

MARY KAY



STAR

CONSULTANT PROGRAM

January 1, 2014 - December 31, 2014

Star Seller | Star Sharer | Star Achiever | Star Leader

Be a Star Seller!

Achieve great heights and quarterly gems

The Star Consultant and Ladder of Success program is a wonderful incentive program designed to encourage all Independent Beauty Consultants to achieve consistent sales goals over a calendar quarter.



Stars and Ladders!

As an Independent Beauty Consultant, you will receive your very first contemporary platinum and gold-tone Ladder of Success pin, with a corresponding gem and numbered insert. As you continue to achieve a Star every calendar quarter, you will receive a corresponding number insert to show the world how many quarters you've achieved Star Consultant Status. You can elevate to higher star levels and bonus rewards by adding teambuilding, refer to "Star Sharer" page.

Pearl	Emerald	Diamond	Ruby	Sapphire
When you have a minimum cumulative amount of \$15,000 NZ\$16,500 Section 1 Retail orders processed during a calendar quarter, you will receive a Pearl Star to add to your pin.	When you have a minimum cumulative amount of \$12,500 NZ\$13,750 Section 1 Retail orders processed during a calendar quarter, you will receive an Emerald Star to add to your pin.	When you have a minimum cumulative amount of \$10,000 NZ\$11,000 Section 1 Retail orders processed during a Calendar Quarter, you will receive a Diamond Star to add to your pin.	When you have a minimum cumulative amount of \$7,500 NZ\$8,250 Section 1 Retail orders processed during a calendar quarter, you will receive a Ruby Star to add to your pin.	When you have a minimum cumulative amount of \$5,000 NZ\$5,500 Section 1 Retail orders processed within a calendar quarter, you will receive a Sapphire Star to add to your pin.



Circle of Honour

When you achieve the Circle of Honour by achieving 56 quarters of Star Consultant status, you will receive an elegant pin that features genuine diamonds.



Be a Star Sharer!

Gorgeous Charms for Sharing!

Share along the way and point to the stars.

As you Teambuild*, you could receive a gorgeous bracelet with either a Gold, Silver or Bronze Mary Kay Letter Charm.

To qualify, you need to introduce:

5 or more new Team Members in a calendar month to be eligible to receive the Gold Charm

4 new Team Members in a calendar month to be eligible to receive the Silver Charm

3 new Team Members in a calendar month to be eligible to receive the Bronze Charm

Add it up!

Here's how you can elevate to the next star by incorporating both selling AND sharing.

Scenario 1 – Quarterly Breakdown

\$5,000 NZ\$5,500 = Sapphire Star	\$5,000 NZ\$5,500 = Sapphire Star	\$5,000 NZ\$5,500 = Sapphire Star	\$5,000 NZ\$5,500 = Sapphire Star	\$5,000 NZ\$5,500 = Sapphire Star
	Plus 2 New Qualified* personal Team members	Plus 4 New Qualified* personal Team members	Plus 6 New Qualified* personal Team members	Plus 8 New Qualified* personal Team members
	= Ruby Star	= Diamond Star	= Emerald Star	= Pearl Star

Scenario 2 – Quarterly Breakdown

\$5,000 NZ\$5,500 = Sapphire Star	\$7,500 NZ\$8,250 = Ruby Star	\$10,000 NZ\$11,000 = Diamond Star	\$12,500 NZ\$13,750 = Emerald Star
Plus 2 New Qualified* personal Team members	Plus 2 New Qualified* personal Team members	Plus 2 New Qualified* personal Team members	Plus 2 New Qualified* personal Team members
= Ruby Star	= Diamond Star	= Emerald Star	= Pearl Star

Climb even higher with selling and sharing!

Teambuilding can help you climb higher up the Ladder of Success. Once you achieve a minimum cumulative amount of \$5,000 NZ\$5,500 Section 1 Retail orders processed (a Sapphire Star) within a calendar quarter, you can lift yourself to the next level on the Ladder of Success with a minimum of 2 new qualified* Personal Team Members.

This means you'll be rewarded for balancing your business with retail Sales and Teambuilding efforts.



* A 'Qualified' new Team Member must have a minimum cumulative amount of \$1,000 NZ\$1,100 Section 1 Retail orders processed by the last ordering day of the month following the month in which the Independent Beauty Consultant Agreement was processed. The new Team Member counts for the quarter in which her qualifying order is processed. The Charm program runs on a monthly basis.

Be a Star Achiever!

