

The rewards go on and on!

Your *Ready, Set, Sell!* bonus is just the beginning of the many rewards you can earn as a Mary Kay Independent Beauty Consultant. For example, consider setting your goal to be a Star Consultant every quarter. Through the Star Consultant program, you can choose from a new selection of exclusive items, jewelry, electronics and more. Plus, you can qualify for the Ladder of Success jewelry.

See the *Star Consultant* brochure or go to www.marykayintouch.com



for details. Consider talking to your Independent Sales Director about the other programs that can earn you rewards and recognition throughout the year.

So as you keep going – and growing – in your business, set your sights on all the exciting opportunities Mary Kay offers to make your continued success very rewarding!

ready, set, Sell!

June 16, 2007 – June 15, 2008

Inventory Options for New Consultants



MARY KAY®



Welcome!
 (Over a \$110 value – yours **FREE!**)



We want to welcome you with a fabulous **FREE** gift. Place a minimum **order now**, and you can get a color look created especially for you!

Reserve your free gift online today!

- Your free customized signature look will arrive with your first order* placed NOW.
- To create your look, just join the Mary Kay InTouch® Community at www.marykayintouch.com and complete the brief interactive questionnaire.
- If you choose not to create your look online, you'll receive a standard signature look that complements all skin tones and eye colors.
 - Orders can be placed online, by phone or by mail.



*A minimum wholesale Section 1 order of \$600 or above must be received by the Company within 15 calendar days of when the Independent Beauty Consultant Agreement is received and accepted by the Company. Sales tax is required on the actual suggested retail value of the gift. Suggested retail values can be found through the LearnMK® section of the Mary Kay InTouch® Web site. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.



Get Your Business Blooming With Inventory!

When you consider the best practices of the world's leading retailers, you'll find their success stems from inventory. In fact, Mary Kay Ash often said that you can't sell from an empty wagon. Try thinking of yourself as the owner of a beauty boutique. If your customer runs out of her foundation or loses her favorite shade of lipstick, will she wait several days for you to replace it, or will she go to the corner drugstore or local department store to get it right away? With this perspective, you can see how having products on hand can keep your customers' business with you. Consider talking to your Independent Sales Director about the best inventory choice for you. And grow your business "thinking like a retailer."

Here are a few reasons you may choose to have inventory:

- It's a great way to immediately satisfy your customers' wants and needs for products, making them more likely to keep their business with you.
- You can receive a **free** bonus of top-selling products based on the inventory amount you choose.
- You can even get the Travel Roll-Up Bag – free. It's designed to hold the popular product sets you sell.
- You can receive well-deserved recognition and prizes for your commitment to success.

New Consultant Product Bonus guidelines

When you **order this amount:**

Initial Wholesale Section 1 Order	=	Suggested Retail Value
\$3,600		\$7,200
\$3,000		\$6,000
\$2,400		\$4,800
\$1,800		\$3,600
\$1,200		\$2,400
\$600		\$1,200

You can **get this:**

New Consultant Product Bonus: Suggested Retail Value*	+	Star Consultant Gemstone and Contest Prize**
over \$600		Emerald
over \$500		Diamond
over \$400		Ruby
over \$300		Sapphire
over \$200		
over \$100		

*Current bonus values can be found by clicking on the "Ready, Set, Sell!! Bonus Values" link in the LearnMK® section of the Mary Kay InTouch® Web site.
**Once you achieve \$1,800 in wholesale Section 1 orders postmarked in a contest quarter, you are eligible for the Ladder of Success pin, one gemstone and a contest prize. See the *Star Consultant* brochure for complete details.

- An Independent Beauty Consultant's initial order with the Company must equal \$600 or more in wholesale Section 1 products to be eligible.
- The initial order must be received and accepted by the Company in the same or following calendar month that the Independent Beauty Consultant Agreement is received and accepted by the Company.
- We reserve the right to substitute product of equal or greater value if necessary.
- Sales tax is required on the suggested retail value of the Section 1 products included in the bonus (*Ready, Set, Sell!!* and the signature look gift). Suggested retail values can be found by clicking on the "Ready, Set, Sell!! Bonus Values" link in the LearnMK® section of the Mary Kay InTouch® Web site. Please include the actual value of the bonus in the total amount subject to sales tax on the Consultant order form.



When you order this amount:
\$3,600 wholesale

SAMPLE ONLY!

You choose the products to order.



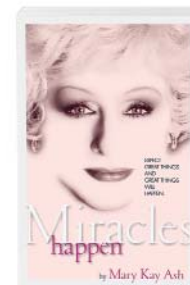
Products shown represent approximately \$3,600 wholesale inventory. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.

Get your business off to a powerful start with \$3,600 wholesale inventory. It gives you:

- \$7,200 suggested retail product for \$3,600 wholesale
- Plus the product bonus and recognition shown on the following page.

You can get this:
product bonus
 valued at over **\$600** suggested retail!*

To qualify, your order must be received in the same or following calendar month as your Independent Beauty Consultant Agreement.



Products shown are a visual representation of an approximate product mix, volume and quantity. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.

