

Are You Ready To Move Up?

Below are some qualities to **strive for** as you begin moving into a Leadership Position with Mary Kay! As you know, nothing is mandatory in our Company, but the more qualities you can “check” the more successful you will be and the faster you will move up! We look forward to working with you in a Leadership Position!



- ___ Have you read Mary Kay's Autobiography AND listened to the Pearls of Wisdom CD's? [Section #2]
- ___ Do you feel you are dependable?
- ___ Do you feel you possess integrity & honesty? [Doing what you say you are going to do]
- ___ Do you arrive “on-time” to all Unit & Company events? [10-15 minutes early]
- ___ Do you always have your Mary Kay “face on” and nails done [at least with clear polish]?
- ___ Are you wearing all Mary Kay products from head to toe including fragrances?
- ___ Are you professionally dressed for all functions? [Red Jackets w/ white blouse, DIQ w/ black blouse]
- ___ Do you support your Director, National, and the Company in all conversations?
- ___ Do you attend all Unit events? [Success Nights & Workshops]
- ___ Do you attend all Area Wide events? [Retreats]
- ___ Do you attend all Company events? [Career Conference & Seminar]
- ___ Do you turn in **all** Weekly Accomplishment Sheets or Consultant Accountability Sheets?
- ___ Do you strive to earn every award or recognition level your Director chooses to offer?
- ___ Would you consider yourself to be a team player? [Help rally your unit to a strong monthly finish]
- ___ Do you check your email daily and *respond* to needed items?
- ___ Do you support your Directors Website, Hotline, or Voice Com program DAILY?
- ___ Do you consistently hold selling appointments?
 - ___ If not, are you willing to begin? ___ If so, how many per week? [Compare with below activity]
- ___ Have you been a consistent Star Consultant? ___ Do you understand the importance of being a Star?
- ___ Do you consistently hold team building interviews?
 - ___ If not, are you willing to begin? ___ If so, how many per week? [Compare with below activity]
- ___ Do you offer great customer service to your clients on a weekly basis? [Rotating schedule]
- ___ Do you take the time to vision cast with your team on Unit and Company contests and events?
- ___ Are you leading your team in Classes held and Interviews Conducted?
- ___ Are you the most positive person that your team members encounter?
- ___ Would you want to follow you if you were your Director?
- ___ Do you properly manage your money with a 50/10/40 split? [50% reinvestment, 10% expenses, 40% profit]

Suggested Activity To Move Into The Red Jacket Position

1. 1 Class Per Week
2. 1 Interview Per Week
3. \$1200 Retail / \$600 Wholesale
4. Sapphire Star

Suggested Activity To Go On-Target Vibe & Submit DIQ

1. 2 Classes Per Week
2. 2 Interviews Per Week
3. \$2400 Retail/\$1000 Wholesale
4. Diamond Star

Suggested Activity To Become A Successful Sales Director

1. 3 Classes Per Week
2. 3 Interviews Per Week
3. \$3600 Retail/\$1800 Wholesale
4. Emerald Star / National Court