



**MOVE
AHEAD IN**



Red

Being in Red means you're moving ahead! If you're a Beauty Consultant and want to bring your Mary Kay Career to the next level, here's a great opportunity for you!

Be a Red Jacket and experience more rewards!







- Get a personal discount of (25 to 45%) in your personal sales
- Get 4 - 12 % Team Building Commission
- You're now eligible to wear and be recognized as a Red Jacket
- You will receive your Pins (for every Career Level) from your Independent Sales Director
- Get the privilege of attending the Red Jacket University and graduate with honors in a General Assembly
- And be featured in Ovation for First Time Achievers!

"If you are working your business full circle – booking, coaching, selling and yes, sharing – you are doing what Mary Kay asked of us – that is to enrich women's lives by sharing the opportunity. By working your business full circle not only are you balancing your business but you are lining yourself up for greater rewards"

MARY KAY®

➔ earning potential *of a red jacket*

If you are a Red Jacket making at least P12,000 retail sales in a month with minimum of 5 active team members, then you can earn much more!!!
Here's a sample earning potential of a Red Jacket. I'm sure you can do more!

	SALES	DISCOUNT	PERSONAL EARNINGS
 YOU RED JACKET	P18,000	(25-45%)	P8,100
	RETAIL SALES	Your Teambuilding Commission (4-12%)	Commision Earnings*
 TEAM MEMBER 1	P12,000	(12 %)	P 707. 10
 TEAM MEMBER 2	P16,000	(12 %)	942.90
 TEAM MEMBER 3	P24,000	(12 %)	1,414.30
 TEAM MEMBER 4	P18,000	(12 %)	1,060.70
 TEAM MEMBER 5	P18,000	(12 %)	1,060.70
YOUR TOTAL EARNINGS			P13,285.7

(Add your Personal & Commision Earnings)

This means that you can **earn more if you team build!** In this example, you earn P5,185.70 more than just selling alone.

*Commission earnings (computed at 12%) applied to the net whole sale (Retail sales less discount & VAT)

Four – Point Recruiting Plan

Ready to boost your Mary Kay career? Here's how you can find a potential team member:
Skin care classes offer the best place to find prospective team members.

Mary Kay herself developed the **Four-Point Recruiting Plan** when she first began holding skin care classes. Since then, it has been used successfully by thousands of Independent Beauty Consultants and Independent Sales Directors.

1. Before every Skin Care class, **ask your hostess**, “who is coming today who might be interested in doing what I do?”
2. **Give a heartfelt, enthusiastic I-Story** at each class. Share with them how you began your Mary Kay business and what it means to you.
3. Select at least **one person** at every class and **offer them the Mary Kay opportunity.**

4. **Offer your hostess a special gift** for every person she suggests who becomes a new team member.



educational classes *to keep you moving ahead*

Do you know where you are taking your business? Do you have the answers to get there? *"We put into place the educational programs and helping attitudes that would give the independent sales force the confidence and abilities they need to help others. Our learning never ends!"*



Team Building Class

Learn to team build that's smarter, Not harder!

Attend our **Team Building Classes** and Learn to team build through a 4-hour class full of Teambuilding discussions, workshops and have a lot of fun.

This is open to Beauty Consultants who have attended New Consultant Orientation with their Sales Director and must at least be on her second month as a Beauty Consultant or preferably have attended ESRS. Registration Fee is P150 inclusive of Handbook and a snack.

Enroll NOW at Teambuilding Class! Get schedule of classes in Applause Calendar, PinkLink or Website @ www.marykay.com.ph (log-in to MKBuzz and click Calendar)

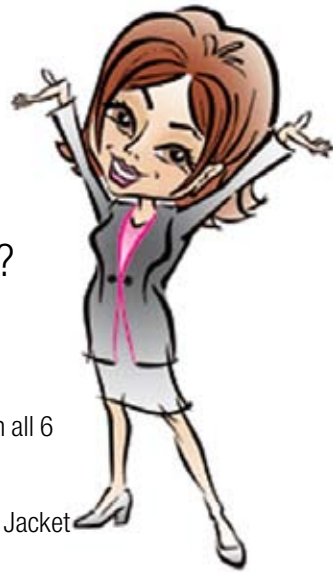
Here's More!

IF YOU MEET THIS TEAM BUILDING CHALLENGE, YOU GET A SPECIAL PRIZE!

- Recruit 2 new team members with **P12,000** sales net **each** until end of the following month from attending the class and **receive a special MK bag and recruiting Packet.**
- Be Recognized in our General Assembly

red jacket university

Red Jacket University is a 6-session course geared towards skill and leadership building as a solid foundation for your Mary Kay career.



Who can attend the Red Jacket University?

- To be able to attend RJU, a Beauty consultant must be at a group leader level with at least 3 active team members
- To graduate in a ceremony with gown and toga, simply finish all 6 sessions of the course—no absences or late attendance.

Attend Red Jacket University and experience a prestigious Red Jacket Graduation in a General Assembly wearing your Red toga to receive your Red Jacket Pin and Certificate.

