

Be a Director in Five Months – Fabulous 50’s Director in Six Months!

1st Month Senior Consultant

Activity

- Hold 5 or more classes (3-4 women at class)
- Ask all 15-20 to listen to Mary Kay Marketing Plan
- Half will listen, recruit 2 new team members
- Meet 15-20 New Woman

Results

- **2 New Team Members**
- \$1,000 sales/\$400 profit
- 15-20 New Customers
- Earn Pearl Enhancer
- Order Red Jacket
- Earn 4% Commission

2nd Month Future Director

Activity

- Hold 10+ classes
- Ask 2 women each day to listen to Mary Kay Marketing Plan
- 15 will listen, 5-6 will join
- Meet 30-40 New Woman

Results

- **2+6 New Team Members = 8**
- \$2,000 sales/\$800 profit
- 30-40 New Customers
- Gold Recruiting Medal and name in *Applause*
- \$50 Rebate on Red Jacket
- Wear Red Jacket
- \$50 Bonus on team members 4-7
- Earn possible 13% Commission

3rd Month On Target Grand Achiever and Director in Qualification

Activity

- Hold 10+ classes
- Ask 2 women each day to listen to Mary Kay Marketing Plan
- 15 will listen, 3-4 will join
- Meet 30-40 New Woman

Results

- **8+4 New Team Members = 12**
- 30-40 New Customers
- Gold Recruiting Medal and name in *Applause*
- \$50 Bonus on each team member (\$250)
- Earn 13% Commission
- Earn 2005 Pontiac Vibe or money

4th Month DIQ You and your team will build to 30

Activity

- Hold 20 classes (4 classes a week)
- Ask 2 women each day to listen to Mary Kay Marketing Plan
- 28 will listen, recruit 5-6 will join
- Meet 60-75 New Woman

Results

- **12+6 New Team Members = 18**
- 60-75 New Customers
- Gold Recruiting Medal and name in *Applause*
- \$50 Bonus on 5 new recruits (\$250)
- 18 personal team members
- Earn 13% Commission

5th Month Time to finish up strong! Put it all together and become a Sales Director!

Activity

- Hold 20 classes (4 classes a week)
- Ask 2 women each day to listen to Mary Kay Marketing Plan
- 28 will listen, recruit 5-6 will join
- Meet 60-75 New Woman

Results

- **Your Team**
- **18+6 New Team Members = 24 + 8 = 32 total!**
- 60-75 New Customers
- Gold Recruiting Medal and name in *Applause*
- \$50 Bonus on 6 new recruits (\$300)
- 24 personal members and 8 new from your team
- Earn 13% Commission

6th Month Fabulous 50’s Elite Unit

Activity

- Hold 20 classes (4 classes a week)
- Ask 2 women each day to listen to Mary Kay Marketing Plan
- 28 will listen, recruit 5-6 will join
- Meet 60-75 New Woman

Results

- **32+6 New Team Members = 38 + 13 = 51 total!**
- Debut as a Fabulous 50’s Elite Unit
- On Target for Grand Prix
- Monthly Income over \$4,000

Month _____ Activity

Personal Retail Sales

- | | | | |
|---------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 700 | <input type="radio"/> 1300 | <input type="radio"/> 1900 |
| <input type="radio"/> 200 | <input type="radio"/> 800 | <input type="radio"/> 1400 | <input type="radio"/> 2000 |
| <input type="radio"/> 300 | <input type="radio"/> 900 | <input type="radio"/> 1500 | <input type="radio"/> 2100 |
| <input type="radio"/> 400 | <input type="radio"/> 1000 | <input type="radio"/> 1600 | <input type="radio"/> 2200 |
| <input type="radio"/> 500 | <input type="radio"/> 1100 | <input type="radio"/> 1700 | <input type="radio"/> 2300 |
| <input type="radio"/> 600 | <input type="radio"/> 1200 | <input type="radio"/> 1800 | <input type="radio"/> 2400 |

Wholesale Orders

- | | | | |
|---------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 1000 | <input type="radio"/> 1900 | <input type="radio"/> 2800 |
| <input type="radio"/> 200 | <input type="radio"/> 1100 | <input type="radio"/> 2000 | <input type="radio"/> 2900 |
| <input type="radio"/> 300 | <input type="radio"/> 1200 | <input type="radio"/> 2100 | <input type="radio"/> 3000 |
| <input type="radio"/> 400 | <input type="radio"/> 1300 | <input type="radio"/> 2200 | <input type="radio"/> 3100 |
| <input type="radio"/> 500 | <input type="radio"/> 1400 | <input type="radio"/> 2300 | <input type="radio"/> 3200 |
| <input type="radio"/> 600 | <input type="radio"/> 1500 | <input type="radio"/> 2400 | <input type="radio"/> 3300 |
| <input type="radio"/> 700 | <input type="radio"/> 1600 | <input type="radio"/> 2500 | <input type="radio"/> 3400 |
| <input type="radio"/> 800 | <input type="radio"/> 1700 | <input type="radio"/> 2600 | <input type="radio"/> 3500 |
| <input type="radio"/> 900 | <input type="radio"/> 1800 | <input type="radio"/> 2700 | <input type="radio"/> 3600 |

Skin Care Classes

- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9
- 10

Recruits

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