

My Seminar 2012 Goals

I WILL BE A.....

- _____ by August 1st
- _____ by September 1st
- _____ by October 1st
- _____ by November 1st
- _____ by December 1st
- _____ by January 1st
Leadership Conference
- _____ by March 1st
Career Conference
- _____ by July 1st
Seminar



Career Level	Active* Team Members
Senior Consultant	1-2
Star Team Member	3-4
Team Leader	5-7
Future Sales Director	8+
DIQ	Add 10+ Personal Team Members by the 1st of the month and be a Star
Grand Achiever	Build to 14+ Team Members with at least \$20,000 Team Production in 1-4 Months
Director	Build to 24+ Unit Members with at least \$20,000 Unit Production in 1-4 Months



Other Goals:

Number of Monthly Selling Appt _____

Monthly Retail Goal: \$ _____

Monthly Wholesale Goal: \$ _____

Quarterly Wholesale Goals:

June 16 - Sept. 15 \$ _____

Sept. 16 - Dec. 15 \$ _____

Dec. 16 - Mar. 15 \$ _____

Mar. 16 - June 15 \$ _____

Monthly Team Building Appts: _____

of New Team Members per month _____

Medal Goal: (Gold=5, Silver=4, Bronze=3) _____

PCP Customers Enrolled Each Qtr _____

of Quarters as a Star Consultant _____

* A consultant is considered active in the month she places a minimum \$200 wholesale order and the following 2 months.

Queen's Court of Sales



\$36,000 Retail production
07/01/11 - 06/30/12

Queen's Court of Sharing

Add 24 Qualified* personal team members 07/01/11 - 06/30/12

*A Qualified Consultant is one who places a Minimum \$600 wh Section 1 Product Order within the contest period. Orders may be cumulative



BREAK IT DOWN

How to be a Sapphire Star!

\$300 weekly retail sales
(\$1200 monthly) which equals:
\$600 Wholesale orders monthly
AND
\$1800 wholesale for the quarter

How to be a Diamond Star!

\$500 weekly retail sales
(\$2000 monthly) which equals:
\$1000 Wholesale orders monthly
AND
\$3000 wholesale for the quarter

How to be a Ruby Star!

\$400 weekly retail sales
(\$1600 monthly) which equals:
\$800 Wholesale orders monthly
AND
\$2400 wholesale for the quarter

How to be a Emerald Star!

\$600 weekly retail sales
(\$2400 monthly) which equals:
\$1200 Wholesale orders monthly
AND
\$3600 wholesale for the quarter
**A YEAR on consistent Emerald selling gets
you VERY close to QUEEN'S Court of
SALES!**

How to be a Pearl Star!

\$800 weekly retail sales
(\$3200 monthly) which equals:
\$1600 Wholesale orders monthly
AND
\$4800 wholesale for the quarter

Take Credit for Team Building:

You can earn additional team building credits when you share the Mary Kay business opportunity and achieve \$1,800 mini-mum wholesale section 1 orders. Each qualified new personal team member you add equals 600 contest credits. It's a great way to support your wholesale section 1 orders and move you to the next Star Consultant Star prize category & Ladder of Success Recognition.

Queen's Court of Sales



\$36,000 Retail in 12 months
\$3,000 retail sold each month
\$750 retail sold each week
\$107 retail sold each day

Or on the average 3-4 classes
a week with 4 new customers
buying the basic set.



Plus extras from
reorders, holiday sales, gift
baskets, etc...



Queen's Court of Sharing



Add 24 Seminar Qualified*
personal team members
Add 2 New Qualified Team
Members per month

*A Qualified Consultant is
one who places a Minimum
\$600 wholesale
Section 1 Product Order
within the contest period.
Orders may be cumulative.

*This means if your recruit
orders \$200 wholesale
in 3 different months, they
qualify*

