

My Mary Kay

Goals

for 2013 - 2014



Go for the

Gold!

Celebrating 50 Years
July 1, 2013 - June 30, 2014

I will be a...



- By August 1st
- By September 1st
- By October 1st
- By November 1st
- By December 1st
- By January 1st
Leadership Conference 2014
- By March 1st
Career Conference 2014
- By July 1st
Seminar 2014

Career Level

- Senior Consultant
- Star Team Builder
- Team Leader
- Future Sales Director
- Director In Qualification
- Sales Director

Grand Achiever



*Team members are Active in the month a \$200 + wholesale order goes in and the 2 months following that order.

Active Team Members

- 1 - 2
- 3 - 4
- 5 - 7
- 8 +
- 10 + by 1st of month & Star Build to 24 unit members in 1 - 4 months w/\$18,000
- 14 + Active team members \$20,000 team production in 1 - 4 months

Other Goals:

Number of Monthly Selling Appointments: _____

Monthly Retail Goal: \$ _____

Monthly Wholesale Goal: \$ _____

Quarterly Wholesale Goals:

- Jun. 16 - Sep. 15 Sapphire - 1,800
- Sep. 16 - Dec. 15 Ruby - 2,400
- Dec. 16 - Mar. 15 Diamond - 3,000
- Mar. 16 - Jun. 15 Emerald - 3,600
- Pearl - 4,800

Monthly Team Building Appointments: _____

Number of New Team Members per month: _____

Medaling Goal: (Gold =5, Silver=4, Bronze=3) _____

PCP Customers Enrolled Each Quarter: _____



Lets Break It Down!

Sapphire Star Consultant

\$600 wholesale each month
\$150 wholesale each week
So Sell \$300 per week

Ruby Star Consultant

\$800 wholesale each month
\$200 wholesale each week
So Sell \$400 per week

Diamond Star Consultant

\$1,000 wholesale each month
\$250 wholesale each week
So Sell \$500 per week

Emerald Star Consultant

\$1,200 wholesale each month
\$300 wholesale each week
So Sell \$600 per week

Pearl Star Consultant

\$1,600 wholesale each month
\$400 wholesale each week
So Sell \$800 per week



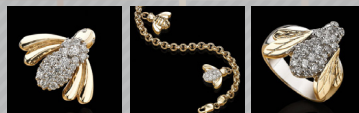
Queen's Court of Sales

\$36,000 Retail production from
July 1, 2013 - June 30, 2014



Queen's Court of Sharing

At least 24 new qualified*
personal team members
July 1, 2013 - June 30, 2014



Queens Court of Sales

\$36,000 Retail in 12 months
\$3,000 retail sold each month
\$750 retail sold each week
\$107 retail sold a day

Queens Court of Sharing

24 Seminar Qualified* Recruits
2 New Qualified Team
Members a Month



* A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company during the contest period. This means that if they order \$200 in 3 different months they are qualified!