

Party Intro



Welcome and thank you for joining me today! Let me share a few things about my journey before we get started. (tell your 60 second story and why you choose MK)

Heart of MK

- *Mary Kay Ash was a real person!
- *Founded this company 60 years ago on the principle of God first, family second, career third
- *A company created for women, by women
- *Private owned – MK Ash Grandson & debt free
- *Located in the US (Dallas, TX)
- *MK Ash Foundation
- *Mentorship – in business for yourself, but never in business by yourself

Hustle of MK

- *We profit 50% / 50% discount
- *Flexibility
- *It is a consumable product with a 100% guarantee
- *Excellent customer service from me to you
- *We follow the EU standards - professional product at an affordable cost
- *3 types of consultants (personal use, side hustle, executive income)
- *Closing– (example) Cars, Diamonds, Income, and Trips are fun, but the self growth and community I have gained outweigh it all

MARY KAY

60 YEARS

OF INSPIRATION, INNOVATION & IMPACT

What sets us apart? Not just one thing but many facets that, put together, create a brand unlike the rest.

THE COMPANY FOUNDER



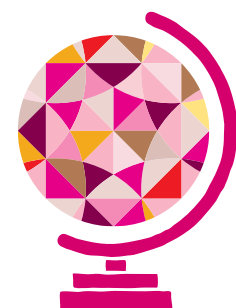
Mary Kay Ash, from humble beginnings to a champion of ensuring women could take their rightful place in the business world

ACHIEVEMENT

Mary Kay Ash was recognized as one of the "Most Outstanding Women in the 20th Century" by *USA Today*.



60 YEARS IN BUSINESS, outlasting hundreds of Fortune 500 companies



35+ MARKETS

Mary Kay® products are sold in dozens of countries around the world.

POSITIVE IMPACT

MORE THAN \$200 MILLION

Donated by Mary Kay Inc. and the *Mary Kay Ash Foundation*SM since 1963 to provide research and support services for cancers affecting women, help end domestic violence, beautify and safeguard our planet and communities, and encourage girls to follow their dreams

\$36.5 MILLION

Awarded by the *Mary Kay Ash Foundation*SM since 1996 to research and support programs for cancers affecting women

MORE THAN \$55 MILLION

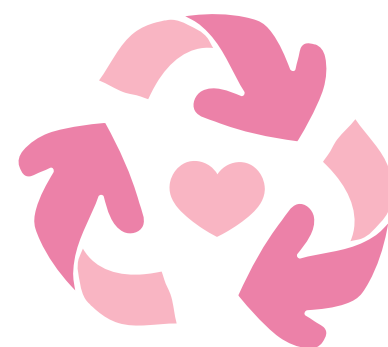
Awarded by the *Mary Kay Ash Foundation*SM since 2001 to more than 2,700 domestic violence shelters supporting over 6 million women seeking shelter and services to be free from abuse

ZERO-LANDFILL STATUS

Achieved by global Mary Kay manufacturing facilities

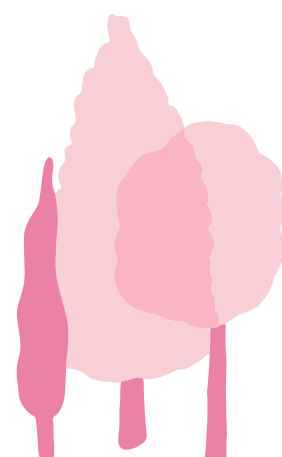
100% RENEWABLE ENERGY

Powers the Mary Kay world headquarters and manufacturing facility.



MORE THAN 1 MILLION

Trees planted in partnership with the Arbor Day Foundation



*The 50% gross profit calculation is based on a minimum personal retail sales volume of \$225 in wholesale Section 1 products.

MARY KAY® PRODUCTS

133

Product awards in prestigious U.S. publications since 2012



MORE THAN

500K



Tests conducted every year to ensure product safety, quality and performance

UP TO 1.1 MILLION Products produced every day at the Richard R. Rogers Manufacturing / R&D Center in Lewisville, Texas

HUNDREDS OF PRODUCTS

Including skin care, color and fragrance in our global portfolio



39



Mary Kay® products (and counting!) currently have earned the Good Housekeeping Seal – the most recognized consumer emblem in the U.S.



MORE THAN 1,600

Global patents, which shows our dedication to innovation

A MARY KAY BUSINESS

100%

Of Independent Beauty Consultants are independent business owners with the flexibility to grow their businesses in ways that work best for them.

MILLIONS OF WOMEN

All over the world have enriched their lives, their families' lives and the lives of countless others through the Mary Kay opportunity.

50%

Is the profit all Independent Beauty Consultants can earn on product sales.*

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VALUES

GO-GIVE

Women selflessly helping other women because we're stronger together



FAMILY OWNED & LED

By Mary Kay Ash's grandson, Ryan Rogers, to remain true to her vision of a Company of careholders not shareholders

MAKE ME FEEL IMPORTANT

Following Mary Kay Ash's guidance, we imagine everyone has a sign around their neck with this sentiment.

GOLDEN RULE

Guided by the principle of treating others the way they would like to be treated

Hold off aging & Lift away the Years!

- Reduces look of deep lines and wrinkles
- Restores a lifted appearance
- Recaptures the look of youthful volume

Restore what was lost. And lift away the years.



Volu-Firm® Foaming Cleanser: Revitalizes, renews, maintains moisture balance.

Volu-Firm® Advanced Lifting Serum: Tightens the appearance of sagging skin and gives facial contours a firmer look.

Volu-Firm® Eye Renewal Cream: Targets deep lines, sagging skin, under-eye puffiness and dark circles.

Volu-Firm® Day Cream Sunscreen Broad Spectrum with SPF 30: Helps restore skin's youthful cushion and is formulated to help minimize skin reaction to external irritants.

