

Elevate Yourself to **DIQ SUCCESS**



1 Month Program

18,000 Production
 Minimum 1,800 Personal & 16,200 Team Production
 Personal Recruiting Goal: 5
 Team Recruiting Goal: 9
 24 Total Active Consultants



2 Month Program

#1 month	#2 month
8,000 Total Minimum Production	10,000 Total Minimum Production
\$900 Personal production	\$900 Personal Production
7,100 Team Production	9,100 Team Production
Personal Recruiting Goal: 3	Personal Recruiting Goal: 3
Team Recruiting Goal: 5	Team Recruiting Goal: 5
26 Total Active Consultants	

3 Month Program

#1 month	#2 month	#3 month
\$ 7000 Production	8,000 production	10,000 Production
\$600 Personal Production	\$600 Personal Production	\$600 Personal Production
\$ 6,400 Team production	7,400 Team Production	9,400 Team Production
Personal Recruiting Goal: 3	Personal Recruiting Goal: 3	Personal Recruiting Goal: 3
Team Recruiting Goal: 5	Team Recruiting Goal: 5	Team Recruiting Goal: 5
34 Total Active Consultants		
Team goal happens from moving new to Senior and on to RED Jacket Status.		
3 New Red Jackets during DIQ Period.		

DIQ Program Requirements

DIQ may qualify as an Independent Sales Director in one, two, three or four months, based on when she achieves the following:

- \$18,000 cumulative unit wholesale production
- 24 total active unit members (none of your UM can be any of the following; the spouse of an Independent Beauty Consultant, your spouse, a current DIQ or a current Sales Director)
- \$4,000 per month minimum wholesale unit production to continue qualifying
- \$1,800 in personal cumulative wholesale production.

At least 10 of 24 active unit members (not including the DIQ) must have at least \$600 in personal cumulative wholesale production.

The DIQ's unit members must contribute at least \$14,000 toward the \$18,000 whlse production requirement.

The DIQ may contribute up to \$4,000 in personal wholesale Section 1 production toward the \$18,000 cumulative wholesale production during the qualification period.

The DIQ must be active at the end of the qualification period.

The qualifying unit is comprised of the DIQ and her personal team members. The unit also includes team members' recruits whose Agreements are accepted by the Company on or after the first day of the month in which the DIQ begins Sales Director qualification. Team members' recruits whose Independent Beauty Consultant Agreements were accepted by the Company prior to her first month of qualification remain in the parent unit.