

CYNTHIA L. GRESS



September 10, 2004

Name
Address
City, State, Zip

Dear :

I just wanted to take a quick minute to officially welcome you to Mary Kay Cosmetics! Whether you have chosen to be a consultant for personal use or to climb the ladder of success, I'd like to encourage you to take advantage of your new consultant orientation class. This class gives you a strong understanding of the many options you have in choosing your career path, as well as informing you of wonderful new consultant bonuses made available to you.

Because we are farther away from each other, I have video taped this class so that you can train yourself in the comfort of your own home. The tape is approximately 60 minutes long. I know you'll get lots of great information from it. I suggest deciding on an hour where you'll be least likely to be interrupted; also, have a pen and some paper by your side so you can take some notes. During the video I will refer to "handouts" (see enclosed). Each handout is numbered so you can easily follow along with the tape. I will be calling you in about a week to see if you have any questions. However, if you would prefer to call me sooner, feel free to do so.

I look forward to working with you and helping you to create the perfect Mary Kay Career tailored to your individual situation.

Sincerely,

Cyndee Gress
Independent National Sales Director