



Independent
BEAUTY
CONSULTANT



MARY KAY®



I am an Independent **BEAUTY CONSULTANT.**



- I can earn up to 50% profit potential on the *Mary Kay*® products I sell at suggested retail.
- I am eligible for the Earned Discount Privilege.
- I can take advantage of the *Great Start* Program to earn free† product bonus bundles!
- I can earn prizes through the yearlong challenge and through the Star Consultant Program.
- I can earn a \$50 cash bonus with each *Great Start*-qualified* new personal team member I develop.

Independent



**SENIOR
BEAUTY
CONSULTANT**

MARY KAY®



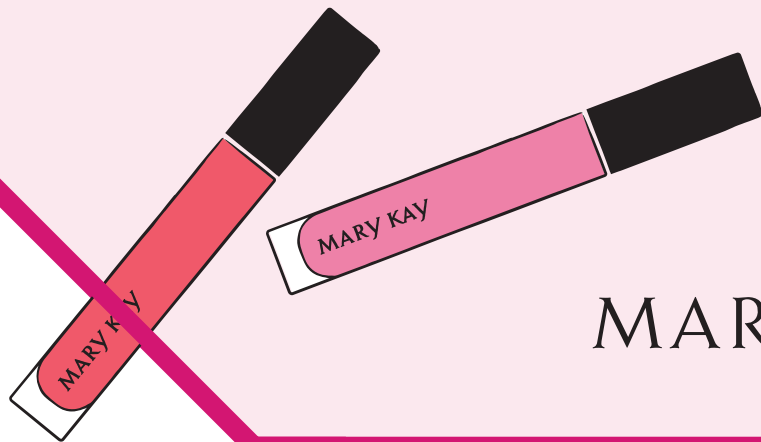
I am an Independent **SENIOR BEAUTY CONSULTANT.**



- I have 1 or 2 active** personal team members.
- I can earn up to 50% profit potential on the *Mary Kay*® products I sell at suggested retail.
- I am eligible for the Earned Discount Privilege.
- I can earn 4% commission on my personal team.
- I can earn a \$50 cash bonus with each *Great Start*-qualified* new personal team member I develop.
- I can earn prizes through the yearlong challenge and the Star Consultant Program.



STAR TEAM BUILDER *(Red)*



MARY KAY®

I am a **STAR TEAM BUILDER.**

A Red is a Star Team Builder, Team Leader or Elite Team Leader.



- I have 3 or 4 active** personal team members.
- I can earn up to 50% profit potential on the *Mary Kay*® products I sell at suggested retail.
- I am eligible for the Earned Discount Privilege.
- I can earn up to 8% commission on my personal team.
- I can earn a \$50 cash bonus with each *Great Start*-qualified* new personal team member I develop.
- I can earn prizes through the yearlong challenge and the Star Consultant Program.



TEAM LEADER *(Red)*



MARY KAY®

I am a **TEAM LEADER.**

A Red is a Star Team Builder, Team Leader or Elite Team Leader.



- I have 5 to 7 active** personal team members.
- I can earn up to 50% profit potential on the *Mary Kay*® products I sell at suggested retail.
- I am eligible for the Earned Discount Privilege.
- I can earn up to 13% commission on my personal team.
- I can earn a \$50 cash bonus with each *Great Start*-qualified* new personal team member I develop.
- I can earn prizes through the yearlong challenge and the Star Consultant Program.

ELITE TEAM LEADER *(Red)*



MARY KAY®

I am an **ELITE TEAM LEADER.**

A Red is a Star Team Builder, Team Leader or Elite Team Leader.



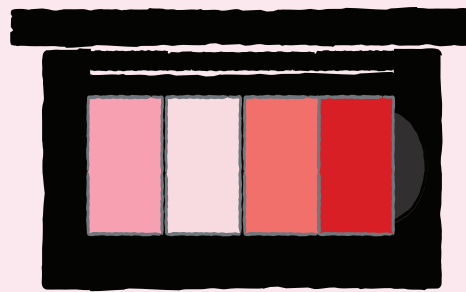
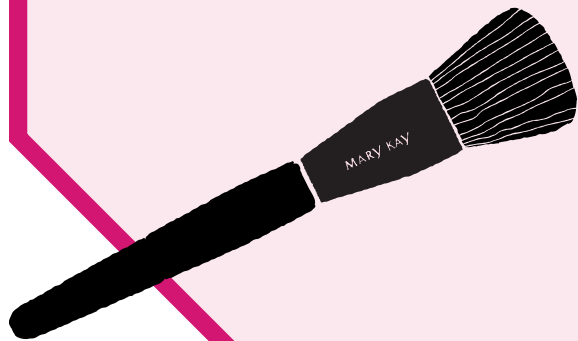
- I can build my team with 8 or more active** personal team members.
- I can earn up to 50% profit potential on the *Mary Kay*® products I sell at suggested retail.
- I am eligible for the Earned Discount Privilege.
- I can earn up to 13% commission on my personal team.
- I can earn a \$50 cash bonus with each *Great Start*-qualified* new personal team member I develop.
- I can earn prizes through the yearlong challenge and the Star Consultant Program.

