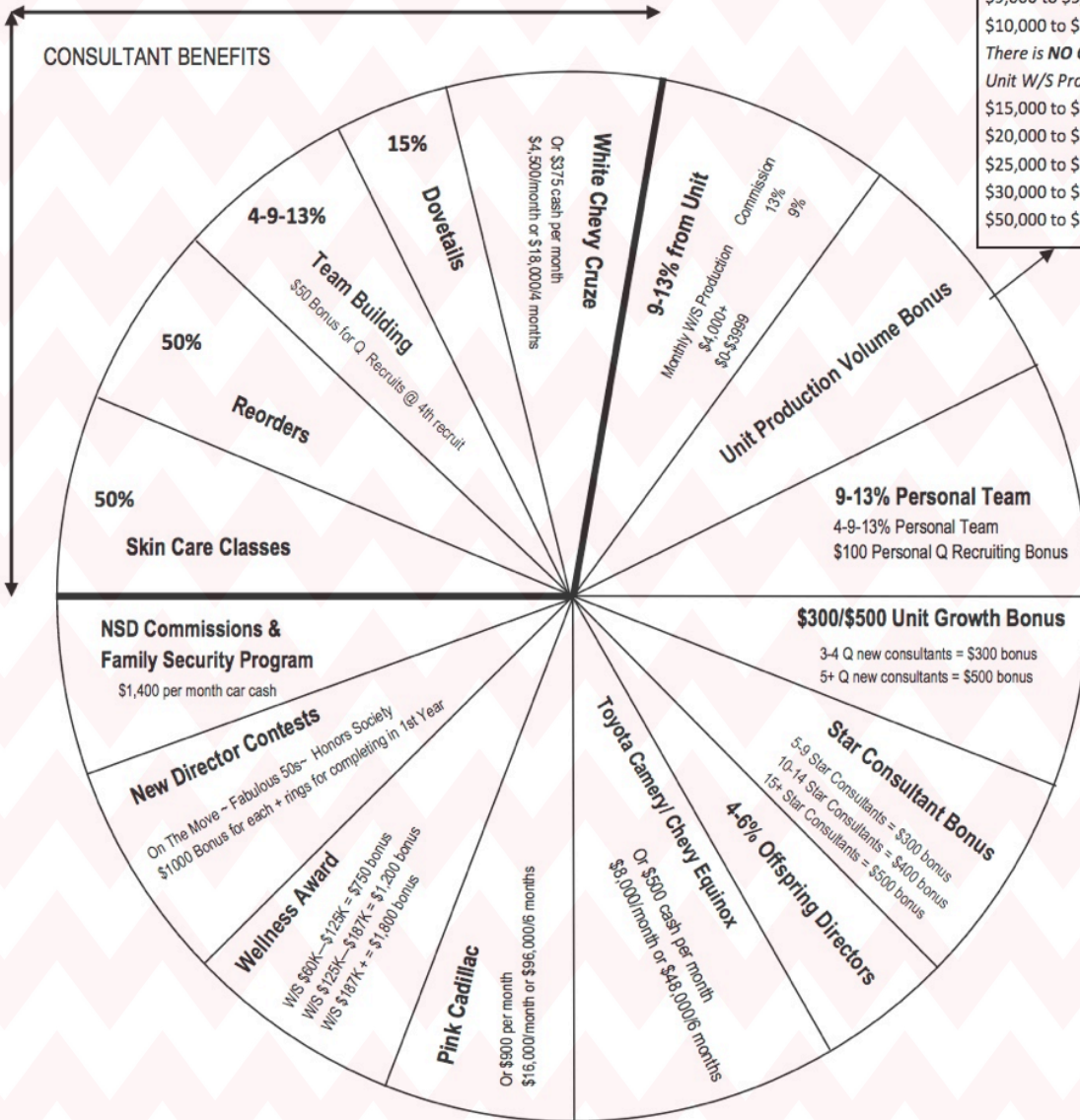


SALES DIRECTOR COMPENSATION

Unit Production Volume Bonus	
Monthly W/S Production	Bonus
\$5,000 to \$5,999	\$500
\$6,000 to \$6,999	\$600
\$7,000 to \$7,999	\$700
\$8,000 to \$8,999	\$800
\$9,000 to \$9,999	\$900
\$10,000 to \$10,999	\$1,000
<i>There is NO CAP. It is 10% of the Unit W/S Production.</i>	
\$15,000 to \$15,999	\$1,500
\$20,000 to \$20,999	\$2,000
\$25,000 to \$25,999	\$2,500
\$30,000 to \$30,999	\$3,000
\$50,000 to \$50,999	\$5,000



New Director Bonuses		
Program	Challenge	Bonus
On The Write track	1st 3 months, W/S/ Production \$15,000+	\$1,000
	Add 3+ Personal Q recruits	
Fabulous 50s Club	1st 6 months, W/S Production \$30,000+	\$1,000
	Build to and maintain 50+ unit members	
Mary Kay Honors Society	1st 12 months, W/S/ Production \$60,000+	\$1,000
	Build to and maintain 50+ unit members	

