

GREAT *Start*

**READY,
SET, *KEEP*
SELLING!**

KEEP GOING AND GROWING
WITH EVEN MORE FREE
PRODUCT BONUS BUNDLES!



MARY KAY

FREE⁺ Essential Product Bonus Bundles!

Choose the bundles that are right for you, and sell, sell, sell! Then see how your profits could grow!

1

OR *TimeWise Miracle Set 3D® Bundle, \$120*
COMBINATION/OILY SET
NORMAL/DRY SET



Skin Care Solutions Bundle, \$106

- *TimeWise Miracle Set 3D® Day Cream, non-SPF, Normal/Dry*
- *TimeWise Miracle Set 3D® Day Cream, non-SPF, Combination/Oily*
- *Mary Kay® Oil Mattifier*
- *Mary Kay® Oil-Free Eye Makeup Remover*

2

Open for Business Bundle, \$107

- *Clear Proof® Deep-Cleansing Charcoal Mask*
- *White Tea & Citrus Satin Lips® Shea Sugar Scrub*
- *White Tea & Citrus Satin Lips® Shea Butter Balm*
- *TimeWise® Microdermabrasion Plus Set*

3



TimeWise 3D® Foundation Bundle, \$100

CHOOSE FROM THESE FOUR BUNDLES:

TimeWise® Matte 3D Foundation

OR TimeWise® Luminous 3D Foundation



**TIMEWISE® MATTE 3D
IVORY/BEIGE**

4 SHADES/PRODUCTS

- Ivory C 110
- Ivory N 140
- Beige W 100
- Beige C 120

**TIMEWISE® LUMINOUS 3D
IVORY/BEIGE**

4 SHADES/PRODUCTS

- Ivory N 140
- Ivory N 160
- Beige C 110
- Beige C 130

**TIMEWISE® MATTE 3D
BEIGE/BRONZE**

4 SHADES/PRODUCTS

- Beige N 200
- Beige C 220
- Bronze W 120
- Bronze W 130

**TIMEWISE® LUMINOUS 3D
BEIGE/BRONZE**

4 SHADES/PRODUCTS

- Beige N 150
- Beige W 180
- Bronze W 130
- Bronze C 160

Lash and Lip Bundle, \$98

- *Lash Intensity*® Mascara in Black
- *Lash Love*® Mascara in I ♥ black
- *Mary Kay Unlimited*® Lip Gloss in Beach Bronze, Fancy Nancy, Unique Mauve and Sheer Illusion



- beach bronze
- fancy nancy
- unique mauve
- sheer illusion



**Mary Kay® CC Cream Sunscreen
Broad Spectrum SPF 15* Bundle, \$110**
CHOOSE FROM THESE TWO BUNDLES:

**LIGHT/MEDIUM
3 SHADES/5 PRODUCTS**

- Very Light (2)
- Light-to-Medium (2)
- Medium-to-Deep (1)

**MEDIUM/DEEP
3 SHADES/5 PRODUCTS**

- Medium-to-Deep (2)
- Deep (2)
- Very Deep (1)

*Over-the-counter drug product

†An Independent Beauty Consultant's single initial or cumulative orders with the Company must total \$600 or more (excluding shipping, handling and tax) in wholesale Section 1 products to be eligible for the product bonus bundles. The single initial or cumulative orders must be received and accepted by the Company in the same or following three calendar months that the Independent Beauty Consultant Agreement is received and accepted by the Company. Sales tax is required on the suggested retail value of Section 1 products included in the product bonus bundles. The Company reserves the right to change or update products, packaging and programs. Please go to the *Mary Kay InTouch*® website for the most up-to-date information.

Prices reflect the suggested retail value of each product bonus bundle.

NEW INDEPENDENT BEAUTY CONSULTANT

PRODUCT PLANNING WORKSHEET

Before reviewing the ordering options featured in this brochure, you may want to complete this product planning worksheet with your Independent Sales Director or recruiter. The worksheet is designed to help you decide how much product is right for you.

1. What are your Mary Kay business goals? CHECK THE ANSWERS THAT BEST APPLY TO YOU.

(A) DESIRED MONTHLY EARNINGS

_____ **\$1,200+** = 4 POINTS

_____ **\$800 - \$1,199** = 3 POINTS

_____ **\$400 - \$799** = 2 POINTS

_____ **\$100 - \$399** = 1 POINT

(B) SELLING APPOINTMENTS

_____ **3+** appointments per week = 4 POINTS

_____ **1 - 2** appointments per week = 3 POINTS

_____ **2 - 3** appointments per month = 2 POINTS

_____ **1** appointment per month = 1 POINT

(C) SUCCESS MEETINGS

_____ *I am committed to attending success meetings each week.* = 3 POINTS

_____ *I am committed to attending success meetings twice per month.* = 2 POINTS

_____ *I am committed to attending success meetings when they fit into my schedule.* = 1 POINT

(D) GOALS CHECK ALL THAT APPLY.

_____ *I would like to build a **SOLID CUSTOMER BASE.*** = 2 POINTS

_____ *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 earn a little **EXTRA CASH.*** = 1 POINT

2. Calculate your points to determine an inventory* category for your selling goals.

CHECK THE BOX THAT BEST APPLIES TO YOUR TOTAL.

