



# DANFORTH CONSULTANT PIN

You can earn your CONSULTANT PIN ...  
*then* ENHANCER ... *then* CRYSTAL CHARMS

(This contest is for **Danforth Area** Consultants only)

January 1, 2013

Success is the sum of small efforts, repeated day in and day out, with never a thought of frustration, with never a moment of doubt. Whatever your cherished ambition, begin **now** to make it come true, through efforts repeated, un-tiring, put faith in the thing that you do.

\* \$600 W/S+ ORDER PLACED THIS MONTH ... DATE of ORDER: \_\_\_\_\_ \*

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\* \$600 RETAIL SOLD THIS MONTH ... RETAIL SOLD TOTAL: \_\_\_\_\_ \*

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\* SHARE CAREER INFORMATION WITH 6 IN 1 CALENDAR MONTH \*

You must include your Director or DIQ on phone or in person

1.	Response	Whl Order \$_____
2.	Response	Whl Order \$_____
3.	Response	Whl Order \$_____
4.	Response	Whl Order \$_____
5.	Response	Whl Order \$_____
6.	Response	Whl Order \$_____

&

\* MAKEOVER 30 "NEW-TO-YOU" FACES IN ONE CALENDAR MONTH \*

Please fill in the amount sold to the person... no minimum, just curious

1.	\$_____	8.	\$_____	15.	\$_____	22.	\$_____
2.	\$_____	9.	\$_____	16.	\$_____	23.	\$_____
3.	\$_____	10.	\$_____	17.	\$_____	24.	\$_____
4.	\$_____	11.	\$_____	18.	\$_____	25.	\$_____
5.	\$_____	12.	\$_____	19.	\$_____	26.	\$_____
6.	\$_____	13.	\$_____	20.	\$_____	27.	\$_____
7.	\$_____	14.	\$_____	21.	\$_____	28.	\$_____
X		29.	\$_____	30.	\$_____	X	

**CIRCLE ONE:** Danforth Consultant Pin - Enhancer - Crystal Charm

PLEASE PRINT & USE BLACK INK FOR THE FOLLOWING INFO... IT FAXES MORE CLEARLY... THANKS!

Return THIS VOUCHER to PAT by the 10<sup>th</sup> of following month ... MONTH EARNED: \_\_\_\_\_

E-Mail: pat@patdanforth.com or FAX: 512-264-1681

Your Name: \_\_\_\_\_ Your Phone Number: \_\_\_\_\_

Director's Name: \_\_\_\_\_ Your E-Mail Address: \_\_\_\_\_

Your Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

(Please return this page to your Director, not to PAT)

## Personal Goal Setting... How much do I want to make?

Setting your goals using the Danforth Consultant Pin program is the best way to build your MK business.

Whether you want to earn \$50 a month or \$5000 a month, this program can support you in getting there!

Turn this Goal Page in to your Director so she can help you map out a plan!

Consultant Name: \_\_\_\_\_

Phone Number: \_\_\_\_\_

### HOW MUCH DO YOU WANT TO MAKE?

Think about your finances. What income could you use to: help out the budget, plan your vacation, pay for your / your daughter's wedding, save for a down payment on your new house? By deciding on a dollar amount, we can plan what you need to do to get there. \$\_\_\_\_\_ (weekly) \$\_\_\_\_\_ (monthly)

### SUCCESS MEETING

All Consultants benefit from attending their local success meeting. This is where you will receive recognition for your efforts and accomplishments, as well as all the up-to-date Mary Kay information. Success meetings will provide you with a large portion of your Mary Kay education and inspiration!

### MINIMUM \$600 W/S ORDER PLACED DURING MONTH

When you order at least \$600 wholesale in a month you receive at product bonuses and you are qualified for your 13% team-building check (when you have 5 personal team members who place at least \$200 wholesale that month). Also... the qualifying \$600 wholesale each month will keep you on track for Star Consultant!

### SHARING THE CAREER INFORMATION 6 TIMES IN ONE CALENDAR MONTH

You will need to share your Mary Kay career information with at least 6 quality prospects, and your Director or DIQ must participate by phone or in person. When you build your Team, you multiply your time invested. Team building brings commission checks in addition to your sales; building present *and future* income. Mary Kay's mission is changing women's lives and making dreams come true. When you share this opportunity, you are enriching someone's life... we only grow when we grow together. The team building average is 1 or 2 team members for every 6 times you share the career information. How many interviews will you need for your goal? The women from your selling appointments are the best ones to approach!

Interviews Weekly \_\_\_\_ Interviews Monthly \_\_\_\_ Interviews Quarterly \_\_\_\_

### MINIMUM 30 "NEW-TO-YOU" FACES IN ONE CALENDAR MONTH

Set your goal for how many Faces/Classes you want to hold weekly. It can be any type of Face/Class (ie. Skin Care, Color, Product Preview, etc.) Faces don't require a minimum in sales; you can make up your \$600 retail qualification with reorders if necessary. However, keep in mind that it is A LOT better to do Classes to reach your 30 "New to You" Faces than to do them individually! The number of Classes you hold each week will determine the amount of money you will make. They will develop your customer base and your reorder income will start to build! "New Faces" must be 18 years or older to count and not have a Mary Kay Consultant (even YOU!). Additional Guests are welcome, but only the above will count.

## MAKING IT HAPPEN

Just keep track on your goal sheet and make it happen. You can't control people's choices, but YOU can control the number of people you talk to! You can do it!