

YOU ARE ONLY 16 CLASSES AWAY FROM D-I-Q!

ACTIVE TEAM MEMBERS

- | | |
|----------|-----------|
| 1. _____ | 6. _____ |
| 2. _____ | 7. _____ |
| 3. _____ | 8. _____ |
| 4. _____ | 9. _____ |
| 5. _____ | 10. _____ |

16 CLASSES

- | | |
|----------|-----------|
| 1. _____ | 9. _____ |
| 2. _____ | 10. _____ |
| 3. _____ | 11. _____ |
| 4. _____ | 12. _____ |
| 5. _____ | 13. _____ |
| 6. _____ | 14. _____ |
| 7. _____ | 15. _____ |
| 8. _____ | 16. _____ |

32 INTERVIEWS

- | | |
|-----------|-----------|
| 1. _____ | 17. _____ |
| 2. _____ | 18. _____ |
| 3. _____ | 19. _____ |
| 4. _____ | 20. _____ |
| 5. _____ | 21. _____ |
| 6. _____ | 22. _____ |
| 7. _____ | 23. _____ |
| 8. _____ | 24. _____ |
| 9. _____ | 25. _____ |
| 10. _____ | 26. _____ |
| 11. _____ | 27. _____ |
| 12. _____ | 28. _____ |
| 13. _____ | 29. _____ |
| 14. _____ | 30. _____ |
| 15. _____ | 31. _____ |
| 16. _____ | 32. _____ |

64 FACES

- | | | | |
|-----|-------|-----|-------|
| 1. | _____ | 33. | _____ |
| 2. | _____ | 34. | _____ |
| 3. | _____ | 35. | _____ |
| 4. | _____ | 36. | _____ |
| 5. | _____ | 37. | _____ |
| 6. | _____ | 38. | _____ |
| 7. | _____ | 39. | _____ |
| 8. | _____ | 40. | _____ |
| 9. | _____ | 41. | _____ |
| 10. | _____ | 42. | _____ |
| 11. | _____ | 43. | _____ |
| 12. | _____ | 44. | _____ |
| 13. | _____ | 45. | _____ |
| 14. | _____ | 46. | _____ |
| 15. | _____ | 47. | _____ |
| 16. | _____ | 48. | _____ |
| 17. | _____ | 49. | _____ |
| 18. | _____ | 50. | _____ |
| 19. | _____ | 51. | _____ |
| 20. | _____ | 52. | _____ |
| 21. | _____ | 53. | _____ |
| 22. | _____ | 54. | _____ |
| 23. | _____ | 55. | _____ |
| 24. | _____ | 56. | _____ |
| 25. | _____ | 57. | _____ |
| 26. | _____ | 58. | _____ |
| 27. | _____ | 59. | _____ |
| 28. | _____ | 60. | _____ |
| 29. | _____ | 61. | _____ |
| 30. | _____ | 62. | _____ |
| 31. | _____ | 63. | _____ |
| 32. | _____ | 64. | _____ |

“Whatever you can perceive and believe, you can achieve!”



You are only 16 classes away from DIQ, that’s 64 faces & 32 interviews. Remember to use the full circle approach by selling the product, booking from your classes and selecting no less than 2 ‘sparklers’ to interview and get their opinion of the Mary Kay Opportunity! Full circle success will put you in DIQ... Once you build your Team to 8 + you = 9 Each person holding 5 classes (a total of 45 classes) will put you in the ultrachic, ultrablue Suit!