Volu-Firm® Night Treatment with Retinol: Helps improve the advanced signs of aging, helps reveal radiant-looking skin and skin tone appears more even.

TIMEWISE REPAIR
VOLU-FIRM



Exfoliate... How deep do you want to go?



**Sonic
Brush**



Microdermabrasion

**Facial
Peel**



Revealing Radiance Facial Peel



Thanks to the power of glycolic acid, skin's own natural renewal process is enhanced as younger-looking, more radiant skin is revealed.

- See clinically tested results in two weeks!*
- Skin looks brighter.
- Skin texture is significantly improved.
- Fine lines and wrinkles look reduced.
- Skin tone looks more even.

*Results based on a four-week independent clinical study in which 45 women used TimeWise Repair® Revealing Radiance™ Facial Peel twice a week



new TIMEWISE
MIRACLE SET 3D
"Girlfriend tested, Girlfriend approved!"

Check out my girlfriends'

Visible Results in less than a week!*



RACHEL BOND



ANGELA DINGMAN



TAYLOR PARSON



*Personal in-home photos from Independent Sales Directors

Delays

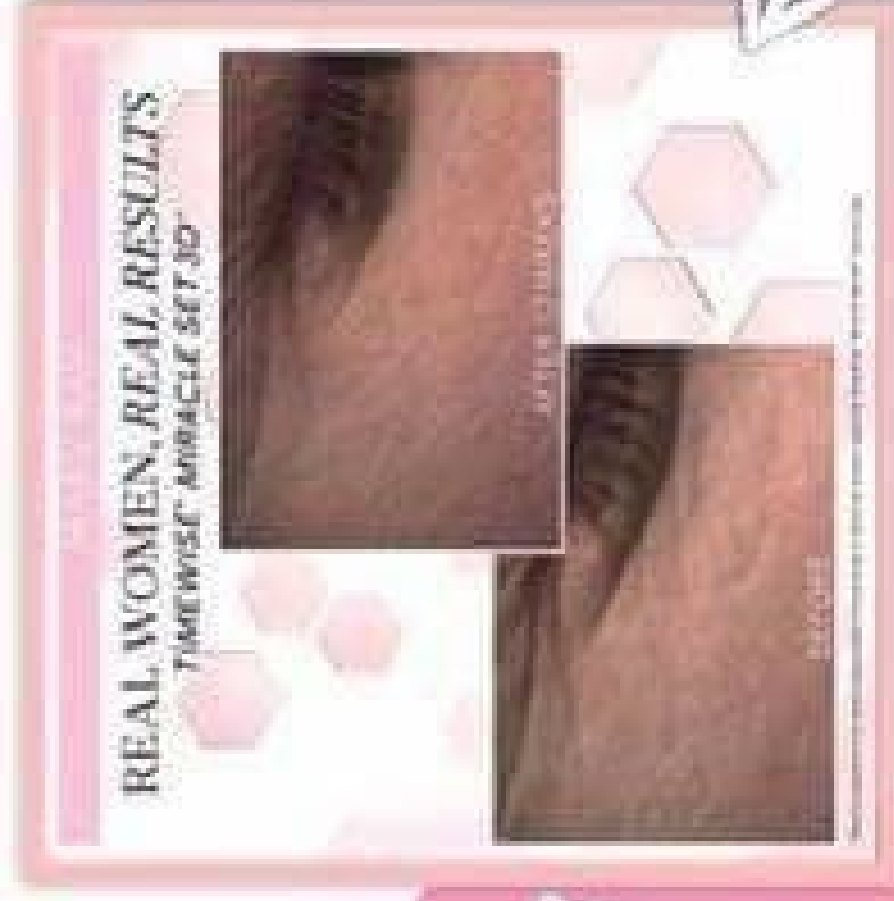
look of premature skin aging
with broad spectrum
protection

Defends

Against free radicals
with antioxidant
protection

Delivers

Visible Results
in just 4 Weeks!



REAL WOMEN, REAL RESULTS
TIMEWISE MIRACLE SET 3D

These images are capture with 3D photography to highlight
the improvement in the look of skin after 12 weeks

The Proof is Clear!



In an independent consumer study
8 out of 10 people said that the
Clear Proof™ Acne System clears up pimples fast!

Here's what else they had to say†:

- My complexion looks clearer – 84%
- Helps clear up pimples better than what I've been using – 77%
- Reduces the severity of acne blemishes – 82%
- Fades the look of lingering acne spots – 80%
- Minimizes the appearance of pores – 85%

