

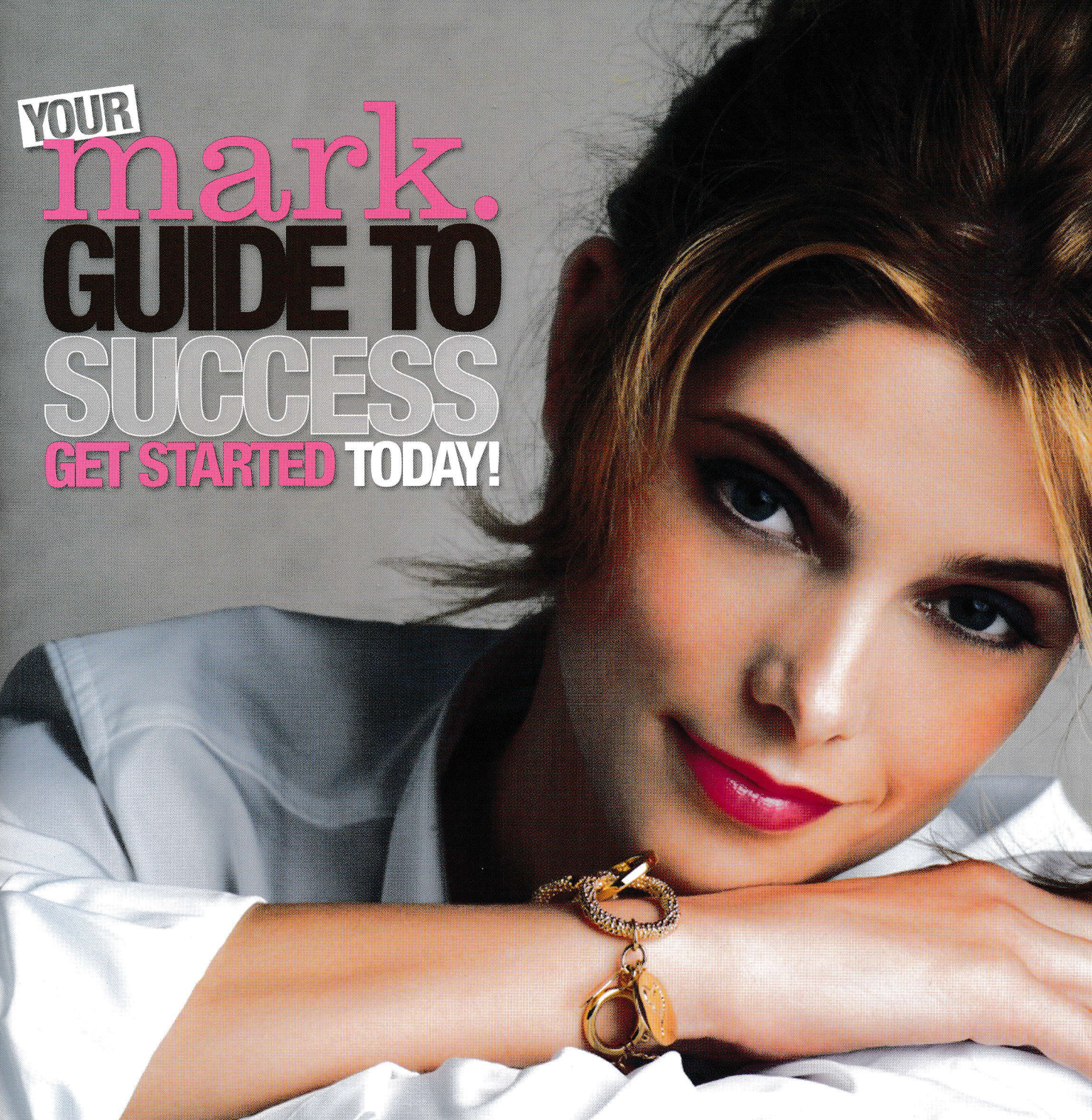
YOUR

mark.

GUIDE TO

SUCCESS

GET STARTED TODAY!