Balance selling and sharing to receive stunning bonus level prizes*

Additionally if you reach the specified bonus level of selling and sharing each quarter, additional stunning prizes can be yours. (Check out Applause Magazine for each calendar quarter's 'Star Consultant' bonus level prize).

Diamond Star INCLUDING two personal *qualified new Team Members

Emerald Star INCLUDING two personal *qualified Team Members

Pearl Star INCLUDING two personal *qualified Team Members



*Prizes shown are examples only and are subject to change.

*A 'Qualified' new Team Member must have a minimum cumulative amount of \$1,000 NZ\$1,100 Section 1 Retail orders processed by the last ordering day of the month following the month in which the Independent Beauty Consultant Agreement was processed. The new Team Member counts for the quarter in which her qualifying order is processed. The Charm program runs on a monthly basis.

Year Long Consistency Achiever

Add some WOW!

By earning a 'Star' on your Ladder of Success each quarter for an entire year the special Ladder of Success Consistency Award will be yours.

You will receive:

1. A \$100 'Seminar Voucher' that can be redeemed against your Seminar registration
2. Special 'On Stage' recognition at Seminar



** A 'Qualified' new Team Member must have a minimum cumulative amount of \$1,000 NZ\$1,100 Section 1 Retail orders processed by the last ordering day of the month following the month in which the Independent Beauty Consultant Agreement was processed. The new Team Member counts for the quarter in which her qualifying order is processed. The Charm program runs on a monthly basis.*

Bring in 3 new Team Members in a month and you qualify as a Bronze achiever and are eligible for a Bronze Charm.

Bring in 4 new Team Members in a month and you qualify as a Silver achiever and are eligible for a Silver Charm. Bring in 5+ new Team Members in a month and you qualify as a Gold achiever and are eligible for a Gold Charm. Speak to your Director about how you can receive this beautiful bracelet and charms.

† The first time you qualify for either a Gold, Silver or Bronze charm you will be eligible to receive the bracelet and corresponding Charm. Thereafter, every time you qualify for a charm you will only be eligible to receive the Charm.

†† New Team Members do not need to be active or qualified for the sharer to receive a Letter Charm.

Be a Star Leader (For Sales Directors Only)

Set your Goals, add some inspiration to your Unit and be a 'Star' Sales Director

Achieve Star Sales Director status with four or more Unit Star Consultants. You will receive a stunning two-tone charm brooch with Star charm. Then with consistent performance developing star consultants each quarter you can receive additional stars and exciting consistency rewards that grow as you do.

Turn Up the Excitement AND Lead your 'Stars'

Quarterly achievements lead you to consistency awards.

Quarterly Rewards: You will receive the Star Sales Director brooch the first quarter you qualify as a Star Sales Director at any level. Then, your quarterly award is a genuine gemstone charm for your Star Sales Director brooch.

Consistency rewards are based on the total number of Star Consultants* in your Unit during the Seminar year. To qualify, you must maintain Star Sales Director status every quarter and have a minimum of 16 Unit Star Consultants in the reward year. Of course as a Sales Director you will want to lead the

way, and you too are included in the total. Remember, there are no limits to how high you can go. Just imagine what you could achieve!



Quarterly Reward	Consistency Reward
	SAPPHIRE STAR SALES DIRECTOR
4-8 Unit Star Consultants Sapphire Gemstone Charm	16-35 Unit Star Consultants at year end <ul style="list-style-type: none"> • On stage recognition at Seminar • Registration Fees for Seminar
	RUBY STAR SALES DIRECTOR
9-12 Unit Star Consultants Ruby Gemstone Charm	36-51 Unit Star Consultants at year end <ul style="list-style-type: none"> • On stage recognition at Seminar • Registration Fees for Seminar and Leadership Conference
	DIAMOND STAR SALES DIRECTOR
13-16 Unit Star Consultants Diamond Gemstone Charm	52-67 Unit Star Consultants at year end <ul style="list-style-type: none"> • On stage recognition at Seminar • Registration Fees for Seminar and Leadership Conference plus \$250 NZ\$300 to use towards travel for these events.
	EMERALD STAR SALES DIRECTOR
17 or more Unit Star Consultants Emerald Gemstone Charm	68 or more Unit Star Consultants at year end <ul style="list-style-type: none"> • On stage recognition at Seminar • Registration fees for Seminar and Leadership Conference plus \$500 NZ\$550 to use toward travel to each of these events

For full terms and conditions, visit the Community Page.