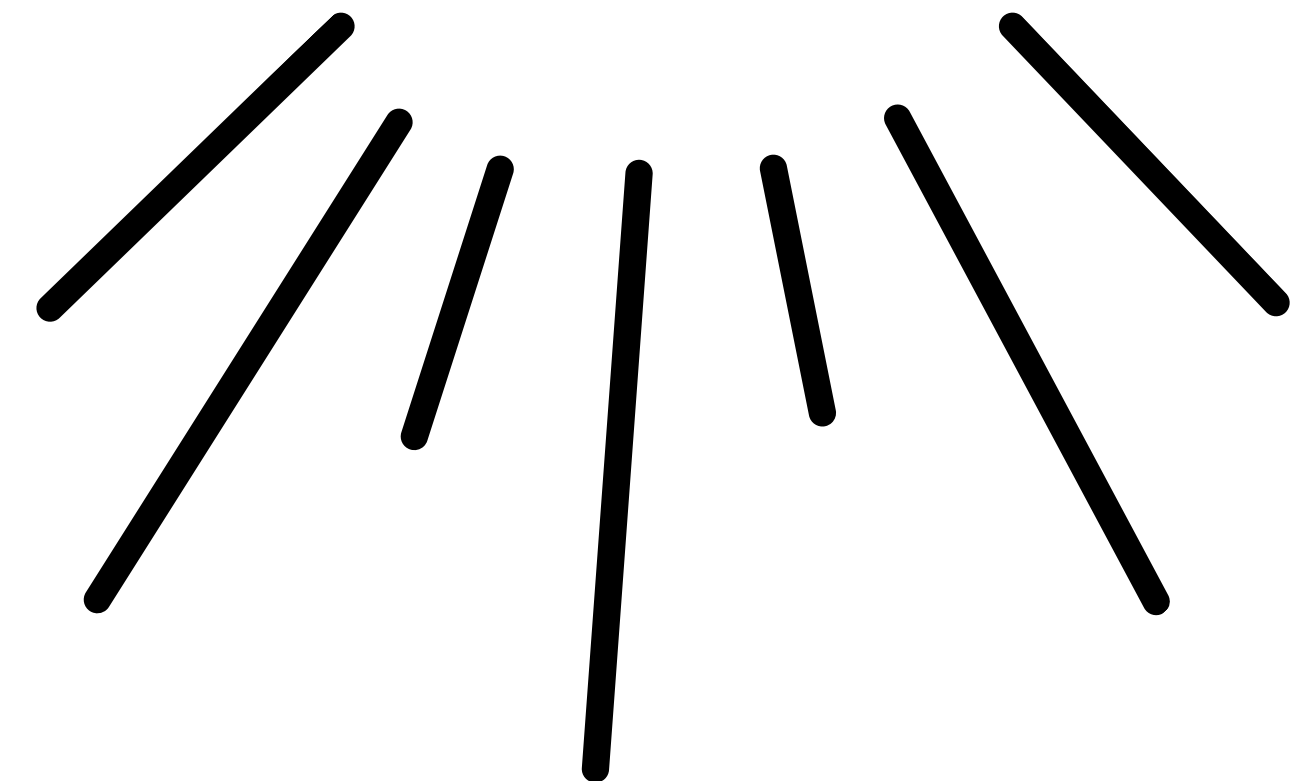
SUPER FRESH. SUPER CUTE.
SUPER FRUIT



**BOTANICAL
EFFECTS**

Dragon Fruit and Aloe

**Simple Ingredients that deliver a
wealth of essential benefits**



GIVE SKIN A SOLUTION-SPECIFIC BOOST!

Mary Kay Clinical Solutions® proudly offers high-performance dermocosmetic products that reflect some of the strongest clinical claims Mary Kay has ever achieved. Address specific skin care concerns with issue-targeting boosters, featuring well-known and scientifically acclaimed ingredients.

ARE YOU READY TO BREAK THROUGH TO A NEW YOU?

Clinical Solutions



MARY KAY
CLINICAL SOLUTIONS
FERULIC + NIACINAMIDE BRIGHTENER

+ VISIBLE DARK SPOT REDUCTION WITH FERULIC ACID + NIACINAMIDE



MARY KAY
CLINICAL SOLUTIONS
PHA + AHA RESURFACER

+ ACCELERATE SKIN RENEWAL WITH PHA + AHA.



MARY KAY
CLINICAL SOLUTIONS
HA + CERAMIDE HYDRATOR

+ BOOST HYDRATION WITH DUAL-ACTION HYALURONIC ACID.



MARY KAY
CLINICAL SOLUTIONS
C + RESVERATROL LINE-REDUCER

+ VISIBLY REDUCE WRINKLES WITH VITAMIN C + RESVERATROL.



After 1 Week 2X day

After 2 Weeks 2x day

Unretouched results
Ferulic + Nicacinamide
(orange print) on
Director Jamie Hudock's
left forearm.

Detox and Hydrate

BENEFITS

- Hydrates your skin
- Removes excess oil
- Pulls out impurities
- Makes your skin Glow
- Deeper Clean than a cleanser
- Minimizes Appearance of Large Pores

Deep-Cleansing
Charcoal Mask



Buster Nugent, Cherie's Dad 5/18/17
Cherie Thibodeaux, MK Sales Director



MARY KAY CHARCOAL MASK

Take 10 to **Hydrate** Your **Skin**.
Boost age-fighting benefits* overnight.

10 Pampering Minutes
Skin-Renewing Benefits*

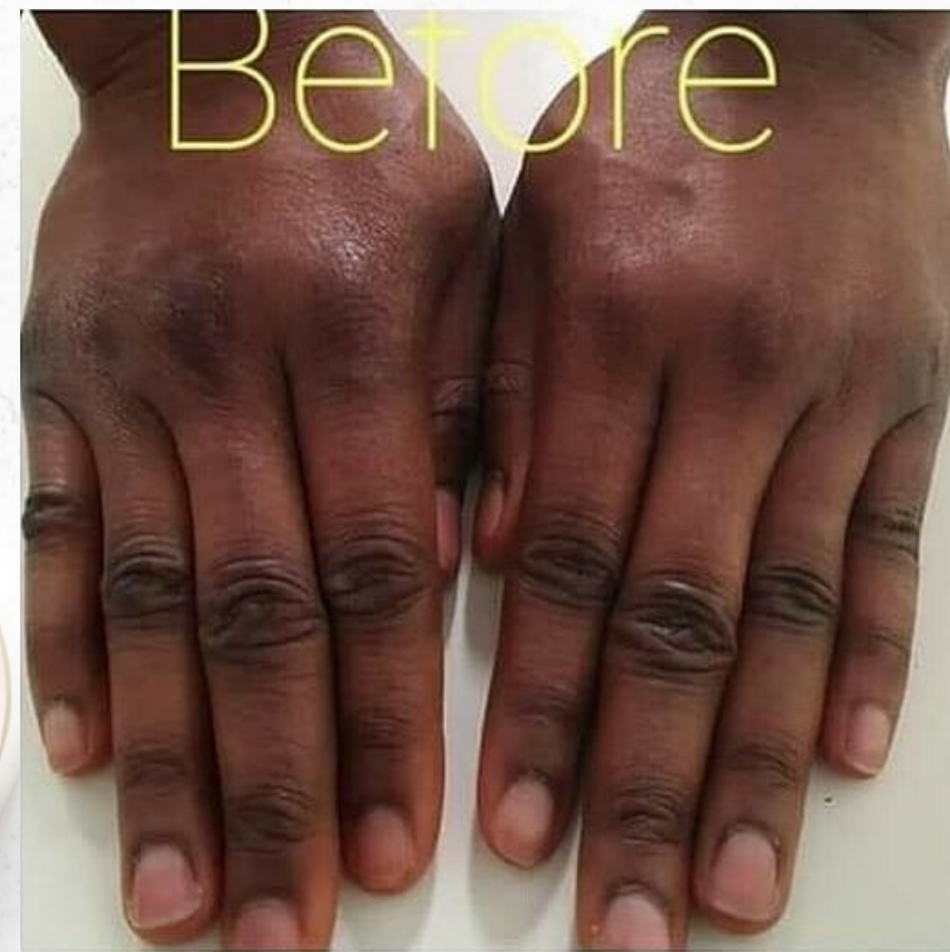
1. Instantly Hydrates
2. Locks In Moisture
3. De-stresses
4. Purifies
5. Nourishes
6. Calms
7. Firms
8. Smooths
9. Softens
10. Minimizes Pores



