

# MARY KAY® Career Path



## Sales Director and above

24+ Unit Members  
**9-13% Unit Commission +**  
**9-13% Personal Team Commission +**  
**Bonuses starting at \$500/mo & much more!**  
**\$100 Bonus ea qualified New Team Member**

## DIQ (Director in Qualification)

10+ Unit Members  
 Star Consultant consistency  
**9-13% Personal Team Commission**  
**\$50 Bonus each qualified New Team Member**

## Car Driver (Grand Achiever)

14+ Active Team Members + production  
 4 months to qualify  
**9-13% Personal Team Commission**  
**\$50 Bonus each qualified New Team Member**

## Future Director

8+ Active Team Members  
**9-13% Personal Team Commission**  
**\$50 Bonus each qualified New Team Member**

## Team Leader

5+ Active Team Members  
 Eligible to go On-Target for earning Career Car  
**9-13% Personal Team Commission**  
**\$50 Bonus each qualified New Team Member**

## Star Team Builder

3+ Active Team Members  
 Eligible to wear the coveted Red Jacket  
**4% Personal Team Commission**  
**\$50 Bonus each qualified New Team Member**

## Senior Consultant

1-2 Active Team Members  
**4% Personal Team Commission**

## Independent Beauty Consultant

Star Consultant, Company and Unit Prizes  
 Bonus Products  
 These Benefits + more as you advance Career Path  
**50% discount on all Section 1 products**  
**50% profit with each customer product purchase**