

Ready, Set, Sell!

Inventory Options for New Consultants

June 16 – December 15, 2002

MARY KAY®



HERE'S NEVER BEEN A MORE EXCITING TIME TO BE PART OF MARY KAY!

You've chosen a career that helps women look and feel beautiful. And you've chosen a company committed to enriching women's lives. Now, you can get off to a great start by selecting the inventory option that helps you meet your goals. Mary Kay always said, "You can't sell from an empty wagon!" Having product on hand means you can immediately satisfy the desires of your customers. Whether you choose the Career Package or one of the other inventory options, you may qualify for product bonuses, fabulous prizes and well-deserved recognition for your commitment to success. Begin today by making your plan and placing your initial order. You create your life, so dream big!



It's in the Bag

Customers love to buy complete sets. So, travel to your appointments with your sets organized for easy selling. When you qualify for one of the New Consultant Product Bonuses, you'll receive FREE the Travel Roll-Up Bag, key to organizing and selling sets. Based on the size of your initial order, you can also receive an assortment of the *Beauty Essentials* Collection featured sets added free for your convenience. We're making it easier than ever to build your business!

1 Pocket	2 Pocket	3 Pocket	4 Pocket
Miracle Set TimeWise® 3-In-1 Cleanser TimeWise® Age-Fighting Moisturizer TimeWise® Dual-Coverage Powder Foundation, Beige 300 Day Solution With Sunscreen SPF 15 Night Solution	Basic Color Set Platinum Custom Compact Cheek Color Brush Dual-End Eye Applicator Sunny Spice Cheek Color Moonstone Eye Color Hazelnut Eye Color Lucky Penny Eye Color Silver Sand Creme Lipstick Platinum Round Powder Brush Finishing Set Neutral Lip Liner Berry Smoothie Lip Gloss Charcoal Eyeliner Beige Concealer Beige Loose Powder Endless Performance Mascara, Black	Lip Savers Set Satin Lips™ Lip Balm Satin Lips™ Lip Mask Triple-Action® Lip Enhancer Eye-Deal Solutions Set Indulge™ Soothing Eye Mask Instant-Action® Eye Cream Triple-Action® Eye Enhancer Oil-Free Eye Makeup Remover	Day Spa Set Visible-Action® Skin Revealing Lotion Satin Hands™ Pampering Set Includes: Satin Hands™ Buffing Cream Satin Hands™ Cleansing Gel Satin Hands™ Hand Cream With Sunscreen SPF 4 Extra Emollient Night Cream

When You Order This Amount:

CAREER PACKAGE



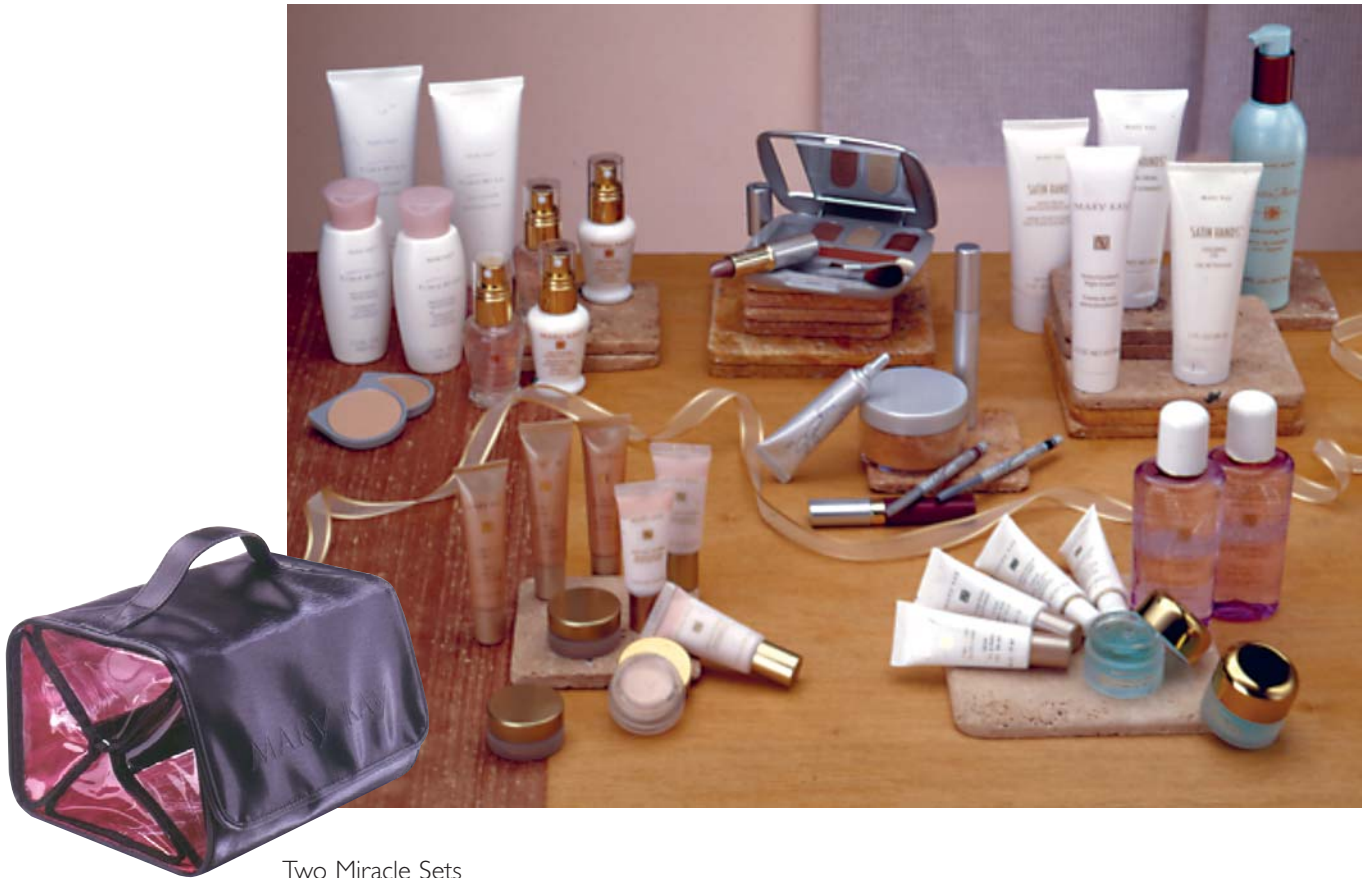
Products shown are a visual representation of an approximate volume and quantity of items. Sample orders for a balanced inventory can be found on the Mary Kay InTouch® Web site.

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

- \$7,200 suggested retail product for \$3,600 wholesale
- Enough product for approximately 18 *Beauty Essentials* Collections to sell to customers
- Plus the product bonus and recognition shown on the following page

You Can Get This:

PRODUCT BONUS VALUED AT
OVER \$600 SUGGESTED RETAIL!*



Two Miracle Sets
One Basic Color Set
One Finishing Set
Three Lip Savers Sets
Two Eye-Deal Solutions Sets
One Day Spa Set
One Travel Roll-Up Bag

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

INCENTIVES AND RECOGNITION:

As a Star Consultant, you can proudly announce your award-winning performance with the **Ladder of Success** pin. And an inventory purchase of this amount could earn you an emerald star! See the *Star Consultant Planner* for other prizes and incentives you may have earned. And remember, once you're a Star Consultant, your name will be entered into the Customer Referral database, so potential customers who call 1-800-MARY KAY for a Consultant in their area can be referred to you!



MONTHLY ORDERING BONUS:

See the latest issue of *Applause*® magazine, visit the Mary Kay InTouch® Web site, or ask your Independent Sales Director for details about this month's additional product bonus!

*Sales tax is required on the actual \$619.00 suggested retail value.

