

# Seminar 2015



## Mary Kay® Goals!

### I WILL BE A...

Career Level

\_\_\_\_\_ by Feb. 1st  
 \_\_\_\_\_ by Mar. 1st  
 \_\_\_\_\_ by Apr. 1st  
 \_\_\_\_\_ by May 1st  
 \_\_\_\_\_ by June 1st

### CAREER LEVEL

Senior Consultant  
 Star Team Builder  
 Team Leader  
 Future Sales Director  
 DIQ (*Be A Star Consultant*)  
 On-Target Car  
 Grand Achiever

### ACTIVE TEAM MEMBERS

1  
 3  
 5  
 8  
 10 on the last day of the month  
 5 + \$5,000 Team W/S  
 14 + Active \$20,000 Team Wholesale production in 1-4 months

### OTHER GOALS:

Monthly Retail Goal: \$ \_\_\_\_\_  
 Number of Monthly Selling Appt. \_\_\_\_\_  
 Monthly Wholesale Goal: \$ \_\_\_\_\_

*\*Team Member is ACTIVE in the month a min. W/S order goes in and 2 months following the order. Min. order is \$225 W/S.*

### QUARTERLY WHOLESALE GOALS:

Dec. 16th - Mar. 15th \_\_\_\_\_  
 March 16th - June 15th \_\_\_\_\_  
 Monthly Team Building Appt: \_\_\_\_\_  
 # of New Team Members per month: \_\_\_\_\_



### QUEEN'S COURT OF PERSONAL SALES

\$40,000 RETAIL production  
 July 1, 2014 - June 30th, 2015

### QUEEN'S COURT OF SHARING

Min. of 24 new qualified\* personal team members - July 1, 2014 - June 30, 2015  
*(Total \$600+ wholesale orders must be received in the same or following calendar month or new consultants must be a Star consultant one quarter).*

### CLASS OF 2015 DIRECTOR

Debut as an Independent Sales Director by July 1, 2015, and you will receive fabulous rewards  
 Offspring a Sales Director and receive even more prizes!

