



# year one new sales director track to *run*

## head of the *class*

*Your first month as a new Independent Sales Director can be full of rewards and recognition. Take the challenge, and enjoy your spotlight!*

### *the challenge*

By the end of the first month following your debut date:

- Achieve a total of at least \$5,000 in adjusted unit wholesale production.
- Add two new qualified\*\* personal team members whose Independent Beauty Consultant Agreements and initial \$600 in wholesale Section 1 orders are received during the first month following your debut date.

### *rewards\**

- **A cash bonus of \$500**
- Name recognition in *Applause*® magazine
- Namebadge ribbon at Leadership Conference

## on the *move*

*Cash! Jewelry! Recognition! Your first three months as a new Independent Sales Director can be just the beginning of a lifetime of rewards. Take the challenge, and you're on your way!*

### *the challenge*

By the end of the third month following your debut date:

- Achieve a total of at least \$15,000 in adjusted unit wholesale production.
- Add three or more qualified\*\* personal team members whose Independent Beauty Consultant Agreement and initial \$600 in wholesale Section 1 orders are received during the three months following your debut date.

### *rewards\**

- **\$1,000 bonus\*\*\***
- *On the Move* stackable stainless steel ring
- Name recognition in *Applause*® magazine
- Namebadge ribbon at Leadership Conference
- Standing recognition at Leadership Conference

**\$500 Senior Director bonus** – Senior unit must have 50 active unit members after close out of current month of the contest period of offspring achieving program or with at least 30 if an additional offspring debuts in last three months of the contest period.

## fabulous 50s

*You have the power to take your business to new heights. So take the Fabulous 50s Challenge and keep the fabulousity going!*

### *the challenge*

By the end of the sixth month following your debut date:

- Achieve a total of at least \$30,000 in adjusted unit wholesale production.
- Achieve and maintain 50 active unit members after close out of current month.

### *rewards\**

- **\$1,000 bonus\*\*\***
- *Fabulous 50s* stackable stainless steel ring
- Name recognition in *Applause*<sup>®</sup> magazine
- Leadership Conference registration reimbursement
- Namebadge ribbon at Leadership Conference
- Standing recognition at Leadership Conference

**\$500 Senior Director bonus** – Senior unit must have 50 active unit members after close out of current month of the contest period of offspring achieving program or with at least 30 if an additional offspring debuts in last three months of the contest period.

## honor *society*

*You're growing - and going for your dreams. Take the Honor Society Challenge - there's no stopping you!*

### *the challenge*

By the end of the 12<sup>th</sup> month following your debut date:

- Achieve a total of at least \$60,000 in adjusted unit wholesale production.
- Achieve and maintain 50 or more active unit members after close out of current month.

### *rewards\**

- **\$1,000 bonus\*\*\***
- *Honor Society* stackable stainless steel ring
- Photo recognition in *Applause*<sup>®</sup> magazine
- Namebadge ribbon at Leadership Conference
- Standing recognition at Leadership Conference
- Seminar registration reimbursement

**\$500 Senior Director bonus** – Senior unit must have 50 active unit members after close out of current month of the contest period of offspring achieving program or with at least 30 if an additional offspring debuts in last three months of the contest period.

## dean's *list*

*Can you be the one on top? Sure you can. Remember, what you believe, you can achieve. So take the challenge and take it to the top!*

### *the challenge*

By the end of the 12<sup>th</sup> month following your debut date:

- Achieve the Mary Kay *Honor Society* and be the Sales Director with the highest adjusted unit wholesale production in your debuting quarter and have a unit size of at least 50.

### *rewards\**

- A 14k yellow gold blue topaz ring accented with 12 brilliant cut diamonds, weighing approximately 0.50 carats



- Photo recognition in *Applause®* magazine
- Namebadge ribbon at Leadership Conference
- Standing recognition at Leadership Conference

## Triple *crown*

*Why not triple your success? Take the Triple Crown Challenge and you could earn \$3,000 in bonuses!*

### *the challenge*

By the end of the 12<sup>th</sup> month following your debut date, achieve all three programs:

- *On the Move*
- *Fabulous 50s*
- *Honor Society*

### *rewards\**

All of the awards and bonuses from *On the Move*, *Fabulous 50s* and *Honor Society* **PLUS**

- Your choice of a 14k white or yellow gold ring with 3 round brilliant cut diamonds weighing a total of approximately 0.60 carats.



- Standing recognition at Leadership Conference
- Namebadge ribbon at Leadership Conference
- Photo recognition in *Applause®* magazine

\* Beginning August 1<sup>st</sup>, 2014, achievers of these programs will be eligible for these new rewards.

\*\*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and initial \$600 in wholesale Section 1 orders are received within the contest period.

\*\*\*Effective with qualifiers through June 2015 \$1,000 contest bonuses that will be paid at the end of the following month after a new Independent Sales Director achieves the new Sales Director program.