a personal level. And at only \$30, it's an opportunity worth considering!

PLUS! You will receive a **FREE 1-year subscription** to your very own **Mary Kay® Personal Website!** (\$30 Value)



MARY KAY®

†Prices are shown plus applicable sales tax. Mary Kay® Starter Kit offer cannot be combined with any other discounts or promotions. Mary Kay Cosmetics Ltd. reserves the right to extend, modify, eliminate or reduce this offer at any time. All terms, conditions, rights and/or restrictions set forth in the Independent Beauty Consultant Agreement with Mary Kay Cosmetics Ltd. ("Mary Kay"), including the Company's 90% Repurchase Policy, apply. Mary Kay® products contained in the Mary Kay® Starter Kit are not intended to be purchased from the Company for resale and are for demonstration purposes only.