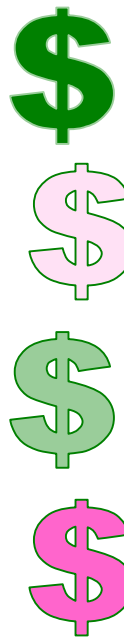


You're In The Money!*

As an Independent Sales Director in Mary Kay, you have a lot of ways to make money! By ENSD Cheryl Warfield



Unit wh Production	6000 wh	8000 wh	10,000 wh	12,000 wh	14,000 wh	16,000 wh
13% Director Commission	13% = \$780	13%=\$1,040	13%=\$1,300	13%=\$1,560	13%=\$1,820	13%=\$2,080
10% Production Bonus	10%=\$600	10%=\$800	10%=\$1,000	10%=\$1,200	10%=\$1,400	10%=\$1,600
\$600/wk sales	\$1,200 profit	\$1,200 profit	\$1,200 profit	\$1,200 profit	\$1,200 profit	\$1,200 profit
Personal Team x 13%	PT 4000=\$520	PT 4000=\$520	PT 6000=\$780	PT 8000=\$1040	PT 8000=\$1040	PT 8000=\$1040
Personal Recruiting	3 Qual. Per. Rec. = \$300	3 Qual. Per. Rec. = \$300	3 Qual. Per. Rec. = \$300	3 Qual. Per. Rec. = \$300	3 Qual. Per. Rec. = \$300	3 Qual. Per. Rec. = \$300
Unit Recruiting	3 Unit Qual Rec = \$300	3 Unit Qual Rec = \$300	3 Unit Qual Rec = \$300	3 Unit Qual Rec = \$300	5 Unit Qual Rec = \$500	5 Unit Qual Rec = \$500
Car Compensation	\$375	\$375	\$500	\$500	\$500	\$900
per month	\$4,075	\$4,535	\$5,380	\$6,100	\$6,760	\$7,620
x 12 months	\$48,900	\$54,420	\$64,560	\$73,200	\$81,120	\$91,440

Unit wh Production	18,000 wh	20,000 wh	22,000 wh	24,000 wh	26,000 wh	28,000 wh	30,000 wh
13% Director Commission	13%=\$2,340	13%=\$2,600	13%=\$2,860	13%=\$3,120	13%=\$3,380	13%=\$3,640	13%=\$3,900
10% Production Bonus	10%=\$1,800	10%=\$2,000	10%=\$2,200	10%=\$2,400	10%=\$2,600	10%=\$2,800	10%=\$3,000
\$600/week sales	\$1,200 profit	\$1,200 profit	\$1,200 profit	\$1,200 profit	\$1,200 profit	\$1,200 profit	\$1,200 profit
Personal Team x 13%	PT 8000=\$1040	PT 8000=\$1040	PT 8000=\$1040	PT 8000=\$1040	PT 8000=\$1040	PT 8000=\$1040	PT 8000=\$1040
Personal Recruiting	3 Qual. Per. Rec. = \$300	3 Qual. Per. Rec. = \$300	3 Qual. Per. Rec. = \$300	3 Qual. Per. Rec. = \$300	3 Qual. Per. Rec. = \$300	3 Qual. Per. Rec. = \$300	3 Qual. Per. Rec. = \$300
Unit Recruiting	5 Unit Qual Rec = \$500	5 Unit Qual Rec = \$500	5 Unit Qual Rec = \$500	5 Unit Qual Rec = \$500	5 Unit Qual Rec = \$500	5 Unit Qual Rec = \$500	5 Unit Qual Rec = \$500
Car Compensation	\$900	\$900	\$900	\$900	\$900	\$900	\$900
per month	\$8,080	\$8,540	\$9,000	\$9,460	\$9,920	\$10,380	\$10,840
x 12 months	\$96,960	\$102,480	\$108,000	\$113,520	\$119,040	\$124,560	\$130,080

*This chart does not include: New Director Bonuses, Quarterly Star Consultant Bonuses, Annual Wellness Bonus, or Senior Director Commissions.

