

# Go for the

## Celebrating 50 Years

July 1, 2013 - June 30, 2014

# Gold!

## 2014 Seminar Awards

### Court of Sales

\$36,000 Personal  
Estimated Retail Production

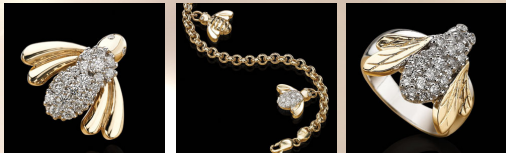


### Runners-Up

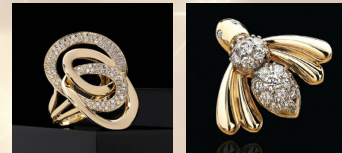


### Court of Sharing

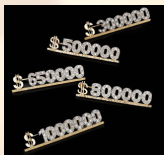
24 Qualified  
New Team Members



### Queen of the Courts



### Unit Circles



### Top Director Trip



### Half-Million Dollar Circle



### Star Achievement



### \$800,000 Circle of Excellence



# Go for the *Gold!*

Seminar 2014



## *Court of Sharing - 24 Qualified\* Team Members*

Write only your new Qualified Team Members name in a box.  
Use the "Team Members Tracking Sheet" to track all of them.

**1.**  
Name:  
Start Date:  
Orders Total:

**2.**  
Name:  
Start Date:  
Orders Total:

**3.**  
Name:  
Start Date:  
Orders Total:

**4.**  
Name:  
Start Date:  
Orders Total:

**5.**  
Name:  
Start Date:  
Orders Total:

**6.**  
Name:  
Start Date:  
Orders Total:

**7.**  
Name:  
Start Date:  
Orders Total:

**8.**  
Name:  
Start Date:  
Orders Total:

**9.**  
Name:  
Start Date:  
Orders Total:

**10.**  
Name:  
Start Date:  
Orders Total:

**11.**  
Name:  
Start Date:  
Orders Total:

**12.**  
Name:  
Start Date:  
Orders Total:

**13.**  
Name:  
Start Date:  
Orders Total:

**14.**  
Name:  
Start Date:  
Orders Total:

**15.**  
Name:  
Start Date:  
Orders Total:

**16.**  
Name:  
Start Date:  
Orders Total:

**17.**  
Name:  
Start Date:  
Orders Total:

**18.**  
Name:  
Start Date:  
Orders Total:

**19.**  
Name:  
Start Date:  
Orders Total:

**20.**  
Name:  
Start Date:  
Orders Total:

**21.**  
Name:  
Start Date:  
Orders Total:

**22.**  
Name:  
Start Date:  
Orders Total:

**23.**  
Name:  
Start Date:  
Orders Total:

**24.**  
Name:  
Start Date:  
Orders Total:

\*To be qualified a minimum of \$600 in wholesale Section 1 orders must be received and accepted by the Company during the Seminar contest period (July 1, 2012 – June 30, 2013). A maximum of 13 new actual team members may count toward the 24 required in any calendar month.

# Go for the *Gold!*

Seminar 2014

## Queen's Court of Sales Tracking Sheets

The sheets on the following pages allows you to plan your sales goals so your business to grow with consistency and strength no matter where you are today!

Remember all the ways that you create additional sales; new Miracle set clients and the reorders that will generate, plus Christmas, Valentine's Day, Mother's Day, Father's Day, Graduations and other Holidays, wholesale order product bonuses, and Preferred Customer Gift with Purchase credits!

**I hope that you will take this to heart!** Set your goals high and keep this as a tracking sheet in your date book or Dream Notebook. Chart yourself each week, make a larger goal poster by enlarging this one and placing it on your office door. Fill in the numbers each week and make it a game to do a little extra each week!

*Get pictures of your prize goals and cut them out to tape to your date book, computer, bathroom mirror, refrigerator, the back side of the door through which you leave your house, car steering wheel, rearview mirror, car visor, anywhere you will see them daily!*

**YOU CAN DO THIS!!**

**I KNOW YOU CAN and IT IS SO WORTH IT!!!**

The feeling of accomplishment and pride in knowing how many clients you served, and being rewarded by one of these lavish prizes...

**You ARE a STAR!!**



## Holidays To Remember

Date	Event
1/1	New Year's Day
1/19	Martin Luther King Day
2/7	Super bowl Sunday
2/14	Valentine's Day
3/17	St. Patrick's Day
3/20	Spring Begins
4/4	Easter Sunday
4/15	Tax Day
4/21	Administrative Professionals Day
5/9	Mother's Day
5/12	Mary Kay's Birthday
May	Proms & Graduations
5/25	Memorial Day
6/21	Summer Begins
6/20	Father's Day
7/4	Independence Day
8/1	School Begins
9/7	Labor Day
9/22	Fall Begins
10/1	Breast Cancer Awareness Month
10/16	National Boss's Day
10/31	Halloween
11/11	Veterans Day
11/25	Thanksgiving Day
11/26	Black Friday
12/21	Winter Begins
12/25	Christmas Day

# Go for the *Gold!*

Seminar 2014



*Queen's Court of Sales -  
\$36,000 Retail (\$18,000 Wholesale)*

\$600 Date:	\$600 Date:	\$600 Date:	\$600 Date:	\$600 Date:
\$600 Date:	\$600 Date:	\$600 Date:	\$600 Date:	\$600 Date:
\$600 Date:	\$600 Date:	\$600 Date:	\$600 Date:	\$600 Date:
\$600 Date:	\$600 Date:	\$600 Date:	\$600 Date:	\$600 Date:
\$600 Date:	\$600 Date:	\$600 Date:	\$600 Date:	\$600 Date:
\$600 Date:	\$600 Date:	\$600 Date:	\$600 Date:	\$600 Date:
\$600 Date:	\$600 Date:	\$600 Date:	\$600 Date:	\$600 Date:

† "Estimated retail production" equals estimated retail sales, calculated based on wholesale purchases of Section 1 products, the retail value of Section 1 product bonuses, plus Preferred Customer Program gifts purchased at cost  
\*\* Excel version of this table available at <http://bit.ly/KK2014MKCourts>.