

Be a Star!

What is the star consultant program?

The Star Consultant Program recognizes selling consultants! You can earn Star Consultant Status each quarter, from:

June 16 - September 15

September 16 - December 15

December 16 - March 15

March 16 – June 15

There are 5 Star Consultant Levels:

Sapphire \$1,800 wholesale orders

Ruby 2,400 contest credits

Diamond 3,000 contest credits

Emerald 3,600 contest credits

Pearl 4,800 contest credits

Once you are a Sapphire Star, you can earn credit for your sales (as demonstrated by wholesale ordering) and your team building. After you reach Sapphire Star Level, you can earn an additional 600 contest credits for each personal qualified team member you add within the contest quarter. A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 wholesale Section 1 orders are placed within the contest quarter.



What can I earn?

You will receive a gorgeous Star Pin from the company, as well as your choice of some gorgeous prizes! Mary Kay will send you an e-mail notification at the end of each quarter and you get to go online and “shop” with your contest credits! Then Mary Kay will ship it directly to your door!



How do I do it?

Well, a Star Consultant orders a minimum of \$1800 within one quarter, so....

\$1800 wholesale ordered in one quarter...

= \$600 wholesale order placed each month

= \$1200 retail sold each month

= \$300 sold weekly

= 3 selling appointments weekly!

*Your number one goal as a new consultant should be to be a
Star Consultant.*

This is the most important program in Mary Kay.

Focusing on STAR will build your customer base like nothing else!

Remember, STARS earn CARS!