When You Order This Amount: PROFESSIONAL PACKAGE



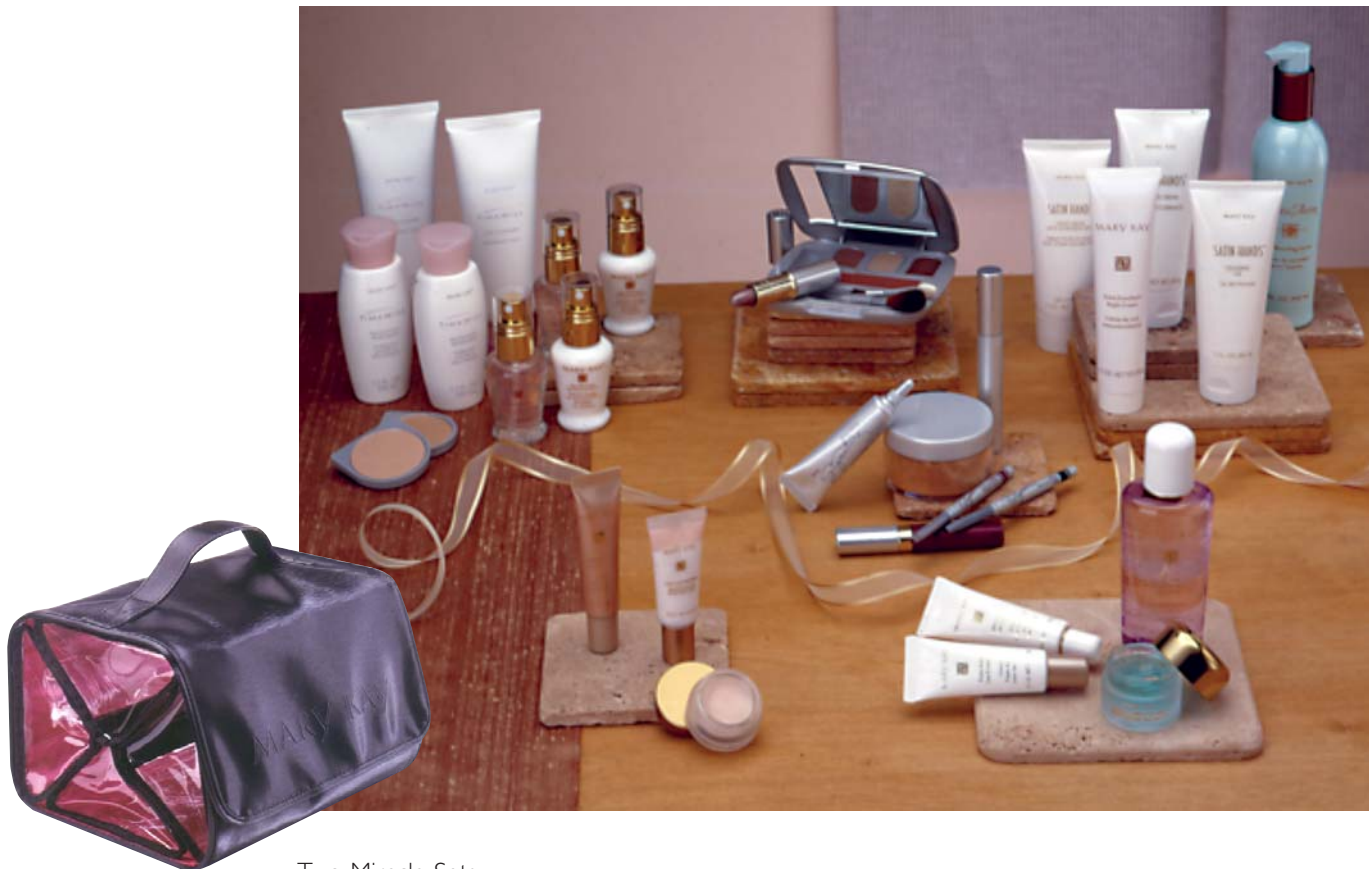
Products shown are a visual representation of an approximate volume and quantity of items. Sample orders for a balanced inventory can be found on the Mary Kay InTouch® Web site.

