

Ima Risingstar  
Independent Sales Director  
24 Some Crescent  
Belleville, ON K8Y 5T6

January 14, 2006

Marg Thomas  
123 Any Street  
Belleville, ON K7T 5V6

Dear Marg,

I trust all is well with you. I have noticed that you have not placed an order to the Company for six months or more. Your Consultant agreement states that if you go longer than 12 months without placing a qualifying order, your agreement will be "terminated" or closed. It has been such a long time since we chatted, and I just can't let you slip out of the Unit without a note to explain the benefits of staying active in Mary Kay. I appreciate your loyalty to our Unit, even if it is, as I call, at the "occasional Consultant" level.

Even the occasional Consultant gains benefits from her Mary Kay career, such as your own cosmetics at half price; the tax advantage of running a home business; and the opportunity to learn new glamour tips and always look your best. I guarantee you, at any reunion, you will look 15 years younger than your best friend, unless she uses Mary Kay too. Finally, with even a few loyal re-order customers, which can take only a few hours per month, you would have some nice extra pocket money. All of this requires only a \$200 wholesale order to the Company once per year, and your year is up shortly. That means you need to order \$400 in retail value, which qualifies you for a 50% discount, making it very easy for you to renew your business for the next year. This will also save you money in the long haul.

If you have any questions, please feel free to call me. The new product line is simply wonderful. If for no other reason, you should order some of these products, like the state-of-the-industry Microderm-abrasion products which are selling so well. To take advantage of these and many more advances yet to come, I need you to just sit down for a second, tick off what you need, give me a call and I will total things up, and fax it off for you. You can also order the products on line at [www.marykay.ca](http://www.marykay.ca). I will be glad to help you either way.

Of course, circumstances change for everyone and you may be getting ready to gear up to create a big business from your Mary Kay career. By ordering \$200 wholesale now, you keep the door open for that now or any time in the future. Some of our most successful Directors (myself included) have had periods in their careers where they had to put everything on hold for an extended period of time. By remaining active, we had the opportunity to run with our careers when the time was better.

I will be happy to help you when you decide to take your career to a higher level. Mary Kay Cosmetics is the #1 selling brand of skin care and color cosmetics in North America, so we really have, at our fingertips, the very best that money can buy. By staying active, you have a ringside seat in the success of this company and you can decide to jump on stage anytime you want!

Thank you for your interest and attention, Marg. I take pride in having you associated with our Unit. I wish you all the very best in whatever you decide.

Yours truly,

Ima Risingstar