TimeWise® Moisture
Renewing Gel Mask



Get to silky soft in 3 steps!

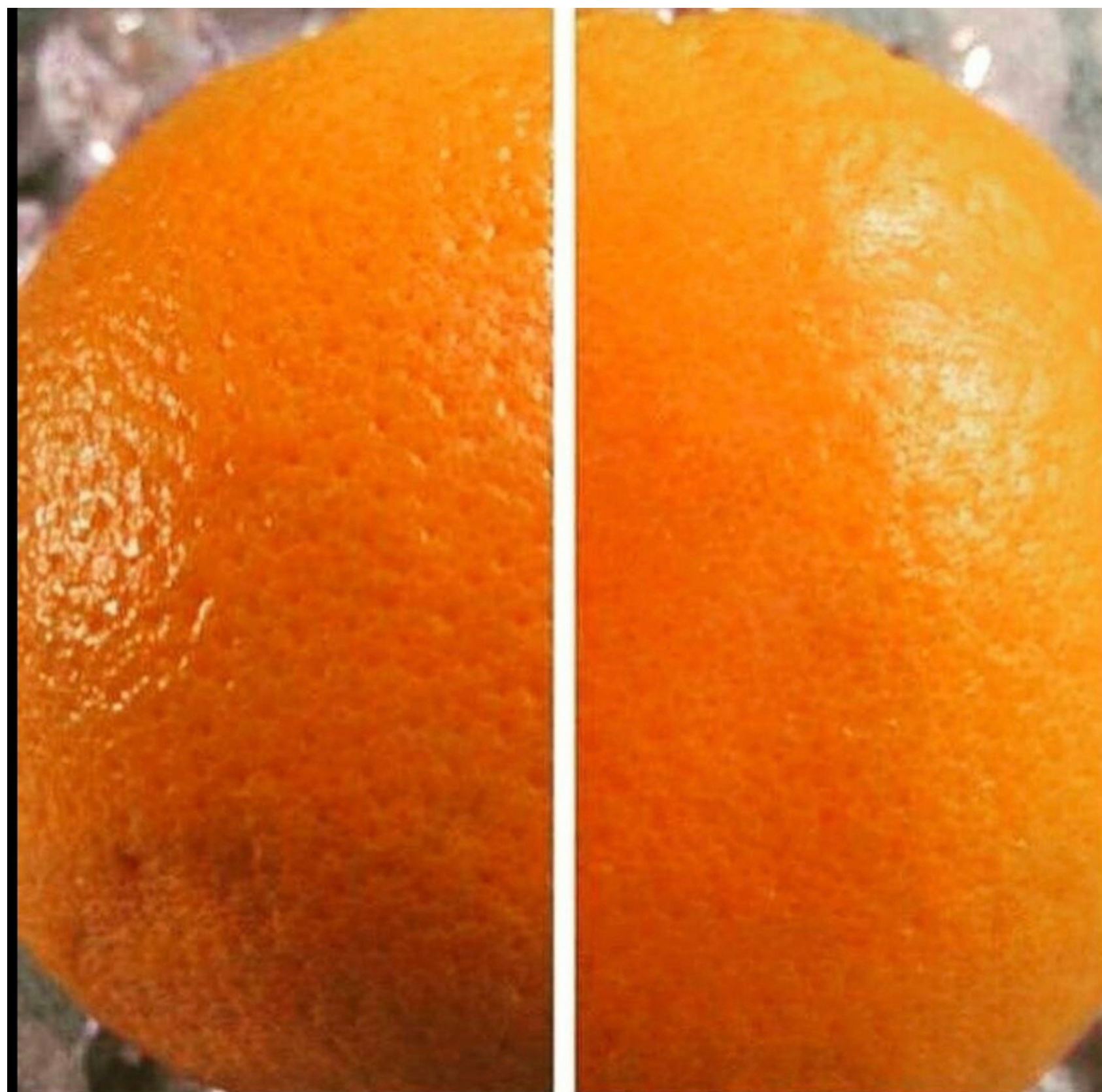


Soften

Exfoliate

Moisturize

FOUNDATION PRIMER



Helps reduce the appearance of pores, fine lines and wrinkles, and other skin imperfections

Dries fast to a lightweight, matte finish and can be used with any Mary Kay® foundation