Make a smart career move with the \$3,000 wholesale inventory option and you get:

- \$6,000 suggested retail product for \$3,000 wholesale
- Enough product for approximately 15 *Beauty Essentials* Collections to sell to customers
- Plus the product bonus and recognition shown on the following page

You Can Get This:

PRODUCT BONUS VALUED AT
\$500 SUGGESTED RETAIL!*



Two Miracle Sets
One Basic Color Set**
One Finishing Set
One Lip Savers Set
One Eye-Deal Solutions Set
One Day Spa Set
One Travel Roll-Up Bag

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



INCENTIVES AND RECOGNITION:

As a Star Consultant, you can proudly announce your award-winning performance with the **Ladder of Success** pin. And an inventory purchase of this amount could earn you a diamond star! See the *Star Consultant Planner* for other prizes and incentives you may have earned. And remember, once you're a Star Consultant, your name will be entered into the Customer Referral database, so potential customers who call 1-800-MARY KAY for a Consultant in their area can be referred to you!



MONTHLY ORDERING BONUS:

See the latest issue of *Applause*® magazine, visit the Mary Kay InTouch® Web site, or ask your Independent Sales Director for details about this month's additional product bonus!

*Sales tax is required on the actual \$500.00 suggested retail value.

**Two additional Platinum Round Powder Brushes included.

When You Order This Amount:

PREMIUM PACKAGE



Products shown are a visual representation of an approximate volume and quantity of items. Sample orders for a balanced inventory can be found on the Mary Kay InTouch® Web site.

Jump-start your career with the \$2,400 wholesale inventory option and get:

- \$4,800 suggested retail product for \$2,400 wholesale
- Enough product for approximately 12 *Beauty Essentials* Collections to sell to customers
- Plus the product bonus and recognition shown on the following page

You Can Get This:

PRODUCT BONUS VALUED AT OVER \$400 SUGGESTED RETAIL!*



One Miracle Set
One Basic Color Set
One Finishing Set
Two Lip Savers Sets
One Eye-Deal Solutions Set
One Day Spa Set
One Travel Roll-Up Bag

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



INCENTIVES AND RECOGNITION:

As a Star Consultant, you can proudly announce your award-winning performance with the **Ladder of Success** pin. And an inventory purchase of this amount could earn you a ruby star! See the *Star Consultant Planner* for other prizes and incentives you may have earned. And remember, once you're a Star Consultant, your name will be entered into the Customer Referral database, so potential customers who call 1-800-MARY KAY for a Consultant in their area can be referred to you!



MONTHLY ORDERING BONUS:

See the latest issue of *Applause*® magazine, visit the Mary Kay InTouch® Web site, or ask your Independent Sales Director for details about this month's additional product bonus!

*Sales tax is required on the actual \$414.00 suggested retail value.

