

# Seminar 2014

## MARY KAY GOALS!



### I WILL BE A . . .

#### Career Level

\_\_\_\_\_ by Jan. 31st  
 \_\_\_\_\_ by Feb. 28th  
 \_\_\_\_\_ by Mar. 31st  
 \_\_\_\_\_ by Apr. 30th  
 \_\_\_\_\_ by May 31st  
 \_\_\_\_\_ by June 30th

#### Other Goals:

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

Quarterly Wholesale goals:  
 Jan 15—Apr 15 \_\_\_\_\_  
 Apr 16—June 15 \_\_\_\_\_

Monthly Team Building Appointments: \_\_\_\_\_  
 Number of New Team Members per month: \_\_\_\_\_

- Queen's Court of Personal Sales**—\$36,000 RETAIL production July 1, 2013–June 30, 2014
- Queen's Court of Sharing**—Minimum 24 new qualified\* personal team members July 1, 2013 - June 30, 2014 (Agreement & total \$600+ wholesale orders must be received 7/1/2013–6/30/2014)

Other Goals \_\_\_\_\_

#### 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+ \$5000 TEAM W/S  
 14+ ACTIVE \$20,000 TEAM WHOLESALE PRODUCTION IN 1–4 MONTHS

\*Team Member is ACTIVE in the month a minimum w/s order goes in and 2 months following the order. Minimum order in Jan-Feb is \$200+ w/s. After March 1st, minimum order is \$225+ w/s.

Sapphire \$1800  
 Ruby \$2400  
 Diamond \$3000  
 Emerald \$3600  
 PEARL \$4800

