

# Follow The Mary Kay® Path to Success!

## Sales Director

- 24+ unit Members
  - Earn profit based on retail sales
  - 9-13% Unit commission
  - 9-13% personal Team Commission
- Eligible for:
- Unit Volume Bonus \$500 or more
  - Unit Development Bonus of \$300 or \$500
  - Star Consultant Bonus of \$300, \$400 or \$500
  - Wellness Award Bonus Program of \$750, \$1,200 or \$1,800
  - Cadillac Bonus, New Independent Sales Director Program Bonus
  - Independent Senior Sales Director Bonus
  - Earn the use of a Sales Director Career Car or Cash Compensation option
  - Quarterly Star Sales Director recognition and year long consistency prizes
  - Attend Leadership Conference • Qualify for Top Sales Director Trip

## Director in Qualifications

- You must be active • 10 or more active personal team members
  - Earn profit based on retail sales
  - 4%, 9% or 13% personal team commission
  - \$50 Team-building bonus for each qualified personal team member
  - Eligible to go on-target for Grand Achiever status
- (Grand Achiever Career Car or Cash Compensation option)



## Future Sales Director

- You must be active • 8 or more active personal team members
  - Earn profit based on retail sales
  - 9% or 13% personal team commission
  - \$50 Team-building bonus for each qualified personal team member
  - Eligible to go on-target for Grand Achiever status
- (Grand Achiever Career Car or Cash Compensation option)



## Team Leader

- You must be active and have 5 to 7 active personal team members
  - Earn profit based on retail sales
  - 9% or 13% personal team commission
  - \$50 Team-building bonus for each qualified personal team member
  - Eligible to go on-target for Grand Achiever status
- (Grand Achiever Career Car or Cash Compensation option)

## Star Team Builder

- You must be active and have 3 to 4 active personal team members
- Earn profit based on retail sales • 4% personal team commission
- \$50 Team-building bonus for each qualified personal team member
- \$50 red jacket rebate



## Senior Beauty Consultant

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

## Independent Beauty Consultant

- Star Consultant • Company and Unit Prizes • Bonus Products
- 50% Discount on all Section One Products
- 50% Profit with each customer product purchase