When You Order This Amount: SUPERIOR PACKAGE



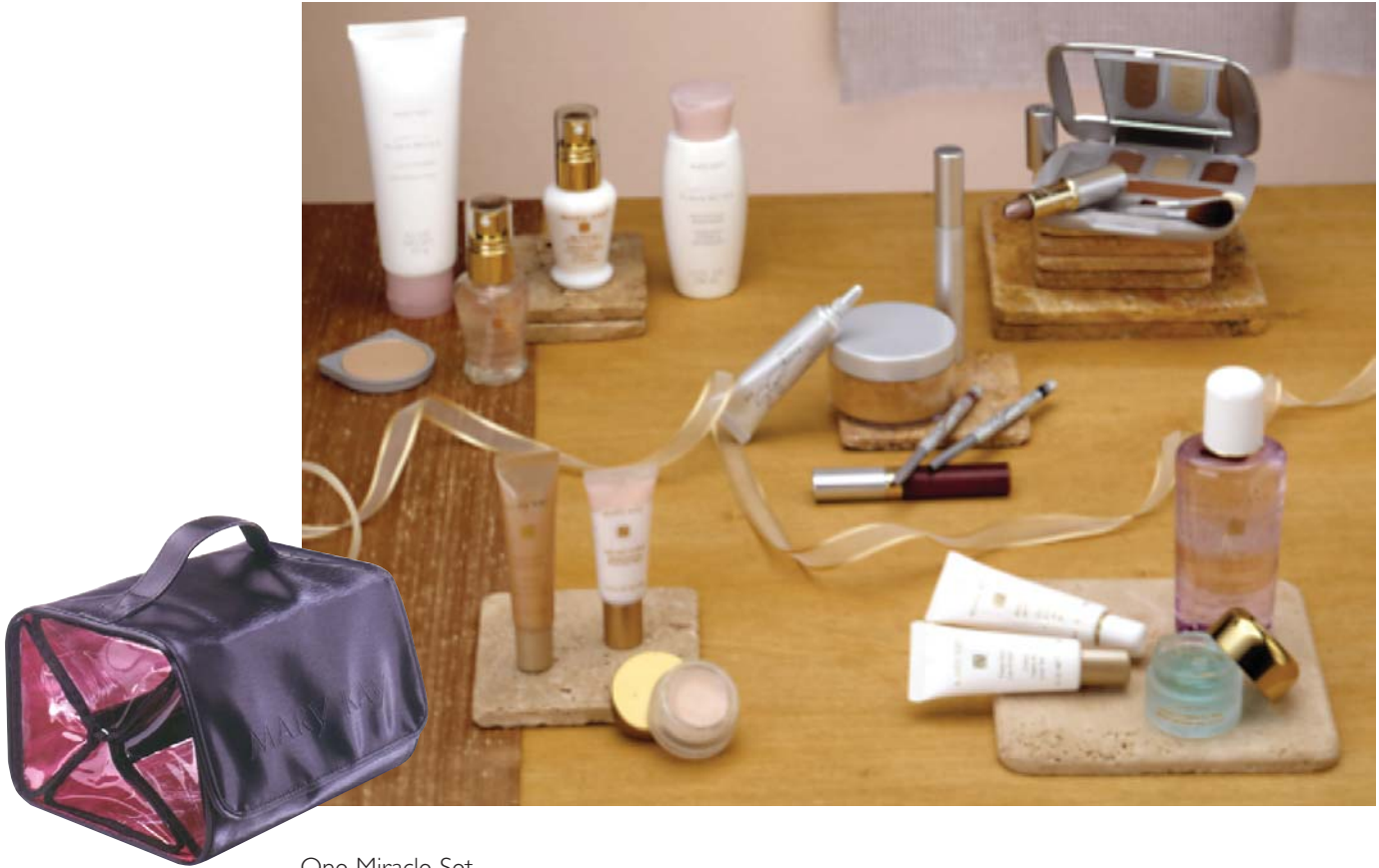
Products shown are a visual representation of an approximate volume and quantity of items. Sample orders for a balanced inventory can be found on the Mary Kay InTouch® Web site.

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

- \$3,600 suggested retail product for \$1,800 wholesale
- Enough product for approximately nine *Beauty Essentials* Collections to sell to customers
- The best package to help you achieve the Perfect Start plan
- Plus the product bonus and recognition shown on the following page

You Can Get This:

PRODUCT BONUS VALUED AT
OVER \$300 SUGGESTED RETAIL!*



One Miracle Set
One Basic Color Set
One Finishing Set
One Lip Savers Set
One Eye-Deal Solutions Set
One Travel Roll-Up Bag

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

INCENTIVES AND RECOGNITION:

As a Star Consultant, you can proudly announce your award-winning performance with the **Ladder of Success** pin. And an inventory purchase of this amount could earn you a sapphire star! See the *Star Consultant Planner* for other prizes and incentives you may have earned. And remember, once you're a Star Consultant, your name will be entered into the Customer Referral database, so potential customers who call 1-800-MARY KAY for a Consultant in their area can be referred to you!

MONTHLY ORDERING BONUS:

See the latest issue of *Applause*® magazine, visit the Mary Kay InTouch® Web site, or ask your Independent Sales Director for details about this month's additional product bonus!

*Sales tax is required on the actual \$332.00 suggested retail value.

