Richard co-founded Mary Kay, Inc. in September 1963 with his mother, Mary Kay Ash. He served as the Company's General Manager until 1965, when he was elected Vice President. In 1968, he was elected President and Chief Executive Officer, and in November 1987, Richard was named Chairman of the Board.

In 1992, Richard became Chairman of the Board of Mary Kay Holding Corporation, the parent of the Mary Kay Inc. operating company. He returned as Chairman and Chief Executive Officer of Mary Kay Inc. in 2001. In April 2006, Richard assumed the title of Executive Chairman.

Richard has distinguished himself as an innovative marketer and financier. He received the 1968 "Marketing Man of the Year Award" from the North Texas Chapter of the American Marketing Association, becoming the youngest man ever to receive this award. During the same year, Richard took the Company public on the O.T.C. market and subsequently listed the Company on the New York Stock Exchange in 1976. In 1985, Richard led a group in the much-publicized leveraged buyout of Mary Kay Cosmetics, Inc.

Richard Rogers is a native Texan. He served in the U.S. Marine Corps and attended North Texas State University. Richard has three grown children and is married to Nancy.