OR

- When I build my team with 5 or more active** personal team members and 1 or more of them is an active** personal Red, I can earn 5% commission on my second-tier team, in addition to all of the above!



DIQ PROGRAM



MARY KAY®



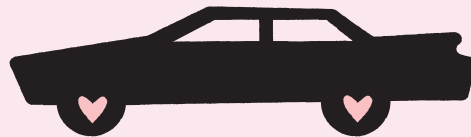
I am ready to enter the
DIQ PROGRAM.



- I have 10 active** personal team members.
- I have three months to meet unit sales volume goals while I develop and maintain my team, which will potentially become my unit when I debut.
- To debut as an Independent Sales Director out of the DIQ Program, I must have 30 active** DIQ unit members.



Independent
SALES
DIRECTOR



MARY KAY®

I am an Independent **SALES DIRECTOR.**



- I can earn up to 50% profit potential on the *Mary Kay*® products I sell at suggested retail.
- I am eligible for the Earned Discount Privilege.
- I can earn up to 13% commission on my personal team.
- I can earn up to 23% commission on my unit.
- I can earn a \$100 cash bonus with each *Great Start*-qualified* new personal team member I develop.
- I can earn additional bonuses and rewards through achieving challenges from the New Independent Sales Director Program.
- I can earn additional bonuses through developing *Great Start*-qualified unit members and Star Consultants in my unit.
- I can earn prizes through the yearlong challenge and the Star Consultant Program.
- As I move along the career path, I can earn a \$1,000 bonus when I have an offspring Independent Sales Director, and I can earn commission from her unit.



Independent

NATIONAL

SALES

DIRECTOR

MARY KAY®

I am an Independent **NATIONAL SALES DIRECTOR.**



- This is an appointed position, and I am eligible for consideration when I have at least 20 offspring units in my first and second lines.
- I can earn up to 50% profit potential on the *Mary Kay*[®] products I sell at suggested retail.
- I am eligible for the Earned Discount Privilege.
- I can earn up to 13% commission on my personal team.
- I can earn up to 23% commission on my unit.
- I can earn offspring commission on my area Independent Sales Directors.
- I may be eligible to develop leaders internationally.
- I have earned the use of a National Sales Director Cadillac.
- I can earn prizes through the Star Consultant Program.

LIVING LINEUP SIGNS –

Bring the Career Path to Life!

You can use these signs in unit meetings to educate team members on the career path. These signs can help illustrate the perks of each career path status.

HOW TO PRINT YOUR SIGNS

Supplies:

8 ½" x 11" paper

We suggest card stock paper with a weight of 65 pounds or more. If you print on lighter paper or cannot print two-sided, we recommend placing the sheets back-to-back in a presentation sleeve. Please always refer to your printer instruction manual, but below are some tips that might be helpful in printing these out.

PRINTING FROM A PC:

1. Open the signs in your PDF reader, e.g., Adobe Reader.
2. Place letter-sized paper in the desired print tray.
3. Go to File > Print, or press Ctrl + P to open the Print dialogue box.
4. Select "Shrink oversized pages."
5. Check the box next to "Print on both sides of paper."
6. Select "Flip on short edge."
7. Select "Landscape."
8. Click "Print."

PRINTING FROM A MAC:

1. Open the signs in Preview.
2. Place letter-sized paper in the desired print tray.
3. Go to File > Print, or press Cmd + P to open the Print dialogue box.
4. Select "Preview" from the drop-down menu.
5. Select "Scale to Fit."
6. Select "Layout" from the drop-down menu.
7. Under "Two-Sided," select "Short-Edge Binding" from the drop-down menu.
8. Select "Landscape."
9. Click "Print."

*Sales tax is required on the actual suggested retail of the gift.

*A *Great Start*-qualified team member is one who has personal retail sales of \$600 or more in wholesale Section 1 products within the *Great Start* time frame. The wholesale order(s) to support this retail sales amount can be a single order or cumulative orders. The *Great Start* time frame is the month her/his Agreement is received and accepted by the Company plus the following three calendar months.

**An Independent Beauty Consultant is considered active with personal retail sales of \$225 in wholesale Section 1 products and will remain active for two months following any month with this amount in sales.

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