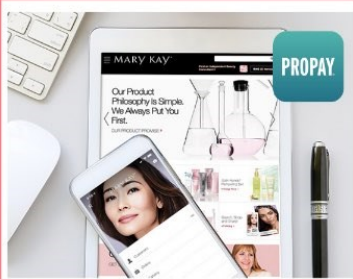


START SOMETHING BEAUTIFUL

Starter Kit Options

**ESTART
\$30**



- Personalized website & credit card processing for 1 year
- Access to your back office through Mary Kay InTouch
- Free apps to help you sell anytime, anywhere
- Digital marketing tools
- Customer Support
- Online step-by-step education

**FULL STARTER KIT
+ESTART
\$130**




**GET IT
ALL!**

- Retail-sized Products & samples (valued at \$400)
- Literature & Educational Materials
- Designer Bag
- Personalized website & credit card processing for 1 year
- Access to your back office through Mary Kay InTouch
- Digital marketing tools
- Customer Support
- Online step-by-step education

**SAMPLE PACK
ADD ON
\$45**



The New Beauty Consultant Sample Pack is filled with enough product samples to start sharing with your first 30 customers!

- 5 TimeWise Miracle Set 3D N/D (3 pk)
- 5 TimeWise Miracle Set 3D C/O(3 pk)
- 3 Charcoal Masks (6 pk)
- 3 Microdermabrasion Plus (6 pk)
- 15 Hydrogel Eye Patched (1 pair)
- Literature & Educational Materials
- Miracles Happen - Mary Kay autobiography 

CONTACT ME TODAY TO GET STARTED!

CHOICE OF STARTER KIT OPTION MUST BE MADE AT THE TIME THE AGREEMENT IS SUBMITTED. CHANGES CANNOT BE MADE LATER.

MARY KAY[®] eStart* FOR \$30

Freedom and flexibility is yours for the taking!

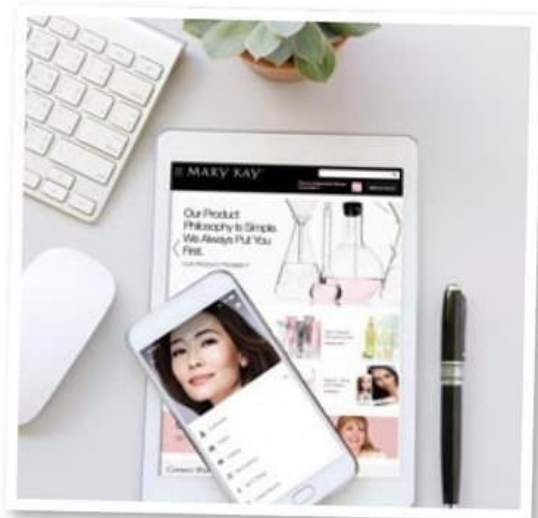
WHY THIS OPTION?

If you could start a new Mary Kay business for only \$30, would you consider it? The *Mary Kay*[®] eStart^{*} is a great way to work from the comforts of home and still have the opportunity to connect virtually with your customers on a personal level. And at only \$30, it's an opportunity worth considering!

WHAT'S IN THIS OPTION?

- Access to a beautifully branded *Mary Kay*[®] Personal Web Site for one year.
- Access to ProPay for one year, a credit card processing service to securely process credit card and debit card orders.
- Free apps to help you sell *Mary Kay*[®] products anytime, anywhere.
- Online step-by-step education to help you grow as you go!
- A treasure trove of digital marketing resources.
- Customer support.

The *Mary Kay*[®] eStart^{*} offer does not include retail-sized products or Section 2 samples.



MARY KAY

STARTER KIT*

FOR \$130

It's a great way to start a Mary Kay business!



WHY THIS KIT?

To **connect** with your first hostesses and customers, this Starter Kit* includes retail-sized *Mary Kay*® products, party supplies, business resources, tips and selling techniques that are designed to increase your **confidence** and **empower** your sales. There's even a gorgeous designer bag for you to carry it all!

WHAT'S IN THIS KIT?

BUSINESS SUBSCRIPTIONS

- Access to a *Mary Kay*® Personal Web Site for one year.
- Access for one year to ProPay®, a credit card processing service to securely process credit card and debit card orders.