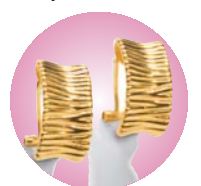
- Two Ultimate Miracle Sets
- One Miracle Set
- One Satin Set
- One Anti-Aging Set
- Five Travel Roll-Up Bags
- One Mary Kay Autobiography



INCENTIVES AND RECOGNITION:

As a Star Consultant, you can proudly announce your award-winning performance with the Ladder of Success pin. An inventory purchase of this amount can earn you an **emerald** star! See the *Star Consultant* brochure for other prizes and incentives you can earn. And remember, once you're a Star Consultant and you have a Mary Kay® Personal Web Site With Shopping, your name will be included in the first search tier of the Consultant Locator for the following quarter. That way potential customers who call 1-800-MARY KAY or search online at www.marykay.com for an Independent Beauty Consultant in their area can be referred to you!

*Sales tax is required on the suggested retail value of the Section 1 products in the bonus. Suggested retail values can be found through the LearnMK® section of the Mary Kay InTouch® Web site.



Rewards are for representation only and are subject to change.

When you order this amount:
\$3,000 wholesale

SAMPLE ONLY!

You choose the products to order.



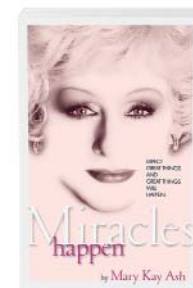
Products shown represent approximately \$3,000 wholesale inventory. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.

Make a smart business decision with \$3,000 wholesale inventory and you get:

- \$6,000 suggested retail product for \$3,000 wholesale
- Plus the product bonus and recognition shown on the following page.

You can get this:
product bonus
 valued at over **\$500** suggested retail!*

To qualify, your order must be received in the same or following calendar month as your Independent Beauty Consultant Agreement.



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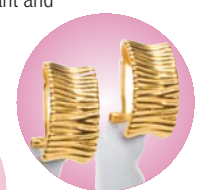
- One Ultimate Miracle Set
- Two Miracle Sets
- One Satin Set
- One Anti-Aging Set
- Four Travel Roll-Up Bags
- One Mary Kay Autobiography



INCENTIVES AND RECOGNITION:

As a Star Consultant, you can proudly announce your award-winning performance with the Ladder of Success pin. An inventory purchase of this amount can earn you a **diamond** star! See the *Star Consultant* brochure for other prizes and incentives you can earn. And remember, once you're a Star Consultant and you have a Mary Kay® Personal Web Site With Shopping, your name will be included in the first search tier of the Consultant Locator for the following quarter. That way potential customers who call 1-800-MARY KAY or search online at www.marykay.com for an Independent Beauty Consultant in their area can be referred to you!

*Sales tax is required on the suggested retail value of the Section 1 products in the bonus. Suggested retail values can be found through the LearnMK® section of the Mary Kay InTouch® Web site.



Rewards are for representation only and are subject to change.

When you order this amount:

\$2,400 wholesale

SAMPLE ONLY!

You choose the products to order.



Products shown represent approximately \$2,400 wholesale inventory. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.

Jump-start your business with \$2,400 wholesale inventory and get:

- \$4,800 suggested retail product for \$2,400 wholesale
- Plus the product bonus and recognition shown on the following page.

You can get this:

product bonus
valued at over **\$400** suggested retail!*

To qualify, your order must be received in the same or following calendar month as your Independent Beauty Consultant Agreement.



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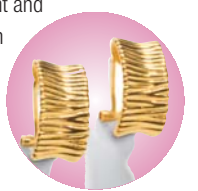
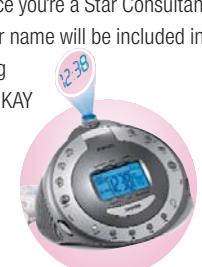
- One Ultimate Miracle Set
- One Miracle Set
- One Satin Set
- One Anti-Aging Set
- Three Travel Roll-Up Bags
- One Mary Kay Autobiography



INCENTIVES AND RECOGNITION:

As a Star Consultant, you can proudly announce your award-winning performance with the Ladder of Success pin. An inventory purchase of this amount can earn you a **ruby** star! See the *Star Consultant* brochure for other prizes and incentives you can earn. And remember, once you're a Star Consultant and you have a Mary Kay® Personal Web Site With Shopping, your name will be included in the first search tier of the Consultant Locator for the following quarter. That way potential customers who call 1-800-MARY KAY or search online at www.marykay.com for an Independent Beauty Consultant in their area can be referred to you!

*Sales tax is required on the suggested retail value of the Section 1 products in the bonus. Suggested retail values can be found through the LearnMK® section of the Mary Kay InTouch® Web site.



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When you order this amount:

SAMPLE ONLY!

You choose the products to order.

\$1,800 wholesale



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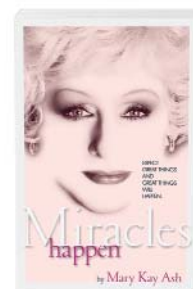
You're off to a fantastic start with \$1,800 wholesale inventory. It gives you:

- \$3,600 suggested retail product for \$1,800 wholesale
- Plus the product bonus and recognition shown on the following page.

