

Fast Fun Facts

Some 20 million consumers purchase approximately 200 million Mary Kay products each year.

Mary Kay is #1 in brand loyalty among customers who buy skin care products. Three out of five women will buy the product after being introduced to it. It is estimated that 85% will continue to use the Skin Care after they have been introduced to the product.

Fortune Magazine stated that one year in Mary Kay was equal to \$4,500 worth of training.

The Team Manager program was designed for women who are working other jobs and who want to work with a team, drive a free car, yet keep their mobs, while adding \$20,000 to \$30,000 per year to their income. The Team Manager position takes approximately 15 hours per week and can be earned in from one to four months from beginning her business.

Year-end sales for 2002 were over \$2 billion. This was the 15th consecutive record breaking year. Projections are that our sales will be \$5 billion by the year 2005., with recruiting at an all time high!

Mary Kay does not conduct animal testing. The Company has donated to John Hopkins Research to help find alternative methods of testing.

Mary Kay is the #1 best selling brand of skin care and color cosmetics since 1993!

Presently the average National Sales Director is retiring at over \$246,000 per year

In direct sales, Mary Kay pays the highest commission—50%. According to the Wall Street Journal, there are more women in Mary Kay who earn over \$100,000 a year than any other company in the world today. We have developed more millionaires than any other company in the world.

Training classes are equal to college courses in marketing, communications, personnel, and small business management. Training is free and local.

It takes only \$100 to begin a Mary Kay career. Inventory is optional and all inventory has a 90% buy-back guarantee.

Mary Kay is international. Over \$1 Million consultants own their own businesses in 34 countries around the world.

*Mary Kay philosophy for success is:
God first
Family second
Career third
Always working by the Golden Rule*

Approximately 76% of all consultants work a full-time job and work Mary Kay Part-time. They learn the business, build a customer base, and many begin building a team to manage. They may quit their full-time job when they are making more money in Mary Kay.

In the next few years, over 3 million women will start their own businesses investing more than \$100,000 each - 50% will fail within the first year.

Mary Kay returns 37% of her dollar to Consultants and Directors in the way of bonuses and incentive programs. Annually this equates to over \$50 million.

There are over ONE MILLION Consultants worldwide and 19,000+ Directors in management.

We have a fleet of more than 12,000 cars on the road valued at \$150 million. There are Pontiac Grand Am's driven by Team Managers and Grand Prix's and Cadillac's driven by our Directors. Mary Kay has the largest fleet of company cars in the world.

Approximately 85% of Mary Kay revenues come from Internet ordering. Mary Kay Inc. was noted as one of the top companies in the world in online sales according to *Interactive Week* magazine.

Advancement is based on personal achievement at your own pace.

More women have earned over \$1 million in commissions from their Mary Kay careers than at any other company in the world.

Mary Kay's marketing plan is taught at the Harvard School of Business and several other major universities.

Management positions are possible in one to four months of qualifying time. You decide when. Income is \$2,500—\$3,000 per month as a new Director.

National Sales Directors may qualify for a retirement plan called the Family Security Plan which pays them up to 60% of their average annual income (the best 3 of 5 years) for 15 years after they retire. Retirement funds go to the family in the event of death.

Each year over \$1 million is spent on research and development. We have one of the best research development facilities in the

Mary Kay has been listed 5 times in the Top 100 Companies To Work For in America, and one of the top 10 companies for women.

The company pays all but a small fee of the car insurance, license & tags for all career car drivers.

How are we different from other Direct Selling Programs?

We have a closed-loop, balanced program:

1. Mary Kay manufactures what we sell
2. Mary Kay sells to each consultant
3. Each consultant sells to her clients.

Average ANNUAL income for management positions in Mary Kay are:

Team Manager - \$19,000
Sales Director - \$50,000
Senior Sales Director - \$75,000
Exec. Sr. Sales Director - \$100,000
National Sales Directors - \$250,000