Enroll Now at Red Jacket University! You may get the schedule of classes in your Applause Calendar, PinkLink (text MK EVENTS LUZMKT, MK EVENTS VIS or MK EVENTS MIN send to 2966) or visit www.marykay.com.ph

Plus!

WORK YOUR WAY TO GRADUATE WITH MEDAL AND WITH HONORS! HERE'S HOW:

- Complete 5 team members with **P12,000 each** by end of the following month after attending RJU and receive a RJU Silver Medal.
- Complete Pre-DIQ requirements by end of the following month after attending RJU and receive a RJU gold medal. (*To complete Pre-DIQ, have 10 team members with P12,000 each cumulative sales within 3 months*)

Example:

- Attend RJU in January 2008
- Graduate in March 2008
- Achieve 5 team members with P12,000 each to graduate with Silver Medal and with honors in General Assembly **OR**
- Achieve pre DIQ requirements of 10 team members with P12,000 each (cumulative Dec. 07 - Feb. 08 to graduate with Gold medal and with honors in March General Assembly.



moving up challenge

FEBRUARY 1 TO JUNE 30, 2008

Be on the right, red, hot track all the time! All it takes is focus and a plan. Here's a challenge to start you to move ahead in red!

Here's an exciting program for all Beauty Consultants! Move Up the Career Path for the **FIRST TIME** from Beauty Consultant to Senior Consultant level up to Future Sales Director level from February to June 30, 2008 and get a special Mary Kay theme gift.

- | | | |
|-------------------------|--|---|
| Move up 1 level | | Receive a MK Card Holder |
| Move up 2 levels | | Receive a MK Card Holder and MK Wallet |
| Move up 3 levels | | Receive a MK Card Holder, MK Wallet and MK Bag |
| Move Up 4 levels | | Receive a MK Card Holder, MK Wallet, MK Bag and MK Tote |



GUIDELINES

- Your level as of February 1, 2008 (end Jan. 31, 2008) will be your starting level.
Beauty Consultant - *no active team members*
Senior Beauty Consultant - *has 1 to 2 active team members*
Group Leader - *has 3 to 4 active team members*
Team Leader - *has 5 or more active team members*
Future Sales Director - *has 5 or more active team members plus personal retail order of P12,000*
- Gifts are awarded to first time move-ups only.
- Gifts will be awarded on a monthly basis in the General Assembly or shipped to or with your next purchase order which ever is applicable.
- Move-ups in one month can be more than one (1) level.
- You can only win 1 prize, 1 time.

Move ahead and get this wonderful Moving Up MK Collection!

➔ decide to move ahead in **Red** today!

To help you, here are 6 most important things to get you started:

- 1 Do your Skin Care classes consistently.**
Follow the 3+3+3 formula which is 3 Bookings a day, 3 Skin Care Classes a week and P30,000 retail sales a month. ➔
- 2 Always put in action the 4 Point Recruiting Plan** ➔
- 3 Attend Unit Meetings and Trainings because "Our learning never ends".** We have Teambuilding classes and Red Jacket University just for you! So don't miss it. Enroll now! ➔
- 4 Ensure you don't miss-out on any of our Mary Kay Teambuilding Challenges.** ➔
- 5 Get yourself motivated and go for the "Moving Up Challenge"** ➔
- 6 Mark your calendar because you are joining the Red Jacket Rally.** This is your passport to Directorship. *See flyers for details.* ➔

Mary Kay once said, "Our Mary Kay career has opened the doors to rich and fulfilling lives for thousands of women. You can help pass our special way of life onto others, and in doing so, your own dreams will come true..."

Move Ahead in Red and see your dreams come true!

MARY KAY®

Visit our website : www.marykay.com.ph

MARY KAY (PHILS), INC.

Building II La Fuerza Compound,
2241 Chino Roces Ave., Makati City
Tel. Nos: (02) 859-6222/859-MARY
Fax No: (02) 859-6299
Email: mkpcservice@mkcorp.com

QUEZON CITY

G/Fr. Casa Rafael Bldg.,
1223 Quezon Avenue,
Quezon City
Tel. Nos: (02) 371-83-55
Fax No: (02) 371-8322

DAVAO CITY

Door 6 & 7 Regina Complex
CM Roteo Avenue,
Davao City
Tel. No: (082) 224-5956
Fax No: (082) 224-5955

CEBU CITY

G/Fr. Cebu Capitol
Comm. Complex,
N. Escario Street,
Dgy. Campanhaw, Cebu City
Tel. No: (032) 254-8081
Fax No: (032) 253-4661

BICOL

2/F GTS Building,
Rizal Street,
Old Albay District,
4500 Legaspi City
Tel. Nos: (052) 820-6222

ZAMBOANGA CITY

2/F YPC Building, Veteran's Avenue,
7000 Zamboanga City
Tel. No. (062) 992-6222



a member of
DIRECT SELLING ASSOCIATION
OF THE PHILIPPINES, INC.
www.dsap.ph