

Mary Kay Sales Figures

Year	Wholesale Volume	Consultants	Directors	National directors	Wholesale volume / consultants
1963	\$198,154 ^[15]	318 ^[15]	0	0	\$623.13
1973	unknown	21,069 ^[16]	450(?)	2(?)	unknown
1983	\$300,000,000 ^[16]	195,000 ^[16]	unknown	unknown	\$1,538.46
1989	\$400,000,000	200,000	unknown	unknown	\$2,000.00
1991	\$511,000,000 ^[17]	220,000 ^[17]	unknown	unknown	\$2,322.73
1992	\$500,000,000 ^[18]	250,000 ^[18]	unknown	unknown	\$2,000.00
1993	\$735,000,000 ^[16]	325,000 ^[16]	unknown	unknown	\$2,261.00
1994	\$850,000,000 ^[19]	unknown	unknown	unknown	unknown
1995	\$950,000,000 ^[19]	unknown	unknown	unknown	unknown
1995 Russia	\$25,000,000 ^[20]	unknown	unknown	unknown	unknown
1996	\$1,000,000,000 ^[19]	unknown	unknown	unknown	unknown
1997 People's Republic of China	\$12,000,000 ^[21]	15,000	unknown	unknown	\$800.00
1998 People's Republic of China	\$7,200,000 ^[21]	unknown	unknown	unknown	unknown
2001 USA	Unknown	500,000 ^[22]	unknown	unknown	unknown
2002	\$1,600,000,000	850,000	19,000 ^[23]	more than 300 ^[23]	\$1,882.35
2002 USA	unknown	unknown	13,000 ^[23]	unknown	unknown
2002 People's Republic of China	\$120,000,000 ^[21]	120,000 ^[21]	unknown	unknown	\$100.00
2003	\$1,800,000,000	1,100,000	18,500 ^[24]	More than 100 ^[24]	\$1,636.36
2004	\$1,960,000,000 ^[25]	1,300,000 ^[26]	27,000 ^[13]	410 ^[26]	\$1,507.69
2004 USA	unknown	unknown	unknown	210 ^[26]	unknown
2004 Canada	\$125,000,000 ^[27]	29,357 ^[28]	661 ^[28]	16 ^[28]	\$4,257.93
2004 United Kingdom	\$7,700,000 ^[29]	3,500 ^[24]	More than 70 ^[24]	0 ^[24]	\$2,200.00
2005	\$2,200,000,000 ^[13]	1,600,000 ^[13]	31,000 ^[13]	500 ^[13]	\$1,375.00
2005 People's Republic of China	\$300,000,000 ^[30]	400,000 ^[30]	unknown	unknown	\$750.00
2005 USA	\$1,300,000,000 ^[30]	715,000 ^[30]	unknown	unknown	\$1,818.18
2005 Canada	unknown	32,820 ^[31]	673 ^[31]	17 ^[31]	unknown
2005 Argentina	unknown	20,000 ^[32]	500 ^[32]	8 ^[32]	unknown

2005 Mexico	unknown	175,000 ^[33]	unknown	unknown	unknown
2005 United Kingdom	unknown	5,000 ^[34]	140 ^[34]	2 ^[34]	unknown
2006 Worldwide	\$2,250,000,000 ^[35]	1,700,000+ ^[35]	unknown	about 500 ^[36]	\$1,323.53
2006 Canada	<u>CAD</u> 62,000,000 ^[37]	34,272 ^[31]	724 ^[31]	18 ^[31]	CAD 1,809
2006 USA	unknown	unknown	14,000+ ^[36]	unknown	unknown
2006 UK	unknown	5000 ^[34]	140 ^[34]	2 ^[34]	unknown
2007 Canada	unknown	31891 ^[38]	659 ^[31]	25 ^[31]	unknown
2007 USA	unknown	700,000	14,000 ^[39]	215 ^[40]	unknown
2007 Worldwide	\$2,400,000,000 ^{[40][40]}	1,700,000 ^[40]	unknown	unknown	\$1,411.76
2008 Canada	unknown	30,679 ^[41]	608 ^[41]	24 ^[41]	unknown
2008 USA	unknown	600,000 ^[42]	13,000 ^[42]	unknown	unknown
2008 Worldwide	\$2,600,000,000 ^[43]	1,800,000 ^[43]	34,000 ^[43]	500 ^[43]	\$1,444.44
2009 Worldwide	\$2,500,000,000 ^[44]	2,000,000 ^[44]	37,000 ^[44]	600 ^[44]	\$1,250.00
2009 China	\$600,000,000 ^[45]	200,000 ^[45]	unknown	unknown	\$3,000
2010 Worldwide	\$2,500,000,000 ^[9]	2,000,000 ^[9]	unknown	600 ^[9]	\$1,250
2010 Australia	<u>AUD</u> 25,000,000 ^[46]	10,000	unknown	unknown	AUD 2,500
2010 Canada	unknown	29573 ^[47]	unknown	24 ^[47]	unknown
2015 Worldwide	\$3,700,000,000 ^[14]	3,500,000 ^[2]	39,000 ^[2]	600 ^[2]	\$1,057.14
2017 Worldwide	\$3,250,000,000 ^[1]	unknown	unknown	unknown	unknown
Year	Wholesale Volume	Consultants	Directors	National Directors	Wholesale volume / consultants

Note: Unless otherwise stated, dollar amounts are in United States Currency, which has not been adjusted for inflation.

Manufacturing plants

The primary manufacturing plant is in Dallas, Texas. A second plant was opened in Hangzhou, China, to manufacture and package products for that market. A third plant was opened in 1997, in La Chaux-de-Fonds, Switzerland, for the European market. The Swiss plant closed in 2003.

Cars

In 1968, Mary Kay Ash purchased the first pink Cadillac from a Dallas dealership, where it was repainted on site to match the "Mountain Laurel Blush" in a compact Ash carried. The Cadillac served as a mobile advertisement for the business. The following year, Ash rewarded the company's top five salespeople with similarly painted 1970 Coupe de Ville cars. GM has painted over 100,000