LITERATURE AND EDUCATION

- Welcome Card
- Date Book
- Skin Care Party Flip Chart Binder With Pages
- Laminated Place Card Set, pk./4, and Laminated *Satin Hands*® Pampering Set Instructions for Use Card (1)
- Skin Care Place Mat Set, pk./4
- Sales Tickets, pk./30
- Customer Profiles, pk./30
- *Start Something Beautiful!*® Magazine
- Second Appointment Laminated Place Mat Set, pk./4
- *Great Start: Ready, Set, Sell!* Brochure
- *Steps to Success* Career Path Brochure
- *Miracles Happen* – Mary Kay Autobiography
- *The Look* Catalog, pk./10
- *Love What You Do* Team-Building Flier

PARTY SUPPLIES

- Starter Kit Bag
- Mirror With Tray, 4
- Disposable Trays, pk./30
- Facial Cloths (Disposable), pk./30
- Dry Erase Markers, pk./4
- Disposable Mascara Sample Wands, pk./30
- Disposable Sponge-Tip Applicators, pk./30
- Party Tray Inserts
- Foundation Finder Tool

PRODUCT SAMPLES

- Blue Eyes Look Color Cards, pk./10
- Green/Hazel Eyes Look Color Cards, pk./10
- Brown Eyes Look Color Cards, pk./10

FULL-SIZED RETAIL PRODUCTS (a \$400+ value)

- *TimeWise*® *Age Minimize 3D*® 4-in-1 Cleanser in Normal/Dry
- *TimeWise*® *Age Minimize 3D*® 4-in-1 Cleanser in Combination/Oily
- *TimeWise*® *Age Minimize 3D*® Day Cream SPF 30 Broad Spectrum Sunscreen† in Normal/Dry
- *TimeWise*® *Age Minimize 3D*® Day Cream SPF 30 Broad Spectrum Sunscreen† in Combination/Oily
- *TimeWise*® *Age Minimize 3D*® Night Cream in Normal/Dry
- *TimeWise*® *Age Minimize 3D*® Night Cream in Combination/Oily
- *TimeWise*® *Age Minimize 3D*® Eye Cream
- *Mary Kay*® Translucent Loose Powder
- *Mary Kay*® Oil-Free Eye Makeup Remover
- *Mary Kay*® CC Cream Sunscreen Broad Spectrum SPF 15† in Very Light
- *Mary Kay*® CC Cream Sunscreen Broad Spectrum SPF 15† in Light-to-Medium
- *Mary Kay*® CC Cream Sunscreen Broad Spectrum SPF 15† in Medium-to-Deep
- *Mary Kay*® CC Cream Sunscreen Broad Spectrum SPF 15† in Deep
- *Mary Kay*® CC Cream Sunscreen Broad Spectrum SPF 15† in Very Deep
- White Tea & Citrus *Satin Hands*® Pampering Set
- *Mary Kay*® *Ultimate Mascara*™ in Black

MARY KAY

NEW BEAUTY CONSULTANT SAMPLE PACK

FOR \$45

This **optional add-on** is a great way to maximize how you start your Mary Kay business.

WHY THIS PACK?

The New Beauty Consultant Sample Pack is filled with enough product samples to start sharing with your first 30 customers! It also includes fantastic educational materials to help you learn and grow your business.

The New Beauty Consultant Sample Pack is an optional add-on and cannot be purchased by itself. It needs to be added on to either the *Mary Kay*® eStart or Starter Kit. Keep in mind that the opportunity to add on this pack is only available while signing your online Mary Kay Independent Beauty Consultant Agreement.



WHAT'S IN THIS PACK?

PRODUCT SAMPLES

- 5 *TimeWise Miracle Set 3D*® Sample Sets, pk./3, in Normal/Dry
- 5 *TimeWise Miracle Set 3D*® Sample Sets, pk./3, in Combination/Oily
- 3 *Clear Proof*® Deep-Cleansing Charcoal Mask Samples, pk./6
- 3 *TimeWise*® Microdermabrasion Plus Set Samples, 6 pairs
- 15 *Mary Kay*® Hydrogel Eye Patches, pk./1 pair

LITERATURE AND EDUCATION

- *Great Start: Ready, Set, Sell!* Brochure
- *I Chose Mary Kay* Sign
- *The Look Catalog*, pk./10
- *Start Something Beautiful*® Magazine
- *Bring Your Besties* Flier – Bilingual
- *Team-Building* Flier – Bilingual
- *Miracles Happen* – Mary Kay Autobiography