










INDEPENDENT SALES DIRECTOR UNIT CHALLENGES**

Help new Independent Beauty Consultants succeed in their first months!!! These challenges can help them build strong, lasting businesses while earning recognition and rewards from you!!!

<u>Goal</u>	<u>Qualification</u>	<u>Possible Reward</u>	
Perfect Start	Facial 15 Customers in a two week period beginning with your first class or facial.*	"P" and "S" charm	
Power Start	Facial 30 customers during a one month period beginning with your first class or facial.*	"P" and "S" charm surrounded by four clear-colored stones	
Power Start Plus	In your first month, complete 30 facials* (Power Start) and share the opportunity with six people (Pearls of Sharing).	"P", "S" and "P" charm surrounded by eight clear-colored stones	
Pearls of Sharing	Hold three team-building appointments in your first two weeks	Pearls of Sharing earrings	
	Hold six team- building appointments in your first month.	Pearls of Sharing bracelet	
	Add one new personal team member in your first month who places a minimum \$600 wholesale order.	Pearls of Sharing necklace	
Medals	Add three new personal team members in one calendar month.	Bronze medal charm	
	Add four new personal team members in one calendar month.	Silver medal charm	
	Add five new personal team members in one calendar month.	Gold medal charm	

**Independent Sales Director participation is optional.

*Showing a customer or potential customer how to use and apply Mary Kay® skin care products is called a "facial" or "skin care class". However, it is important to adopt Mary Kay's "No Touching " Policy during these demonstrations, which can be conducted individually or in a party setting. A party is defined as any selling situation which has a hostess and at least two guests in attendance.