

**BRICK, GENTRY, BOWERS, SWARTZ,
STOLTZE, SCHULING & LEVIS, P.C.**

ATTORNEYS AND COUNSELORS AT LAW

39TH AND INGERSOLL

550 THIRTY-NINTH STREET, SUITE 200

DES MOINES, IOWA 50312

TELEPHONE: (515) 274-1450

FACSIMILE: (515) 274-1488

AMY S. BEATTIE
JAMES R. BOWERS
DAVID E. BRICK
JAMES E. BRICK
JOSEPH S. BRICK
STEPHANIE L. BRICK DREY
STEVEN P. BRICK
KENNETH L. BUTTERS
PAUL A. DREY
NOLDEN GENTRY
THOMAS J. LEVIS

JAMES E. NERVIG
THOMAS P. SCHLAPKOH
MARK R. SCHULING
BRUCE H. STOLTZE
CLIFFORD S. SWARTZ

PATRICK M. MCGRAW
BILL MALLORY

OF COUNSEL:
PATRICK W. BRICK

GREETINGS:

I want to welcome you on behalf of my wife, Mona Butters, National Sales Director for Mary Kay, Inc. and myself to the Mary Kay "family". I thought I would provide you with a little background information on Mary Kay Cosmetics, a little about me and some of the things that you can expect your wife to be involved in as a Mary Kay Independent Beauty Consultant.

Mary Kay, Inc. is headquartered in Dallas, Texas and was formed in 1963. Each year since 1992 Mary Kay Cosmetics has done over one billion dollars in global sales. This past year the company did two billion dollars in total sales. Mary Kay is currently in 32 foreign countries. It is Big Business!

Mary Kay, Inc. has been ranked as one of the top ten companies in the United States for women to work for and presents a tremendous opportunity for your wife as well as yourself. The company for the last 11 years has been the No. 1 selling brand of skin care in the United States.

I am a practicing attorney and have been working with Mona for the last 13 years. I have met a number of husbands on various Mary Kay trips and at Seminar in Dallas who work part-time and even full-time in their wife's Mary Kay business. I speak at a number of meetings about the positive benefits of a Mary Kay career for a woman and also how husbands can help their wives in this business venture.

I have never run across a business opportunity such as this where someone can work part-time or full-time, depending on their own wishes, name their own hours so they can be home with children if they desire, spending \$100.00 minimum to get into the business and have a 90% guarantee buy-back on all products they purchase through Mary Kay, if returned within the first year of becoming a consultant. I have seen many women build upon this minimum \$100.00 investment to weekly income in excess of \$950.00 and yearly income in excess of \$95,000.00.

Mary Kay, Inc. is not a multi-level company, but a dual marketing system. All Consultants and Directors purchase their product directly from Mary Kay at discounts up to