You can get this:

product bonus
valued at over **\$300** suggested retail!*

To qualify, your order must be received in the same or following calendar month as your Independent Beauty Consultant Agreement.



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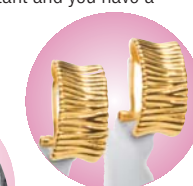
- One Ultimate Miracle Set
- One Miracle Set
- One Satin Set
- Two Travel Roll-Up Bags
- One Mary Kay Autobiography



INCENTIVES AND RECOGNITION:

As a Star Consultant, you can proudly announce your award-winning performance with the Ladder of Success pin. An inventory purchase of this amount can earn you a **sapphire** star! See the *Star Consultant* brochure for other prizes and incentives you can earn. And remember, once you're a Star Consultant and you have a Mary Kay® Personal Web Site With Shopping, your name will be included in the first search tier of the Consultant Locator for the following quarter. That way potential customers who call 1-800-MARY KAY or search online at www.marykay.com for an Independent Beauty Consultant in their area can be referred to you!

*Sales tax is required on the suggested retail value of the Section 1 products in the bonus. Suggested retail values can be found through the LearnMK® section of the Mary Kay InTouch® Web site.



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When you order this amount:

\$1,200 wholesale

SAMPLE ONLY!

You choose the products to order.



Start building your inventory and customer base with \$1,200 wholesale inventory and these features:

- \$2,400 suggested retail product for \$1,200 wholesale
- Plus the product bonus shown on the right.

Products shown represent approximately \$1,200 wholesale inventory. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.

You can get this:

product bonus
valued at over **\$200** suggested retail!*

- One Miracle Set
- One TimeWise® Basic Set
- One Satin Set
- One Travel Roll-Up Bag
- One Mary Kay Autobiography

To qualify, your order must be received in the same or following calendar month as your Independent Beauty Consultant Agreement.

*Sales tax is required on the suggested retail value of the Section 1 products in the bonus. Suggested retail values can be found through the LearnMK® section of the Mary Kay InTouch® Web site.



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When you order this amount:

\$600 wholesale

SAMPLE ONLY!

You choose the products to order.



Get off to a great start with \$600 wholesale inventory and these features:

- \$1,200 suggested retail product for \$600 wholesale
- Plus the product bonus shown on the right.

Products shown represent approximately \$600 wholesale inventory. The Company periodically updates product packaging. Therefore, the product you receive may be packaged differently than shown in this brochure.

You can get this:

product bonus
valued at over **\$100** suggested retail!*

- One Miracle Set
- One Travel Roll-Up Bag
- One Mary Kay Autobiography

To qualify, your order must be received in the same or following calendar month as your Independent Beauty Consultant Agreement.

*Sales tax is required on the suggested retail value of the Section 1 products in the bonus. Suggested retail values can be found through the LearnMK® section of the Mary Kay InTouch® Web site.



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New Independent Beauty Consultant Inventory Worksheet

Before reviewing the ordering options featured in this brochure, you may want to complete this inventory worksheet with your Independent Sales Director or recruiter. The worksheet is designed to assist you in determining your ideal inventory investment.

1. What are your Mary Kay goals? Check the answers that best apply to you:

Desired Monthly Earnings

- _____ \$1,200+ = 4 points
- _____ \$800 to \$1,199 = 3 points
- _____ \$400 to \$799 = 2 points
- _____ \$100 to \$399 = 1 point

Selling Appointments

- _____ 3 or more appointments per week = 4 points
- _____ 1 to 2 appointments per week = 3 points
- _____ 2 to 3 appointments per month = 2 points
- _____ 1 appointment per month = 1 point

Success Meetings

- _____ I am committed to attending success meetings each week. = 3 points
- _____ I plan to attend success meetings twice a month. = 2 points
- _____ I plan to attend success meetings when they fit into my schedule. = 1 point

Goals (check all that apply)

- _____ I would like to earn the use of a Mary Kay Career Car. = 2 points
- _____ I would like to become an Independent Sales Director. = 2 points
- _____ I would like to replace my full-time income. = 2 points
- _____ I would like to build a solid base of customers. = 1 point
- _____ I would like to have a little extra spending cash. = 1 point

2. Calculate your points to see the suggested inventory category for you.*

13 points or more:	\$3,600 wholesale category
12 points:	\$3,000 wholesale category
11 points:	\$2,400 wholesale category
8 to 10 points:	\$1,800 wholesale category
5 to 7 points:	\$1,200 wholesale category
1 to 4 points:	\$600 wholesale category

3. Would you like for your Independent Sales Director or recruiter to provide examples of funding options that have been used by others for purchasing Mary Kay® inventory? Yes _____ No _____

Name: _____

*This Inventory Worksheet provides suggestions to assist you in determining your ideal inventory investment. Your ultimate decision is completely up to you and will likely depend on multiple factors that may not be represented on this page.

