

Bring Your Besties!



Now that you're all in with Mary Kay, it's time for you - and your besties - to start enjoying the perks of this amazing opportunity!

Here's how you can bring your friends in on the fun:



When you become a new Independent Beauty Consultant from March 1, 2019, through June 30, 2021, your first three new personal team members who become Mary Kay Independent Beauty Consultants during your *Great Start** time frame can receive a **\$25 discount on their \$100 Starter Kit investments.**

GREAT *Start*

To learn more, refer to your *Great Start* literature!

*Your *Great Start* time frame is the month your Independent Beauty Consultant Agreement is received and accepted by the Company and the following three calendar months.

Coupon is not required to redeem the \$25 discount. The *Bring Your Besties* discount only applies to the full-priced \$100 Starter Kit. It does not apply to any other Starter Kit, limited-time offer or otherwise, or any other business startup cost, process or program.

MARY KAY

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Bring Your Besties!

\$25 off the purchase of your own Starter Kit
I'm enjoying the perks of my Mary Kay business. Come and join me!



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New Team Member Name

This coupon does not retain any value. It is nontransferable and is not required to redeem the \$25 discount. The discount is automatically applied to the first three new team members whose Agreements are received and accepted by the Company during the recruiter's *Great Start* time frame. See the *Great Start* Program brochures for details.

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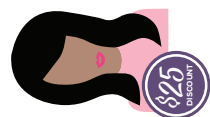
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Here's What's in It for You:



\$50 Team-Building Cash Bonus
for each *Great Start*-qualified† new personal
team member – no limits!



**FREE Team-Building
Product Bonus Bundles****



\$100 Red Jacket Bonus††
Add three besties, and you're a
first-time Star Team Builder!



*All this could add up to
perks worth an estimated \$910!†*

MARY KAY

**See the Team-Building Product Bonus Bundles tab for full details about the free limited-time product bonus bundles. Sales tax is required on the suggested retail value of the wholesale Section 1 products included in the product bonus bundle(s).

†A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$600 or more in wholesale Section 1 products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her/his Independent Beauty Consultant Agreement is received and accepted by the Company.

††The \$100 Red Jacket Bonus will only be paid the first time the bonus requirements are met. To earn the \$100 Red Jacket Bonus, an Independent Beauty Consultant or Senior Beauty Consultant must be active and have at least three active personal team members at the end of any month during the promotional period. This bonus only applies to Independent Beauty Consultants and Senior Beauty Consultants who have never achieved red jacket status before. An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months.

†Estimated amount combines a \$50 Team-Building Cash Bonus and two Team-Building Product Bonus Bundles (\$220 suggested retail value) for each of the three new personal team members plus the \$100 Red Jacket Bonus.