

MARY KAY

Flexible OPPORTUNITY. INCREDIBLE Options.

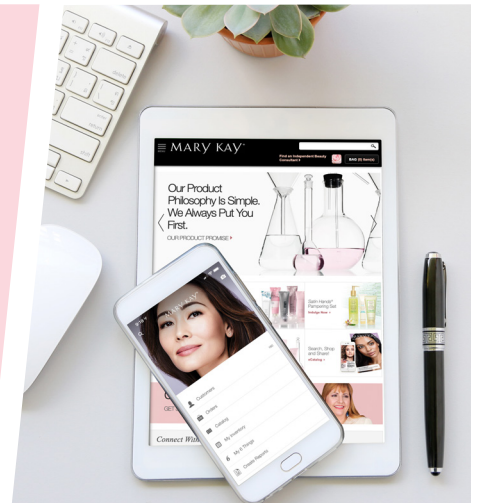
Special Mary Kay Startup Options • Oct. 1–31, 2022

A Mary Kay business can **fit your life** and meet you where you are right now. It's fun and best of all, it's flexible. **YOU** choose how you start earning a little extra income with your Mary Kay business. And these **hard-to-pass-up startup options** can help get you started toward your goals – whatever you envision!

Oct. 1-31, 2022
Any new or returning Independent Beauty Consultant whose Agreement is received and accepted by the Company may choose from these exciting, **limited-time startup options!**

MARY KAY® eStart,⁺ \$20

The *Mary Kay*® eStart⁺ is a great way to **work your business from the comfort of home** and still have the opportunity to connect virtually with your customers on a personal level. At a **special price** of only \$20, it's an opportunity worth considering!



MARY KAY® Starter Kit,⁺ \$90

This Starter Kit includes everything in *Mary Kay*® eStart, plus retail-sized products for sampling (a more than \$400* value), **additional products and samples for October only**, business resources, and tips and selling techniques designed to help you empower your sales. You'll be ready to connect with your first hostesses and customers with confidence!



These startup options are a limited-time offer; the promotion is subject to change with advance notice.

HURRY! LIMITED-TIME OFFER! *New Business Debut Assortment*⁺⁺

You can get your business off to a great start with a convenient, curated assortment⁺⁺ of **Mary Kay**® must-haves for only **\$603 wholesale!** Jump into holiday sales with easy-to-sell, much-loved products!

Additional items included for October only!



Connect with me, your Independent Beauty Consultant, before these incredible offers end!

What's Included IN THESE LIMITED-TIME Startup Options

MARYKAY® eStart[†] for \$20 includes:

- 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.
- Access to *Mary Kay In Touch*®, your backstage pass to all things Mary Kay, full of information, education and branded materials to get your business moving.
- Access to FREE Mary Kay® apps.

MARYKAY® Starter Kit[†] for \$90 includes:

- Everything in Mary Kay® eStart, **PLUS:**

RETAIL-SIZED PRODUCTS*

- *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

PRODUCT SAMPLES

- Blue Eyes Look Color Cards, pk./5 (2)
- Green/Hazel Eyes Look Color Cards, pk./5 (2)
- Brown Eyes Look Color Cards, pk./5 (2)

ADDITIONAL PRODUCTS FOR OCTOBER ONLY

- Retail-sized *TimeWise*® Microdermabrasion Refine
- Retail-sized *TimeWise*® Pore Minimizer
- *TimeWise*® *Miracle Set 3D*® Sample Sets in Normal/Dry, pk./3 (2)
- *TimeWise*® *Miracle Set 3D*® Sample Sets in Combination/Oily, pk./3 (2)

LITERATURE AND EDUCATION

- Welcome Card
- *I Chose Mary Kay* Sign
- 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
- Beauty Profile, pk./30
- *Start Something Beautiful*® Magazine
- Second Appointment Laminated Place Mat Set, pk./4
- *Great Start: Ready, Set, Sell!* Brochure
- *Miracles Happen* – Mary Kay Autobiography
- *The Look* Catalog, pk./10

PARTY SUPPLIES

- Mirror With Tray, (4)
- Disposable Trays, pk./30
- Facial Cloths (Disposable), pk./30
- Dry Erase Markers, pk./4
- Disposable Mascara Sample Wands, pk./15 (2)
- Foundation Finder Tool

[†]Prices are as shown plus applicable sales tax. *Mary Kay*® eStart offer cannot be combined with any other discounts or promotions. Mary Kay Inc. reserves the right to extend, modify, eliminate or reduce this offer at any time. In addition to the terms, conditions, rights and/or restrictions set forth in the Independent Beauty Consultant Agreement with Mary Kay Inc. ("Mary Kay"), your use of and access to all products and services contained in the *Mary Kay*® Starter Kit and *Mary Kay*® eStart are subject to the following terms: The *Mary Kay*® Starter Kit and *Mary Kay*® eStart include access to certain resources that are not provided by Mary Kay; rather, they are provided by third-party providers. You agree to comply with all applicable third-party provider terms and fees including, but not limited to, providing your Social Security number or Taxpayer Identification Number, when necessary, and paying a \$1 account setup fee with a valid credit card or debit card to verify your account and identity. Depending on the identity verification information provided, the third-party provider may request additional information to substantiate your identity; however, providing any verification information is not a guarantee the third-party will grant you access. Those terms may be supplied to you within the *Mary Kay*® Starter Kit and *Mary Kay*® eStart service or directly by the third-party provider. If you are unwilling or unable to comply with third-party providers' terms, conditions and fees, Mary Kay is relieved from guaranteeing access to such third-party services. Third-party terms, conditions, fees and obligations are not considered when Mary Kay calculates its obligations under the Company's 90% Repurchase Policy.

^{††}This limited-time assortment is available to Independent Beauty Consultants Oct. 1 at 12:01 a.m. CT through Dec. 31, 2022, at 11:59 p.m. CT. No limits apply to this assortment. Tax will be charged on the suggested retail price of each product in this assortment. Not available through Customer Delivery Service through *myCustomers*™, marykay.com, Guest Checkout or EZ Ship.

**Mary Kay*® products contained in the *Mary Kay*® Starter Kit are not intended to be purchased from the Company for resale and are for demonstration purposes only. All terms, conditions, rights and/or restrictions set forth in the Independent Beauty Consultant Agreement with Mary Kay Inc., including the Company's 90% Repurchase Policy, apply.

**Over-the-counter drug product

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