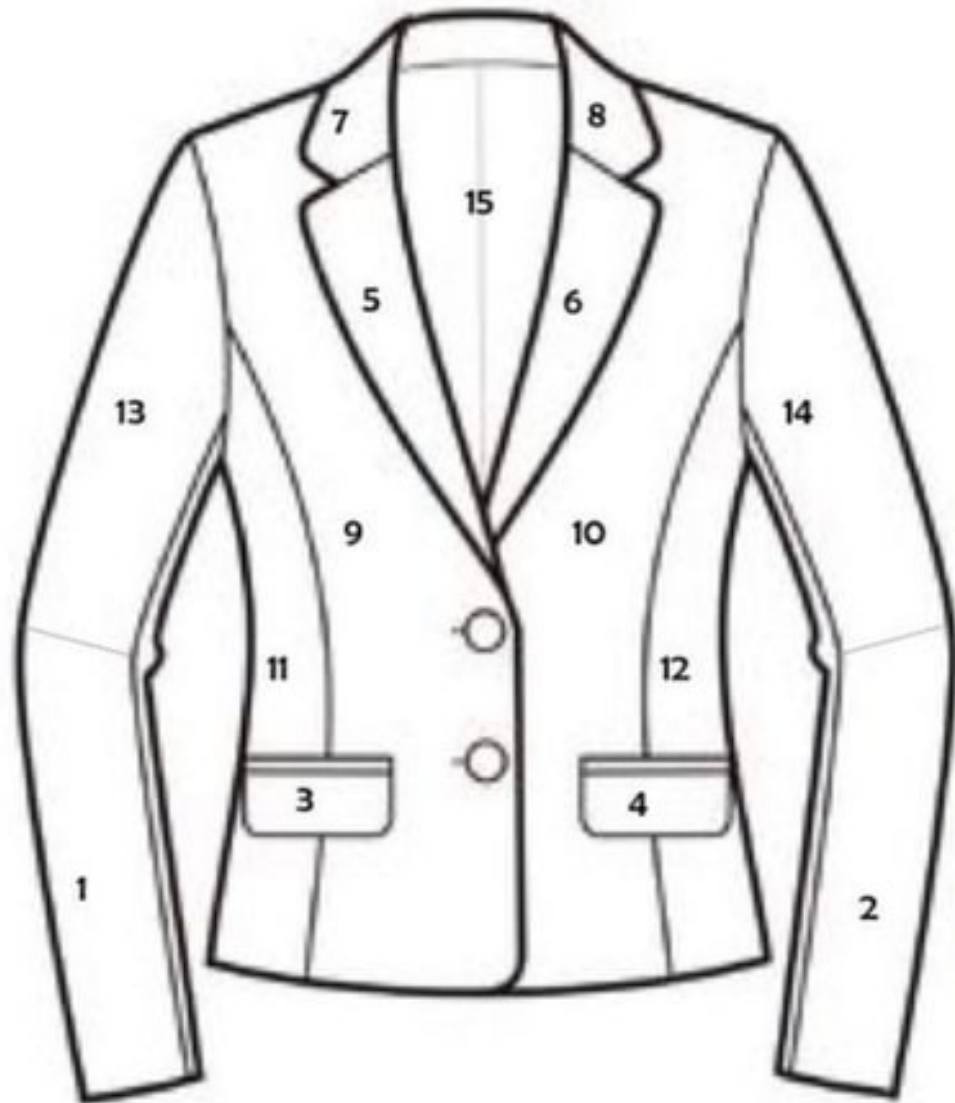


15 Interviews to Your Red Jacket!

Color in the numbered areas and write down names as you interview!



Name/Number

Name/Number

Name/Number

1.

6.

11.

2.

7.

12.

3.

8.

13.

4.

9.

14.

5.

10.

15.



Star Team Builder (Red Jacket)

Avenues of Income

- Product sales and reorders
- Team-Building commissions
- Team-Building bonus

Compensation

- 4%, 6% or 8% personal team commission
- Team-Building bonus



rewards

- Eligible to wear Star Team Builder pin enhancer
- Order official red jacket available only from Mary Kay Cosmetics Ltd.
- Eligible to qualify for quarterly Star Consultant recognition and MK Total Rewards Points

Requirements

- 3 to 4 active personal team members
- You must be active.

Star Team Builder Commission Schedule

monthly personal and personal team production	commission
Less than \$1,000	4%
\$1,000 to \$1,799	6%
\$1,800 and above	8%

NOTE: Personal and personal team production is used to determine the percentage of commission, but commission is only paid on personal team production.

■ team-building bonus

An ACTIVE Independent Beauty Consultant, Senior Beauty Consultant, Star Team Builder, Team Leader, Future Independent Sales Director or Independent Sales Director-in-Qualification will receive a \$50 Team-Building bonus for each *Great Start*-qualified* new personal team member during the *Great Start* Promotion period. She will receive the bonus in the month the new personal team member's *Great Start*-qualifying* order is received.

■ business guidelines

- *For career path status and compensation purposes, a qualified team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.*