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ALWAYS TURN TO THE BACK OF A BOOK TO SEE HOW IT ENDS? WE GIVE YOU PERMISSION TO SNEAK A PEEK AT THE **GLOSSARY** FIRST TO FAMILIARIZE YOURSELF WITH SOME OF THE **mark.** LINGO.

mark. IS AN
EXPERTLY EDITED
BEAUTY
& FASHION
BOUTIQUE

**MAGNETIC, SASSY, UNEXPECTED AND FRESH, THE
mark. EXPERIENCE GIVES YOU AN OPPORTUNITY TO
MAKE YOUR OWN mark.**

As a **mark.** Rep you represent **cutting-edge fashion, accessories and customizable color palettes**—all inspired by the **hottest trends** of the season. We know you love beauty and fashion, so have fun, be your own brand ambassador, mix it up and, most of all, be unexpected. As a **mark.** Rep you'll now have access to our Reps-only site filled with great resources.

IT'S EASY! GO TO meetmark.com AND LOG IN AS A REP.

*Now get ready to make **YOUR** mark.*

EARN BIG HERE'S HOW:

DON'T BE SHY

Now's your time to shine. Learn to be a little more assertive. Carry your magalogs and business cards wherever you go and give them out with intent. Engage with potential Customers by showing your enthusiasm for **mark.** **Open up the mag and introduce them to our wonderful products.**

ABOUT FACE

You're not boring – so don't let your Facebook StoreCast seem dull or stuck in a rut, either. Keep it fresh and **Customers will be inspired to buy!** Want tips? Find them on your Rep home page under "Facebook tools." Click on "Facebook StoreCast" to **download the tip sheet.**

WRITE ON YOUR WALL

You've already got a **mark.** Facebook store, but how about **updating your Facebook status with news about your business?** It will help you to **mark.et** yourself and your business. Try posting a comment about a sale, a customer review, a success story or a fantastic new product. See what responses you get. **You'll be amazed!**

BRING 'EM BACK

Check in with your Customers Pay particular attention to those who have ordered skincare and makeup. Guess what? They're going to run out and need to order more! Offer to replenish items: click on "**web office**" and then "**order history**" to see when your Customers need refills of their favorite **mark.** products... and whatever you do, if you're emailing, include a link to your eBoutique. That way, they're just one click away from shopping with you again!

THE INSIDE TRACK

Trends change fast, but you're always in the know. That's because **every month, mark. launches a new magalog.** Reps get a preview and an insider view of these upcoming products. This preview is your **trend insider**, and it offers you a **35% or more savings!**



SHOW YOU CARE

Customer service is key! A happy Customer will want to order again. We know the product rocks...the rest is up to you. So make someone happy today! Check in and make sure that your Customers are satisfied. **Be their personal shopper!**

WEAR, SHARE AND SELL

Last but by no means least...
We've said it before and we'll say it again—

NEVER STOP

WEARING

OR TALKING ABOUT YOUR

mark. PRODUCTS

enthusiasm is contagious!

ON YOUR mark. GET SELLING. GO!



PLAN A PARTY

Introduce your friends to mark. Pick a date today—the sooner you start to party, the faster you'll make new Customers and have money in your pocket. You'll even find future hosts at your parties. Need party resources? Your Rep home page has all the information you'll need.

SET UP YOUR EBOUTIQUE AND MAKE MONEY WHILE YOU SLEEP

Your online store is a convenient way for your Customers to shop. Invite your friends and family to shop 24/7. Promote your store and your eBoutique address (URL) on email and on your new business card. After you log in as a **mark.** Rep on **meetmark.com**, click “open your eBoutique” on the left navigation bar. Then follow the easy steps! Be sure to have your checking account information ready so you can start **earning as soon as you start selling!**

GO TO YOUR VIRTUAL OFFICE

Who else can wear pajamas to the office?

Visit your **mark.** Web office whenever you like by simply selecting “**go to web office**” and signing in as a Rep. Once there, you'll find **great tools to help you manage your business.**



MEET YOUR MENTOR

Say hello to your new best friend.

Your **mark.** mentor can help turn your business dream into a reality. Your mentor will contact you. You can also find them and get tips, tricks and advice by going to “**know your mark. team**” on your Rep home page.