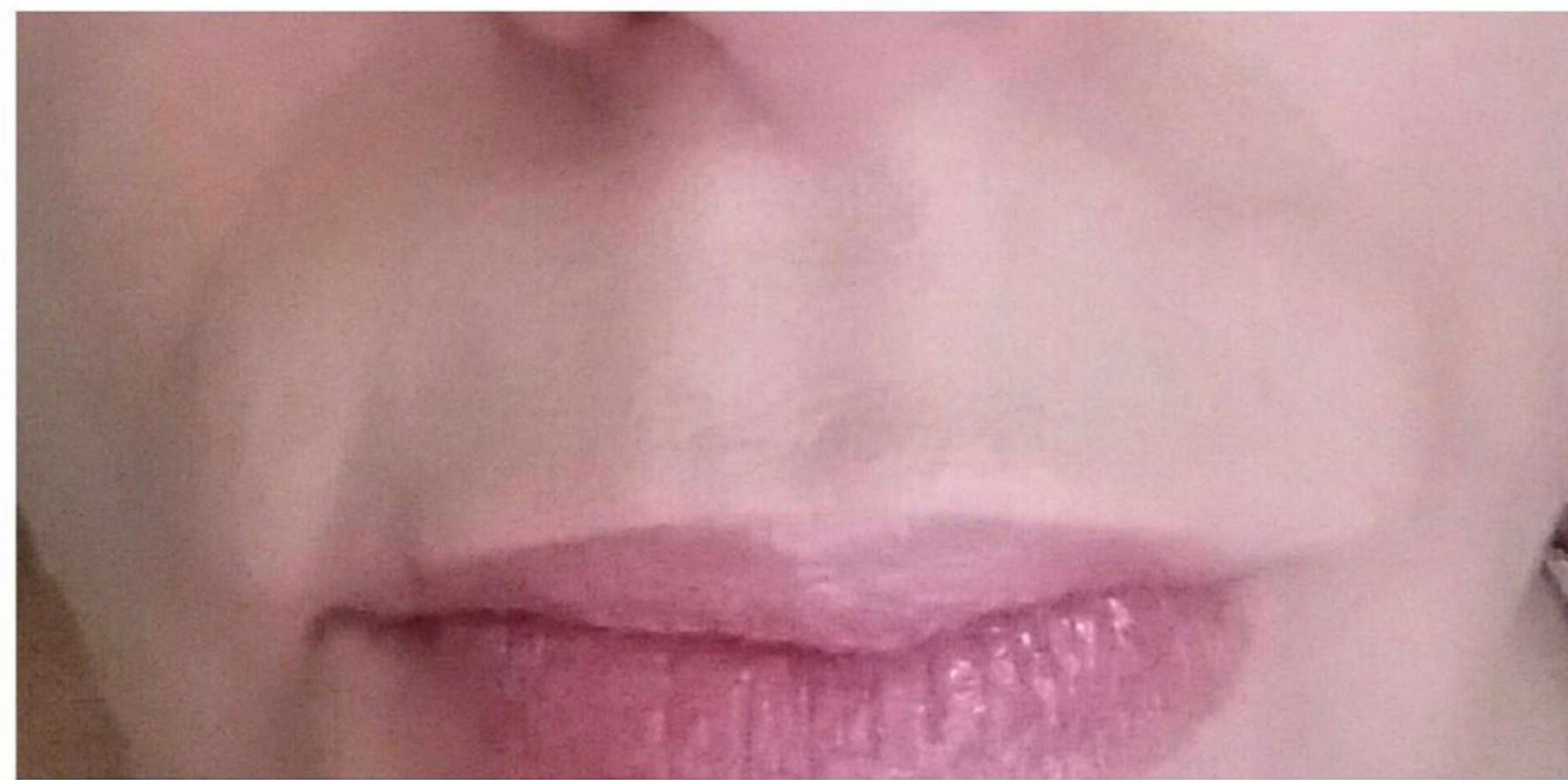
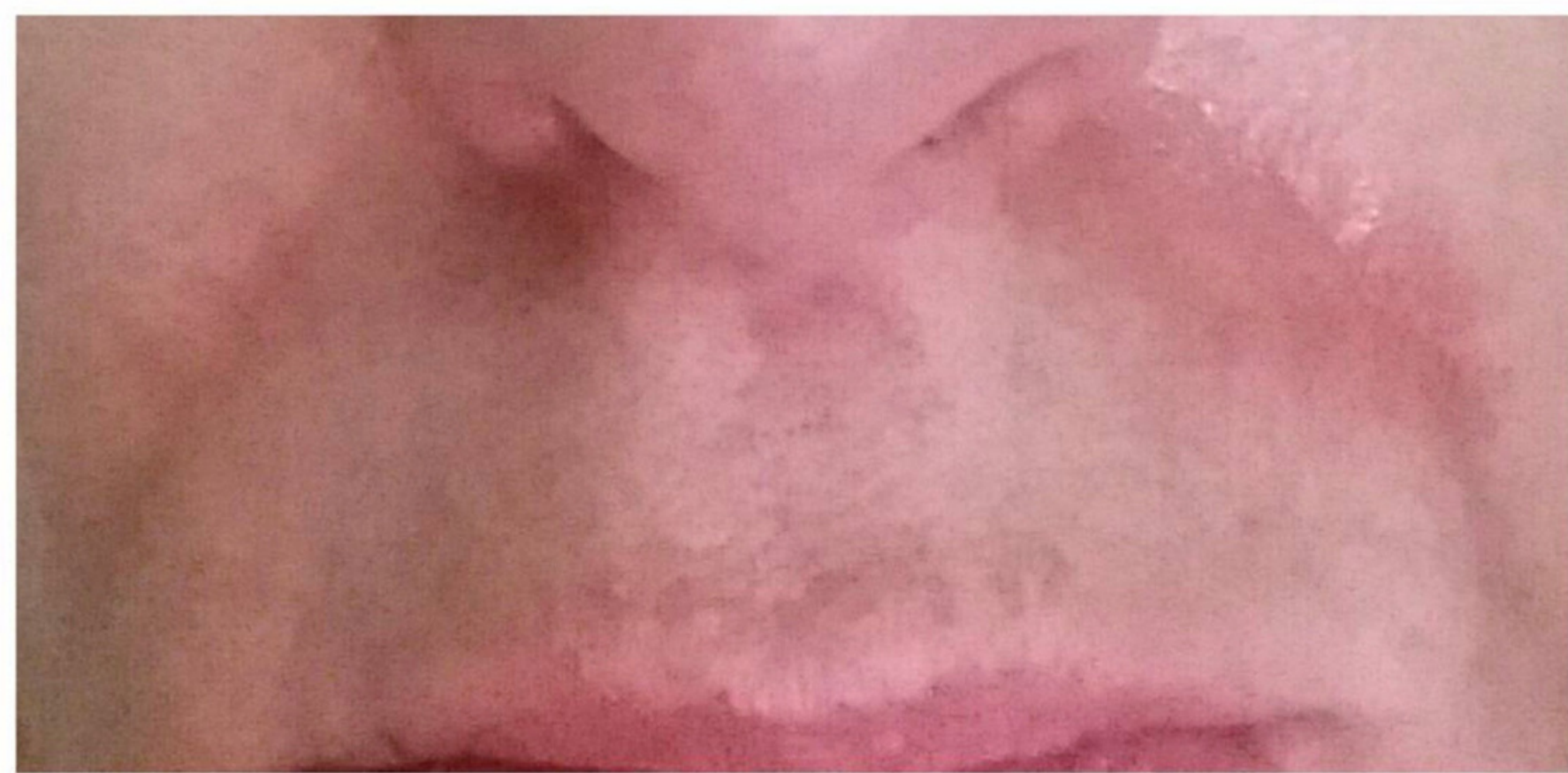
Perfects skin as it enhances foundation benefits and extends wear

