

ACTIVE TEAM MEMBERS

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|----------|-----------|
| 1. _____ | 6. _____  |
| 2. _____ | 7. _____  |
| 3. _____ | 8. _____  |
| 4. _____ | 9. _____  |
| 5. _____ | 10. _____ |

**YOU ARE ONLY  
16 CLASSES AWAY  
FROM DIQ**

16 CLASSES

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32 INTERVIEWS

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**21 WEEKS FROM NOW...  
BE A DIRECTOR!  
HOLD 3 CLASSES/WEEK  
= 63 TOTAL  
HOLD 2 INTERVIEWS/CLASS  
= 126 INTERVIEWS  
1 OF 4 RECRUITS  
= 31 NEW RECRUITS!**

# 64 FACES

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**You are only 16 Classes away from DIQ!...** That's 64 faces & 32 interviews! Remember, to use the Full Circle approach by selling the product, booking from your classes and selecting no less than 2 'sparklers' to interview and get their opinion of the Mary Kay opportunity! Full Circle success will put you in DIQ...once you build your team to 8+ you = 9 Each person holding 5 classes (a total of 45 classes) will put **YOU** in the...  
**Director's Suit!**