When You Order This Amount:

ENHANCED PACKAGE



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

- \$2,400 suggested retail product for \$1,200 wholesale
- Enough product for approximately six *Beauty Essentials* Collections to sell to customers
- Plus the product bonus shown below

Products shown are a visual representation of an approximate volume and quantity of items. Sample orders for a balanced inventory can be found on the Mary Kay InTouch® Web site.

You Can Get This:

PRODUCT BONUS VALUED AT OVER \$200 SUGGESTED RETAIL!*

One Miracle Set
One TimeWise® 3-In-1 Cleanser
One TimeWise® Age-Fighting Moisturizer
One Basic Color Set
One Travel Roll-Up Bag

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



MONTHLY ORDERING BONUS:

See the latest issue of *Applause*® magazine, visit the Mary Kay InTouch® Web site, or ask your Independent Sales Director for details about this month's additional product bonus!

*Sales tax is required on the actual \$215.50 suggested retail value.

When You Order This Amount:

BASIC PACKAGE



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

- \$1,200 suggested retail product for \$600 wholesale
- Enough product for approximately three *Beauty Essentials* Collections to sell to customers
- Plus the product bonus shown below

Products shown are a visual representation of an approximate volume and quantity of items. Sample orders for a balanced inventory can be found on the Mary Kay InTouch® Web site.

You Can Get This:

PRODUCT BONUS VALUED AT OVER \$100 SUGGESTED RETAIL!*

One Miracle Set
One Travel Roll-Up Bag

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



MONTHLY ORDERING BONUS:

See the latest issue of *Applause*® magazine, visit the Mary Kay InTouch® Web site, or ask your Independent Sales Director for details about this month's additional product bonus!

*Sales tax is required on the actual \$112.00 suggested retail value.

Stock Up for Success

YOU'RE AT THE RIGHT PLACE AT THE RIGHT TIME.



With successful launches like TimeWise® skin care, Domain® men's fragrance, the Velocity® line for teens and MK Signature™ color products, there's more opportunity than ever to build a successful business. And because customers love to buy complete sets, we've organized each New Consultant Product Bonus around the six beautiful, easy-to-sell sets that make up the *Beauty Essentials* Collection. Tempt your customers with the anti-aging benefits of the Miracle Set or enchant them with the creamy, dreamy colors of the Basic Color Set. Who could resist? Plus each New Consultant Product Bonus includes a Travel Roll-Up Bag, FREE. It's the ideal way to sell and showcase sets – and the perfect close to a skin care class. Remember, when you keep products on hand, you can give your customers what they want – when they want it!

For more great inventory ideas, listen to the “Ready, Set, Sell!” segment, featuring Independent Senior National Sales Director **Stacy James**, on your Starting Points audiotope.

WHEN YOU ORDER THIS AMOUNT:

YOU CAN GET THIS:

	Initial Wholesale Section I Order	= Suggested Retail Value	= Approx. # Beauty Essentials Collections (to fill Travel Roll-Up Bags)	New Consultant Product Bonus: Suggested Retail Value	+ Monthly Ordering Bonuses* Approx. #	+ Star Consultant Gemstone and Contest Prize**
Basic Package	\$ 600	\$1,200	3	\$112.00	3	
Enhanced Package	\$1,200	\$2,400	6	\$215.50	6	
Superior Package	\$1,800	\$3,600	9	\$332.00	9	Sapphire
Premium Package	\$2,400	\$4,800	12	\$414.00	12	Ruby
Professional Package	\$3,000	\$6,000	15	\$500.00	15	Diamond
Career Package	\$3,600	\$7,200	18	\$619.00	18	Emerald

*See Applause® magazine for complete information on monthly ordering bonuses and values.

**Once you achieve \$1,800 in wholesale Section I orders postmarked in a contest quarter, you are eligible for the Ladder of Success pin, one genuine gemstone and a contest prize. See the Star Consultant Planner for complete details.

New Consultant Product Bonus Guidelines

- An Independent Beauty Consultant's initial order with the Company must equal \$600 or more in wholesale Section I 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 bonus. Please include the actual value of the bonus (shown above) in the total amount subject to sales tax on the Consultant order form.

You are not required to place an inventory order to become an Independent Beauty Consultant.

