

Destination

DIRECTORSHIP

NEW!

You have the ability to lead; all you need to do is release it! 2015 sees Destination Directorship** back - and it's bigger and better than ever!

Becoming a Mary Kay Sales Director is life changing. Directorship establishes firm foundations for a future of increased earnings and rewards. YOU + Mary Kay = Success!



For Independent Beauty Consultants

Become a 'Sales Director In Qualification'* during 2015!

Here's what you get:

- An ultra-professional Mary Kay DIQ Business Pack* containing everything you need to lead your new Unit to success all located in this fabulous Mary Kay Business Organiser
- Eligible to attend Sales Director webinars.
- Personal mentoring calls and a chic Future Director's Pin.

Checkout the terms and conditions for even more exciting details!



Start your
ASCENT
NOW!

1. Promote the extra value monthly offers
2. Talk to your Sales Director and develop a weekly and monthly plan.
3. TRACK your achievement! If you don't know where you are, you can't reach your destination!

Destination LEADERSHIP

For NEW Sales Directors

Earn your 2016 Leadership Registration and Accommodation FREE!

Just do 2 things!

1. Simply debut as a New Independent Sales Director between January 1, 2015 - December 31, 2015
2. Ensure you have minimum DIQ production of **\$45,000 NZ\$50,500** and a minimum of 30 Active Team Members when you debut

For EXISTING Sales Directors

Earn your 2016 Leadership Registration and Accommodation FREE!

1. Achieve a minimum 10% unit retail growth in 2015 over your 2015 calendar year
2. Develop ONE offshoot DIQ or Sales Director during the promotion period

NEW and EXISTING Sales Director rewards:

FREE LEADERSHIP REGISTRATION

Free accommodation

*All other eligible rewards are as per the Advance Career Path program brochure.

** Conditions apply.

Destination Directorship General Terms and Conditions:

1. Promotion Dates: 1st January, 2015 to 31st December, 2015 as per Applause end of month cut off dates and times.
2. Available to all new and existing Independent Beauty Consultants, in Australia and New Zealand.
3. Any Independent Beauty Consultant, who enters Independent Sales Director in Qualification during the promotion period, is eligible to receive the DIQ Business Pack. The DIQ Business Pack will be sent directly from the corporate office in the month of achievement.
4. Any Independent Beauty Consultant, who is already at Independent Sales Director In Qualification status as at the 1st of January 2015, is eligible for the rewards of this promotion.
5. To be eligible for the Free Leadership 2016 Registration and two nights' Accommodation the achiever must maintain their Independents Sales Director status until the 1st of February 2016 and be fully registered for the 2016 Leadership conference.
6. The Leadership 2016 Accommodation will be for two nights commencing the night before the conference commences and will be paid directly by the corporate Mary Kay office.
7. The Leadership 2016 Registration will be reimbursed directly by the corporate office to the achievers Mary Kay account in February 2016.
8. The pre-Leadership reception for all existing DIQ's and new Independent Sales Directors will be held the night before the 2016 Leadership conference is due to commence, all achievers and their Senior Sales Directors will receive an invitation.
9. To be eligible to attend the pre-Leadership reception the achiever must maintain their Director in Qualification or Independent Sales Director status until the 1st of February 2016 and be fully registered for the 2016 Leadership conference.
10. All Independent Sales Directors qualifying requirements remain the same as per the advance Career Path program brochure.
11. Destination Directorship/Leadership rewards and/or bonuses can only be achieved once.
12. All achievers are to remain active during the promotion period.
13. Prizes are not transferrable, and no portion of the prize is redeemable for cash.
14. All achievers and new personal team members introduced during this promotion must be in good standing with the Company.

*The Company reserves the right to change the prizes and/or conditions of the program at any time without prior notice. In the event that any changes are made, the revised terms and conditions shall be posted on the Community Page.

2015 ISD Challenge General Terms and Conditions:

1. Promotion Dates: 1st January, 2015 to 31st December, 2015 as per Applause end of month cut off dates and times.
2. Available to all new and existing Independent Sales Directors, in Australia and New Zealand.
3. 2015 Unit Retail Production Conditions*
 - a. For any Independent Sales Director that debuted prior to the 1st of January 2014 to be eligible for the rewards, they must achieve a minimum 10% Unit Retail Sales production increase in the 2015 calendar year over their 2014 prior calendar year Unit Retail Sales production. The 10% Unit Retail Sales production increase must be greater than or equal to a minimum of **\$20,000 NZ\$22,500** to be considered eligible for the rewards of this promotion.
 - b. For any Independent Sales Director that debut on or after the 1st of January 2014 to be eligible for the rewards, they must achieve a minimum Unit retail Sales production of **\$120,000 NZ\$135,000** during the 2015 calendar year.
 - c. For any Independent Sales Director who did not meet the yearly minimum Unit Retail Sales production amount of **\$108,000 NZ\$121,500** during the 2014 Calendar Year, they must achieve a minimum Unit retail Sales production of **\$120,000 NZ\$135,000** during the 2015 calendar year to be eligible for the promotion.
4. For any Independent Sales Director to be eligible for the rewards of this promotion they must have an offshoot Director In Qualification or Independent Sales Director offshoot as at the 31st of December 2015. New Director In Qualification or Independent Sales Directors must also maintain their status until the 1st of February 2016.
5. To be eligible for the Free Leadership 2016 Registration and two nights' Accommodation the achiever must maintain their Independents Sales Director status until the 1st of February 2016 and be fully registered for the 2016 Leadership conference.
6. Any Independent Sales Director who has earned the Leadership 2016 Registration and Free Accommodation rewards via the 2015 Destination Directorship promotion, is not eligible for the rewards again via this promotion.
7. The Leadership 2016 Accommodation will be for two nights commencing the night before the conference commences and will be paid directly by the corporate Mary Kay office.
8. The Leadership 2016 Registration will be reimbursed directly by the corporate office to the achievers Mary Kay account in February 2016.
9. Prizes are not transferrable, and no portion of the prize is redeemable for cash.
10. All achievers and new personal team members introduced during this promotion must be in good standing with the Company.

*The Company reserves the right to change the prizes and/or conditions of the program at any time without prior notice. In the event that any changes are made, the revised terms and conditions shall be posted on the Community Page.