

Facts and Stats

- Mary Kay philosophy for success is: God first, Family second, Career third. Always working by the Golden Rule.
- Mary Kay is the #1 best selling brand of skin care and color cosmetics for the 8th year in a row!
- Mary Kay is #4 in Internet retail sales in the world!
- Some 30 million consumers buy approximately 200 million Mary Kay products each 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.
- Fortune Magazine stated that one year in Mary Kay was equal to \$4,500 worth of training.
- It takes only \$100 to begin a Mary Kay career. Inventory is optional and all inventory has a 90% buy-back guarantee.
- Presently, the average National Sales Director is retiring at over \$200,000 per 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 80% will continue to use the Basic Skin Care after they have been introduced to the product.
- Training classes are equal to college courses in marketing, communications, personnel, and small business management. Training is free and local.
- Advancement is based on personal achievement at your own pace. Management positions are possible with one to four months of qualifying time. You decide when. Income is \$2,500-\$3,000 per month as a new Director.
- The Team Manager program was designed for women who are working other jobs and want to work with a team, drive a free car, yet keep their jobs, while adding \$18,000 to \$20,000 per year to their income. The Team Manager position takes approximately 20 hours per week and can be earned in from one to four months from beginning with the company.
- Year-end sales for 2000 were over \$2 billion in cosmetics. 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 is international. We are not only in the United States, but 32 countries around the world. We have been a Fortune 500 Company for nine years.
- Approximately 66% 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.
- Mary Kay does not use animal testing.
- We have also donated to John Hopkin's Research to help find alternative methods of testing.
- 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.
- We have a fleet of more than 12,000 cars on the road valued at \$150 million. There are Pontiac Grand Ams driven by Team Managers and Grand Prix and Cadillacs driven by our Directors. Mary Kay has the largest fleet of company cars in the world.