



# 2008 – 2009 Goals For My Mary Kay Business

## Active Team Members\*

Senior Consultant = 1

Star Recruiter = 3

Team Leader = 5

Future Sales Director = 8

DIQ = 8 to submit

On-Target Car = 5 +

\$4,000 combined

personal/team production

in a wholesale Section 1

calendar month

\* An Independent Beauty Consultant is considered active in the month a minimum \$200 wholesale Section 1 product order is received by the Company and in the following two calendar months.

I will be a . . .



\_\_\_\_\_ by September 1st

\_\_\_\_\_ by November 1st

\_\_\_\_\_ by January 1st

\_\_\_\_\_ by March 1st for Career Conference

\_\_\_\_\_ by May 1st

\_\_\_\_\_ by July 1st for Seminar

## OTHER GOALS

Number of Monthly Selling Appointments: \_\_\_\_\_

Monthly Retail Sales Goal: \_\_\_\_\_

Monthly Wholesale Sales Goal: \_\_\_\_\_

Quarterly Wholesale Sales Goal: \_\_\_\_\_

### Star Consultant Program

Sapphire = \$1,800 wholesale

Ruby = \$2,400 wholesale

Diamond = \$3,000 wholesale

Emerald = \$3,600 wholesale

Pearl = \$4,800 wholesale

June 16 – Sept. 15 \_\_\_\_\_

Sept. 16 – Dec. 15 \_\_\_\_\_

Dec. 16 – Mar. 15 \_\_\_\_\_

Mar. 16 – June 15 \_\_\_\_\_

Number of Monthly Team-Building Appointments: \_\_\_\_\_

Number of New Team Members per Month: \_\_\_\_\_

Queen's Court of Personal Sales

Queen's Court of Sharing

**Court of Personal Sales** = \$36,000 or more in personal estimated retail production received from 7/1/08 through 6/30/09

**Court of Sharing** = At least 24 new qualified\* personal team members between 7/1/08-6/30/09

\* A new qualified personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company between 7/1/08- 6/30/09. Please refer to the Seminar Awards 2009 brochure for complete rules and qualifications.