

NEW PRODUCTS
TIPS & TRENDS
MAKEUP ARTIST LOOKS
GIFT GUIDE
ECATALOG
VIRTUAL MAKEOVER
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PRODUCT RESEARCH & DEVELOPMENT
JUST THE FAQs
PRODUCT PROMISE
BESTSELLERS

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 2012, there were over 33,513 members of the independent sales force of Mary Kay Cosmetics, Ltd. in Canada. Of the 3,967 who were in the independent sales force for at least one year and who earned commissions, 48.45% earned commissions in excess of \$100. Of the 511 of those who were Mary Kay Independent Sales Directors, the top 50% earned commissions during the year of \$19,857 to in excess of \$100,000. Of the 19 of those who were Mary Kay Independent National Sales Directors, 50% earned commissions during the year in excess of \$100,000.

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