Patent-pending, oil-free gel formula is mineral-enriched to absorb oil and diffuse light for skin-perfecting benefits

NOW! Provides a layer of broad-spectrum SPF 15 sun protection



CC CREAM

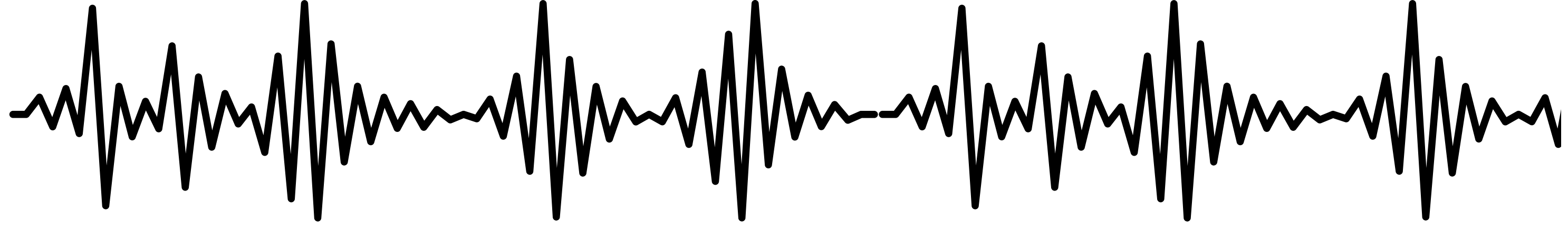


8 Benefits in 1 Step:

- protects
- brightens
- corrects
- minimize redness
- conceals
- hydrates
- reduces visible signs of aging
- defends against the environment

