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earnings representation

The vast majority of the independent sales force members' primary source of profit is selling product. In addition, all Mary Kay Independent Beauty Consultants can earn income from commissions, dovetailing, prizes and awards. To be eligible for commissions, Independent Beauty Consultants must be active themselves and have at least one active recruit during the relevant period. Members of the independent sales force are considered active in a particular month (and for two months after) when they place at least \$200.00 in wholesale orders for cosmetics intended for resale during the month.

In 2009, there were over 29,675 members of the independent sales force of Mary Kay Cosmetics Ltd. in Canada. Of the 3,996 who were in the independent sales force for at least one year and who earned commissions, 47% earned commissions in excess of \$100. Of the 553 of those who were Mary Kay Independent Sales Directors, the top 50% earned commissions during the year of \$17,471 to in excess of \$100,000. Of the 23 of those who were Mary Kay Independent National Sales Directors, 65% earned commissions during the year in excess of \$100,000.

February 2010

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Mary Kay®, a trusted global name in [makeup](#) and [skin care](#) for over 45 years, is available through Mary Kay Independent Beauty Consultants. From super-effective skin care formulated with ingredients that deliver age-fighting benefits to on-trend makeup to [body care](#) that pampers and protects, you get customized beauty routines that fit your needs. And you can get the ultimate in customer service from your very own [Mary Kay Independent Beauty Consultant](#). Or become a Mary Kay Beauty Consultant yourself and [earn extra money selling Mary Kay® products](#).

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