



Seminar 2011 MARY KAY GOALS



I will be a ...

CAREER LEVEL

_____ by September 1st
 _____ by November 1st
 _____ by January 1st
 _____ by March 1st (for CC)
 _____ by May 1st
 _____ by July 1st (for Seminar)

Career Level	Active Team Members
Senior Consultant	1
Star Team Builder	3
Team Leader	5
Future Sales Director	8
DIQ	10 by 1st of month
On-Target Car	5+ \$5000 Team w/s
Grand Achiever	14 Active + \$20,000 Team Wholesale Production in 1-4 months

- Team Member is ACTIVE in the month a \$200+ Wholesale order goes in and 2 months following the order

OTHER GOALS:

Monthly Retail Goal: \$ _____
 Number of Monthly Selling Appt. _____
 Monthly Wholesale goal: # _____

Sapphire	- \$1800
Ruby	- \$2400
Diamond	- \$3000
Emerald	- \$3600
Pearl	- \$4800

Quarterly Wholesale goals

Jun 16 - Sep 15 _____
 Sep 16 - Dec 15 _____
 Dec 16 - Mar 15 _____
 Mar 16 - Jun 15 _____



Monthly Team Building Appointments: _____

Number of New Team Members per month: _____

Queen's Court of Personal Sales - \$36,000 RETAIL production July 1, 2010- June 30, 2011

Queen's Court of Sharing - Minimum 24 new qualified* personal team members July 1, 2010 - June 30, 2011 (Agreement & total \$600+ wholesale orders must be received 7/1/2010 - 6/30/2011)

Other Goals _____