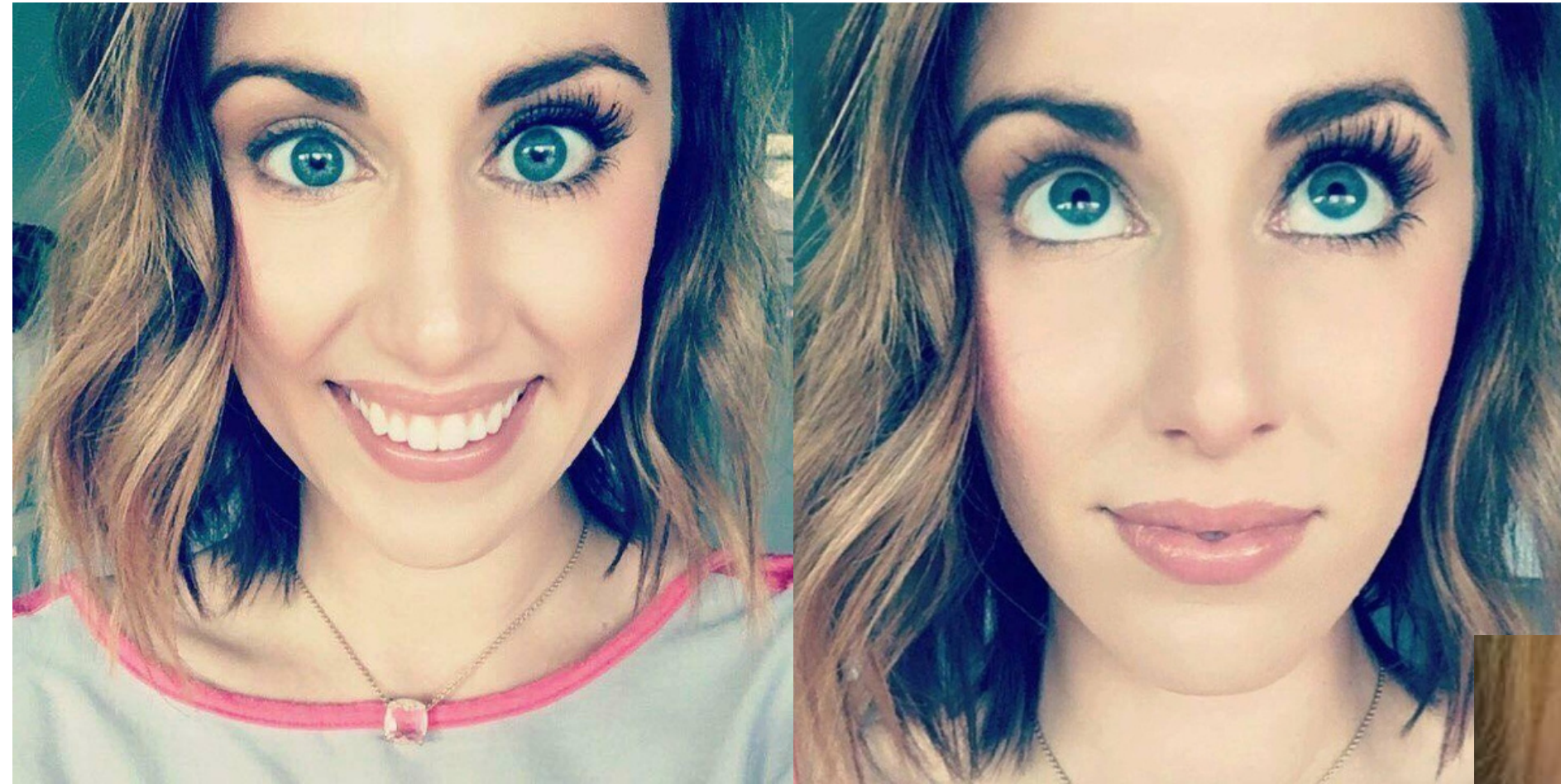


TURN IT UP...WAY UP!



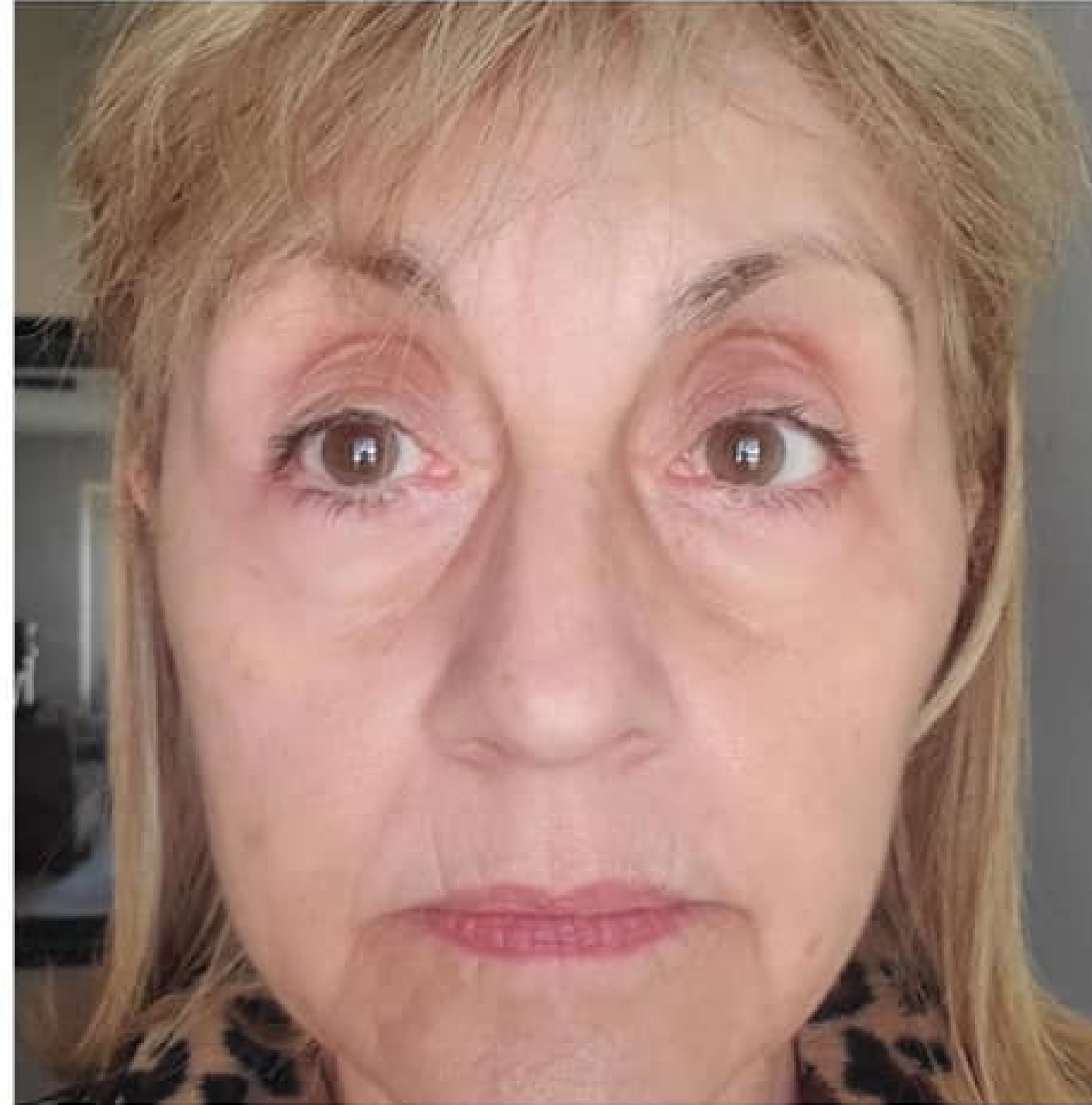
MAGNIFY. MAXIMIZE. MULTIPLY THE LOOK OF YOUR LASHES. THAT'S INTENSE!

- Expand and extend with our only mascara dedicated to multi-directional performance.
- With 200% more volume, it's like adding the thickness of two lashes onto every one; PLUS get 84% longer-looking lashes*!
- Special Double Impact Brush designed to plump while combing through to lengthen the look of lashes.



Lash Intensity Mascara

Get rid of puffy Peepers!



NEW! Mary Kay® Hydrogel Eye Patches

\$40, pk./30 pair



Transform an ordinary moment into an extraordinary one with refreshing burst of hydration to the eyes. These pick-me-up patches gently hug the eye area to lock in benefits. Hydrating, soothing and cooling, they also help with the look of puffiness and dullness. Great for home or on the go.

