



REWARDS COMPARISON

**Ind. Beauty Consultant, Sr. Beauty Consultant
Star Team Builder, Team Leader
Or Elite Team Leader**

VS.

Independent Sales Director

Eligible to earn the following:

- Earn profits based on personal retail product sales (ALL)
- Earn personal team commissions of:
 - 4% (Sr. IBC)
 - 4% 6% or 8% (STB)
 - 9% or 13% (TL/ETL)
- Earned Discount Privilege
- Earn a personal Team Building Bonus of \$50 (ALL)
- Earn a 50% discount on the purchase of your initial red jacket (STB)
- Earn the use of a Career Car or select the Cash Compensation option (TL/ETL)

Eligible to earn the following:

- Earn profits based on personal retail product sales
- Earned Discount Privilege
- Earn personal team commissions of 4%, 9% or 13%
- Earn a Sales Director unit commission of 9%, 13% or 23%
- Earn a Sales Director Team-Building cash bonus of \$100 or more
- Earn a Unit Development cash bonus of \$400 to \$1,000
- Eligible to earn New Sales Director Program bonuses
- Earn a Star Consultant bonus of \$300 or more
- Earn the use of a Career Car or select the Cash Compensation option
- Earn a Unit Circle bonus of \$1,000.
- Earn a Wellness Award bonus of \$800, \$1,300 or \$2,000

MARY KAY®