


My Mary Kay Goals for 2009 - 2010

I will be a ...



_____ By August 1st
 _____ By September 1st
 _____ By October 1st
 _____ By November 1st
 _____ By December 1st
 _____ By January 1st
 _____ Leadership Conference 2010
 _____ By March 1st
 _____ Career Conference 2010
 _____ By July 1st
 _____ Seminar 2010

Career Level	Active Team Members
Senior Consultant	1 - 2
Star Team Builder	3 - 4
Team Leader	5 - 7
Future Sales Director	8 +
Director In Qualification*	10 + by 1st of month & Star
Sales Director*	Build to 24 unit members in 1 - 4 months w/\$18,000
Grand Achiever Chevy Malibu 	14 + Active team members \$20,000 team production in 1 - 4 months

*Team members are Active in the month a \$200 + wholesale order goes in and the 2 months following that order.

Other Goals:

Number of Monthly Selling Appointments _____

Monthly Retail Goal: \$ _____

Monthly Wholesale Goal: \$ _____

Quarterly Wholesale Goals:

June 16 - September 15 Sapphire - \$1800 \$ _____

September 16 - December 15 Ruby - \$2400 \$ _____

December 16 - March 15 Diamond - \$3000 \$ _____

March 16 - June 15 Emerald - \$3600 \$ _____

Pearl - \$4800 \$ _____

Monthly Team Building Appointments: _____

Number of New Team Members per month: _____

Medaling Goal: (Gold =5, Silver=4, Bronze=3) _____

PCP Customers Enrolled Each Quarter: _____

Queen's



Court of Sales

\$36,000 Retail production from July 1, 2009 - June 30, 2010

Queen's



Court of Sharing

At least 24 new qualified* personal team members
July 1, 2009 - June 30, 2010

* A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company during the contest period. This means that if they order \$200 in 3 different months they are qualified!

* Check InTouch for full details of new DIQ Requirements

Lets Break It Down!

Queen's Court of Sales

\$36,000 Retail in 12 months
\$3,000 retail sold each month
\$750 retail sold each week
\$107 retail sold a day

Or on the average 3-4 Classes a week
with 4 new customers buying the basic set.

Plus extras from reorders, holiday sales, gift baskets, etc...

Queen's Court of Sharing

24 Seminar Qualified* Recruits
2 New Qualified Team Members a Month

*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company during the contest period.

This means that if your recruit orders \$200 in
3 different months they are qualified!

Sapphire Star Consultant

\$1,800 wholesale in 3 months
\$600 wholesale each month
\$150 wholesale each week
So Sell \$300 per week

Ruby Star Consultant

\$2,400 wholesale in 3 months
\$800 wholesale each month
\$200 wholesale each week
So Sell \$400 per week

Diamond Star Consultant

\$3,000 wholesale in 3 months
\$1,000 wholesale each month
\$250 wholesale each week
So Sell \$500 per week

Emerald Star Consultant

\$3,600 wholesale in 3 months
\$1,200 wholesale each month
\$300 wholesale each week
So Sell \$600 per week

Pearl Star Consultant

\$4,800 wholesale in 3 months
\$1,600 wholesale each month
\$400 wholesale each week
So Sell \$800 per week

Take Credit for Team Building:

You can earn additional team-building credits when you share the Mary Kay business opportunity and achieve \$1,800 minimum wholesale Section 1 orders within the contest quarter. Each qualified new personal team member you add equals 600 contest credits. It's a great way to support your wholesale Section 1 orders and move you to the next Star Consultant prize category and Ladder of Success recognition.

