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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 \$225.00 in wholesale orders for cosmetics intended for resale during the month.

In 2013, there were over 36,476 members of the independent sales force of Mary Kay Cosmetics, Ltd. in Canada. Of the 4,005 who were in the independent sales force for at least one year and who earned commissions, 47.5% earned commissions in excess of \$100. Of the 535 of those who were Mary Kay Independent Sales Directors, the top 50% earned commissions during the year of \$18,610 to in excess of \$100,000. Of the 20 of those who were Mary Kay Independent National Sales Directors, 60% earned commissions during the year in excess of \$100,000.

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What's New	Skin Care	Makeup	Fragrance	Company	Sell Mary Kay
New Products	Botanical Effects™	Foundations, Concealers & Powders	Women's	Company Founder	Get Started
Tips & Trends	TimeWise® Skin Care	Mary Kay Applicators, Compacts and Carrier	Men's	Mary Kay Around The World	Make Money
Makeup Artist Looks	Customized Skin Care	Lip Products	Men	Social Responsibility	Learn How
Gift Guide	Clear Proof™	Eye Products	MKMen™ Skin Care	Mary Kay Ash Charitable Foundation	Rewards & Recognition
eCatalog	Skininvigorate	Cheek Colour	Men's Fragrances	Company Quick Facts	About The Direct Selling Industry
Virtual Makeover		Mary Kay At Play®	Mary Kay® Sun Care	Press Room	Satisfaction Guarantee
Product Research & Development		Spa & Body		Contact Mary Kay	
Just the FAQs		Mary Kay® Sun Care		Accessible Customer Service Policy	
Product Promise		Mary Kay® Body Care		Careers	
Bestsellers					

Mary Kay®, a trusted global name in [makeup](#) and [skin care](#) for over 50 years, is available through Mary Kay Independent Beauty Consultants. From super-effective skin care formulated w 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 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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