

Did You Know???

After retiring from a successful 25-year career in direct sales, Mary Kay Ash wanted to enrich women's lives by providing an unparalleled business opportunity that allowed women to achieve their dreams & keeping life's priorities in order.

Mary Kay does not conduct any animal testing, and the product line includes more than 200 premium products including: facial skin care, color cosmetics, body care, sun protection, mens, & fragrance. Our products are designed for sensitive skin, fragrance free, & oil free.

On Sept. 13, 1963, Mary Kay, her son Richard Rogers & 9 Independent Beauty Consultants opened Beauty by Mary Kay from a 500-square-foot storefront in Dallas. Today, the world headquarters is in Dallas and is more than 600,000 square feet with 1,200 employees and totally debt free!!!

Mary Kay opened its first international subsidiary in Australia in 1971 and today is in more than 40 countries! It was Mary Kay Ash's dream for Mary Kay Inc. to be a worldwide company!

In a study conducted by Baylor University, Mary Kay Ash was named the greatest female entrepreneur in American History. Oprah was second, & Henry Ford was the greatest Male.

According to Forbes, there are more women in Mary Kay earning \$50,000-\$100,000+ annual incomes than in any other company in the USA.

Mary Kay is one of the largest direct sellers of skin care & color cosmetics in the world. Mary Kay Inc. And its international subsidiaries achieved another year of record results with over \$4 billion dollars in whole sales.

The Mary Kay Foundation was founded in 1996 and has awarded more than \$50 million to shelters & programs addressing domestic violence and to fight cancers that effect women. Each year the MKAF granted 150 domestic violence shelters \$20,000 each, & awards several doctors & scientists \$100,000 each in cancer research grants!

Mary Kay Inc. first introduced the famous pink Cadillac to the us independent sales force in 1969. Today there are more than 120,000 Career Cars on the road! The global career car program also includes Toyota, Mercedes, Chevy, Ford, and BMW models!

Mary Kay develops, tests, manufactures, packages, & distributes the majority of its own products at its state-of-the-art facility in Dallas, TX

Mary Kay offers one of the most generous rewards & recognition programs in the direct selling industry. Worldwide, the company spends more than \$50 million annually on rewards and prize incentives for the independent sales force. Mary Kay Ash believed that lavishing women with recognition and prizes fir for royalty, and the selection just keeps getting better each year! Just picture a state-of-the-art television in your living room, reaching into you jewelry box for diamond jewelry, or traveling the world first class on a trip! You are limited only by your ability to reach and achieve the goals set for yourself! The sky is the limit!

Mary Kay is the #1 selling brand for 17+ consecutive years & is also the # 1 on Brand Keys' Customer Loyalty Engagement Index in both Cosmetics & Moisturizing Skin Care! According to Brand Keys press release, winners "are brands best able to engage consumers & create loyal customers' relationships" with 518 brands in 71 categories. Mary Kay is the only cosmetic company in the top 10 brands.

Mary Kay has several "Pink Doing Green" efforts with products & packaging that are recyclable. As part of the Pink Doing Green initiative, Mary Kay planted 200,000 trees in Bitterroot National Forest in MT in conjunction with the Arbor Day Foundation & the US Forest Service. Mary Kay is also actively involved with Habitat for Humanity and has funded several of these projects!

The Mary Kay global independent sales force includes more than 3 million people. Approximately 39,000 Independent Sales Directors, and 600 women world wide have become Independent National Sales directors, the highest pinnacle of a Mary Kay business. Nearly 300 Independent National Sales Directors have earned more than \$1 million in commissions.

Mary Kay Ash designed the company to help women achieve financial independence and personal fulfillment by recognizing their achievements, rewarding them, and allowing them to progress up the career ladder with not restrictions and at their own pace with no glass ceilings.

Mary Kay Ash was Chairman Emeritus when she passed away on November 22, 2011. Today Richard Rogers, Mary Kay's son is Executive Chairman, & Nathan Moore is President & CEO.

Mary Kay is a dual marketing system not a pyramid system for 4 reasons: (1) There are no commissions on starter kits, (2) all commissions are paid directly from the company, (3) all consultants order directly from Mary Kay with 1 wholesale purchase and 1 retail sale to the customer, (4) ordering discounts are based on the size of the order, not the number of team members.

Starting a Mary Kay independent business is affordable. You'll receive educational materials and products to jumpstart your business, and is valued at over \$400 for just \$100! Most consultants start earning \$15-25 hour.

Mary Kay Inc. was awarded the "Do Good" stamp by the Ladie's Home Journal in 2009. The "Do Good" stamp was created by the magazine to recognize companies that contribute to making the world a better place. Mary Kay was specifically honored for its combined efforts to keep women and girls safe against domestic violence. Many Mary Kay Products have also been given the "Good Housekeeping Seal of Approval!"

Case studies of Mary Kay's business model have been shared at the collegiate level at several prestigious universities including Harvard Business School. Professors & college text book writers have contacted Mary Kay Inc. to learn more about Mary Kay Ash & the company she founded.

Mary Kay stands behind its products sold by Mary Kay Consultants with a 100% satisfaction guarantee. If for any reason you are not completely satisfied with and product, it will be replaced, exchanged, or refunded!