Sleep in a bottle!



- Conceal blemishes, age spots, and minor skin imperfections
- Neutralize dark circles beneath the eyes
- Help blur the appearance of fine lines and optically correct imperfections
- Help hide redness with creamy, long-lasting coverage

Know Your INGREDIENTS.

Every *Mary Kay*® skin care product is the result of innovative technology combined with proven-effective ingredients. That's why you can trust the products you use to deliver the real results you want. But understanding the specific benefits each ingredient provides can be confusing. Here's a helpful glossary of ingredients in some of our favorite products.

TIMEWISE® AND TIMEWISE REPAIR®

VITAMIN C

Vitamin C can do amazing things for skin. It's known to help improve skin radiance and even skin tone, in addition to playing a role in supporting natural collagen and elastin that can help reduce the appearance of fine lines and wrinkles.

- *TimeWise® Vitamin C Activating Squares™*
- *TimeWise® Replenishing Serum+C**

SUNSCREEN

Two types of ultraviolet radiation, UVA and UVB, damage the skin and can lead to premature skin aging. Broad spectrum sunscreens help protect skin from both UVA and UVB damage.

- *TimeWise® Day Solution Sunscreen Broad Spectrum SPF 35**
- *TimeWise® Age-Fighting Moisturizer Sunscreen Broad Spectrum SPF 30**
- *TimeWise Repair® Volu-Firm® Day Cream Sunscreen Broad Spectrum SPF 30**

GLYCOLIC ACID

A highly effective exfoliant, and the most widely recognized alpha hydroxy acid (AHA), the power of glycolic acid enhances skin's own renewal process.

- *TimeWise Repair® Revealing Radiance® Facial Peel*
- *TimeWise Body™ Smooth-Action® Cellulite Gel Cream*

PEPTIDES

Peptides help support natural processes important for keeping skin looking healthy and youthful.

- *TimeWise®* and *TimeWise Repair®* products

BOTANICAL EFFECTS*

BOTANICAL EXTRACTS

Botanical extracts are derived from plants, flowers or fruits, rich in elements like vitamins and minerals that are good for your skin. In addition to playing a starring role in the *Botanical Effects®* regimen, botanical extracts also deliver important benefits in many other *Mary Kay* products, such as *TimeWise® Tone-Correcting Serum*.

Learn more about *Botanical Effects®* Skin Care on Page 14.

CLEAR PROOF®

ACTIVATED CHARCOAL

Activated charcoal can act like a magnet to withdraw dirt and debris from pores.

- *Clear Proof® Deep-Cleansing Charcoal Mask*

SALICYLIC ACID

Salicylic acid acts like an exfoliant to promote the easy removal of dead skin cells, helping keep pores unclogged.

- *Clear Proof® Pore-Purifying Serum**
- *Clear Proof® Clarifying Cleansing Gel**
- *Clear Proof® Blemish Control Toner**

Learn about *Clear Proof®* Skin Care for acne-prone skin on Page 15.

SATIN COLLECTION

SHEA BUTTER

Extracted from the nut of the African shea tree, shea butter has been used for centuries to protect, enrich, soften and hydrate skin. Shea butter is also known to contain omega-3s, recognized to help maintain skin's natural moisture barrier.

- *Satin Hands® Pampering Sets*
 - *Satin Lips® Set*
 - *NEW! Satin Body® Collection*
- Learn more on Page 6.



"Rigorous testing ensures that every ingredient meets the highest standards of quality, safety and efficacy so you can feel confident about choosing Mary Kay."

DR. LUCY GILDEA, Mary Kay Chief Scientific Officer

*Over-the-counter drug product

Mary Kay TimeWise
Repair Volufirm
Lifting Set



Foaming Cleanser	\$30
Lifting Serum	\$74
Day Cream	\$54
Night Treatment w/ Retinol	\$54
Eye Renewal Cream	\$44
SOLD INDIVIDUALLY	\$256
SOLD AS A SET	\$215

Estee Lauder
Re-Nutriv



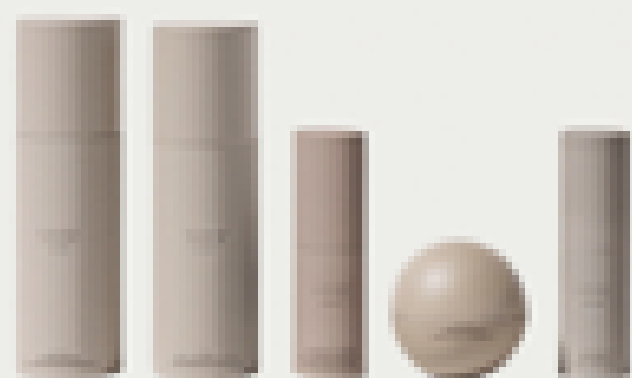
Hydrating Cleanser	\$76
Ultimate Brilliance Serum	\$250
Radiance Liquid Makeup w/ SPF	\$124
Regenerating Youth Cream	\$320
Energy Eye Cream	\$290
SOLD INDIVIDUALLY	\$1,060

Lancôme Absolue
Premium BX



Foaming Cleanser	\$74
Serum	\$270
Day Cream	\$270
Night Cream	\$270
Eye Cream	\$135
SOLD INDIVIDUALLY	\$1,019

SKYN BY KIM
KARDASHAIN



Cleanser	\$43
Face Cream	\$85
Toner	\$45
Hyaluronic Acid Serum	\$90
Oil Drops	\$95
SOLD AS A SET	\$358

*PRESTIGE BRANDS,
EXCEPTIONAL
AGE FIGHTING*

Best selling
anti-aging skincare
brands in the nation
compared to
Mary Kay's
TimeWise Repair.
Amazing results,
very different prices!