










## 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 <b>three</b> new personal team members in one calendar month.	Bronze medal charm	
	Add <b>four</b> new personal team members in one calendar month.	Silver medal charm	
	Add <b>five</b> 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.