EVERYONE STARTS HERE

CLASSES FACIALS
50% Discount

REORDERS & ON-LINE ORDERS
50% Discount

DOVETAIL
15%

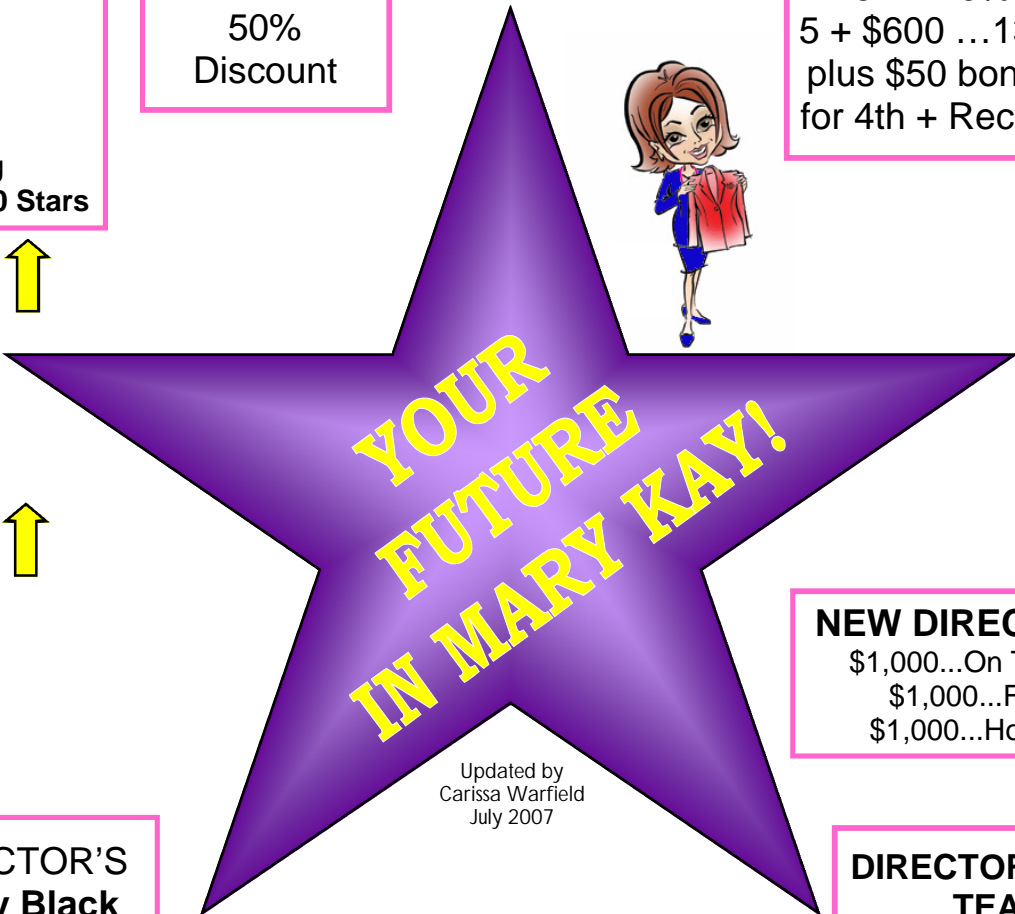
PERSONAL RECRUITS
1 - 4..... 4%
5..... 9%
5 + \$600 ...13% plus \$50 bonus for 4th + Recruit

CONSULTANT'S CAR PROGRAM
Team & Personal
\$18,000wh
Combined sect 1 in 1-4 months & 12 active personal recruits
Smokey Platinum Pontiac®VIBE or G6
(or \$375 Monthly)

NSD COMMISSION
9% on First Line Offspring
4% on Second Line Offspring
2% on Third Line Offspring
2% on Top 10 4th Line Offspring
\$3000 Quarterly Bonus for every 100 Stars

SENIOR DIRECTOR COMMISSION
4% - 6% of Offspring Unit Wholesale Production
\$500 New Offspring Bonus for each: On The Write Track, Fabulous 50's &/or Honor's Society

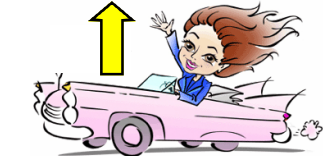
DIRECTOR LIFE INSURANCE
\$25,000 - \$300,000
ANNUAL WELLNESS AWARD
\$750-\$1800



DIRECTOR'S UNIT COMMISSION
9%.....\$0 - \$3,999
13%.....\$4,000 +

NEW DIRECTOR BONUS PROGRAM
\$1,000...On The Write Track (first 3 months)
\$1,000...Fabulous 50s (first 6 months)
\$1,000...Honors Society (first 12 months)

DIRECTOR'S UNLIMITED PERSONAL TEAM BUILDING BONUS
\$100 for EVERY new Qualified* Personal Recruit



DIRECTOR'S Pink Cadillac® CAR PROGRAM
(or \$900 Monthly)
2 Consecutive Quarters
Unit production totaling **\$96,000wh**
+\$1000 Cash Bonus

DIRECTOR'S Shiny Black Saturn® Vue or Aura or CAR PROGRAM
(or \$500 Monthly)
2 Consecutive Quarters
Unit production totaling **\$48,000wh**

DIRECTOR UNIT DEVELOPMENT BONUS
\$300 for each month
3-4 Qualified* Unit Members are added to the unit.
\$500 for each month
5+ Qualified* Unit Members are added to the unit.
***min \$600 wholesale order**

QUARTERLY STAR CONSULTANT BONUS
\$300 5-9 Stars/Qtr
\$400 10-14 Stars/Qtr
\$500 15+ Stars/Qtr

DIRECTOR'S MONTHLY UNIT WH 10% PRODUCTION BONUS
Bonus.....Unit Wh Production
\$500.....\$5,000 Wh Production
\$600.....\$6,000 Wh Production
\$700.....\$7,000 Wh Production
+\$100 for \$1000wh Prod. Unlimited

Updated by Carissa Warfield July 2007