

# MARY KAY Career Path



CAMARO LT COUPE  
PREMIER PLUS PROMOTION



CADILLAC XT5 PREMIUM LUXURY (1SD)  
CADILLAC\*



CHEVY TRAVERSE 1LT  
PREMIER PLUS PROMOTION



COLORADO LT CREW CAB  
PREMIER PLUS PROMOTION



CHEVY MALIBU LS  
GRAND ACHIEVER

## Independent Beauty Consultant

All consultants, no matter where they are on the career path, can receive:

- a 50% product discount
- Quarterly rewards/prizes
- Free subscription to Applause magazine



## Senior Consultant

1 - 2 active personal team members

- 4% personal team commission



## Star Team Builder (Red Jacket)

3 - 4 active personal team members

- \* 4%, 6% or 8% personal team commission
- \* 50% off Red Jacket
- \* \$50 team building bonus per qualified recruit
- \* \$100 1st time Red Jacket Bonus



## Team Leader/ Elite Team Leader

5+ active Team Members

- 9% or 13% personal team commission
- \$50 team building bonus per qualified recruit
- Eligible to go into Director in Qualification
- Earn the use of a Career Car or select \$425 Cash Compensation



## Director in Qualification

10+ active Team Members

- earn a DIQ scarf



CADILLAC XT6  
CADILLAC\* PLUS PROMOTION

## Independent Sales Director

24 or more active personal team members

- Earn personal team commissions of 4%, 9% or 13%
- Earn 9%, 13% or 23% unit commission
- Earn a Personal Team Building bonus of \$100 or more
- Earn \$1,000 First-Line U.S. Offspring Sales Director Bonus
- Earn a Unit Development bonus of \$400 to \$1,000
- Earn a Star Consultant bonus of \$300 or more
- Earn a Wellness Award Bonus of \$800, \$1,300 or \$2,000
- Earn the use of a Career Car or select Cash Compensation option \$425 - \$900



CADILLAC ESCALADE LUXURY (NSD)  
CADILLAC\*

## Sr. Sales Director

1-2 Offspring, everything under Sales Director, First-Line offspring commission of 2% & \$1,000 First-Line Offspring Bonus

## Future Executive Sr. Sales Director

3-4 Offspring Directors, everything under Sales Director, First-Line offspring commission of 8% & \$1,000 First-Line Offspring Bonus

## Executive Sr. Sales Director

5-7 Offspring Directors, everything under Sales Director, First-Line offspring commission of 7%, Second-Line offspring commission of 2% & \$1,000 First-Line Offspring Sales Director Bonus

## Elite Executive Sr. Sales Director

8+ Offspring Directors, everything under Sales Director, First-Line offspring commission of 7%, Second-Line offspring commission of 2% & \$1,000 First-Line Offspring Bonus

## Independent National Sales Director

- Earn personal team commissions of 4%, 9% or 13%
- Earn personal unit Sales Director commission of 13%
- Earn NSD commissions of 10% on personal unit wholesale
- Earn 9% commissions on First-Line; 4% on Second-Line; 2% on Third-Line offspring units
- Earn 2% commissions on top 10 Fourth-Line and beyond unit affiliated and unaffiliated with NSD Offspring
- Earn a \$1,000 and \$5,000 bonus for new First-Line Sales Directors
- Earn a \$10,000 annual bonus for development of new NSD Offspring
- Earn a \$200 to \$800 quarterly Leadership Development bonus on units in 1st - 3rd affiliated and unaffiliated area
- Earn the use of a Pink Cadillac with a choice of options or select the Cash Compensation option
- Enroll in the Family Security and Great Futures programs