TOTAL POINTS	POINTS	WHOLESALE CATEGORY
<input type="checkbox"/>	13+ POINTS	\$3,600+ wholesale
<input type="checkbox"/>	12 POINTS	\$3,000 wholesale
<input type="checkbox"/>	11 POINTS	\$2,400 wholesale
<input type="checkbox"/>	8 - 10 POINTS	\$1,800 wholesale
<input type="checkbox"/>	5 - 7 POINTS	\$1,200 wholesale
<input type="checkbox"/>	2 - 4 POINTS	\$600 wholesale

NAME:

*Purchasing inventory is an individual decision, and it's certainly not a requirement for you to begin your Mary Kay business. We always recommend that you determine what activity level you plan to pursue in your Mary Kay business. Then, if appropriate for your personal circumstances, invest in a level of inventory that supports that activity. If you decide that this opportunity is not right for you, Mary Kay will repurchase, at 90 percent of your original net cost, original and unused Section 1 products, as long as these items were purchased by you from the Company within one year prior to return. Please refer to your Independent Beauty Consultant Agreement for complete details.

KEEP GOING and Growing!


The rewards keep coming! As your sales to customers grow, you can earn Essential Product Bonus Bundles valued at approximately \$120 each.*

HERE'S HOW IT WORKS:

Each time you reach \$600 or more in cumulative wholesale Section 1 product orders within your first four months, you'll earn a free* Essential Product Bonus Bundle valued at approximately \$120.*

Your first four months means the month your Independent Beauty Consultant Agreement is received and accepted by the Company and the following three calendar months. Also, this offer does not apply to order amounts that qualify for Ready, Set, Sell! product bonus bundles. See the *Ready, Set, Sell!* brochure for full details.

GREAT START: READY, SET, KEEP SELLING!

Cumulative Order Amount		Essential Product Bonus Bundles* up to \$120 each	Mirror With Tray \$5.50 each	Maximum Bonus Value**	Star Consultant Level†
Wholesale	Suggested Retail				
\$3,600	\$7,200	6	6	\$753.00	EMERALD
\$3,000	\$6,000	5	5	\$627.50	DIAMOND
\$2,400	\$4,800	4	4	\$502.00	RUBY
\$1,800	\$3,600	3	3	\$376.50	SAPPHIRE
\$1,200	\$2,400	2	2	\$251.00	
\$600	\$1,200	1	1	\$125.50	

It's never been more fun to start a Mary Kay business!

Visit marykayintouch.com to place your order.

Unless noted, all Section 1 prices are suggested retail.

See the Product Planning Worksheet in this brochure for full inventory details and disclaimers.

* See the Essential Product Bonus Bundles for full details about the free limited-time product bonus bundles. Sales tax is required on the suggested retail value of the wholesale Section 1 products included in the product bonus bundle(s).

** You are eligible to receive up to six Essential Product Bonus Bundles total. Maximum bonus value is an example based only on the maximum product bonus bundle value of \$120 suggested retail. The actual total value of the product bonus bundle(s) received will depend on the suggested retail values of the product bonus bundle(s) selected and is subject to required tax obligations.

† Once you achieve \$1,800 in wholesale Section 1 orders received and accepted by the Company in a program quarter, you are eligible for a program prize. See the NEW! Star Consultant Program page under Contests/Promotions > Contests on *Mary Kay InTouch*® for complete details.

Start SELLING.



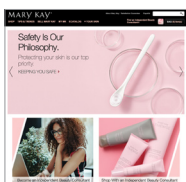
Mary Kay Ash famously said, "Nothing happens until somebody sells something!" She believed a brand-new Independent Beauty Consultant could hold parties and start earning money right away. Mary Kay said that a new Beauty Consultant, "... does it with enthusiasm, certainly not with technique." That means you don't have to be an expert right from the start! You can get going with enthusiasm, product love and a heart for helping women. The resources below can help you along the way. Get ready. Get set. Get selling!

SELLING MADE SIMPLE

YOUR OWN WEBSITE

Mary Kay® Personal Web Site (PWS)

Offers your customers 24/7 access to your business and inclusion in the Consultant Locator!



BUSINESS ON THE GO

myCustomers+™ App

Simplify managing your customers, products and orders!

WAREHOUSE TO HER HOUSE

Customer Delivery Service & EZ Ship

Time-saving shipping options for your orders.

LEARN HOW TO EARN.

Mary Kay® Education

Learn how to book, sell and team-build with Mary Kay University and more!



BE OUR GUEST.

Guest Checkout

Reach consumers who are not registered on your PWS.

EXCLUSIVE SNEAK PEEKS

Preferred Customer ProgramSM Create customer loyalty and generate orders using *The Look*.



MANAGE YOUR BUSINESS.

Mary Kay® Ordering App! To place a wholesale product order, simply select the products you want to order, add them to your cart and check out.



The **Mary Kay® App** makes shopping for beauty products incredibly convenient, as **your customers** can connect with and order from you on their own devices.



MARY KAY®

For more details on the **Great Start Program**, visit **Mary Kay InTouch®**.