

Vision Casting

This chart shows the possibilities for you with your Mary Kay business! What do you do as a consultant, you ask? You TEACH! You teach people about the product by sharing it, and you teach people about our company by sharing the marketing plan, which builds your Team. Building a strong team can ultimately mean building a unit and becoming a Mary Kay Sales Director!

Sharing the Product	Sharing the Marketing Plan
<ul style="list-style-type: none"> • On the Face • On the Go • Online • On Paper • On with the Show 	<ul style="list-style-type: none"> • Interviews • Tapes • Events • Success meetings • Literature
<p>For a strong beginning, do Perfect Start or Power Start! For continued success, continue to meet the goal of PS month after month!</p>	<p>1 active team member = 4% commission</p>
<p>Perfect Start (5 skin care classes or 15 faces in 2 weeks) Power Start (10 skin care classes or 30 faces in 30 days)</p>	<p>3 active team members = Red Jacket, the prestigious Mary Kay jacket that you <i>will</i> want to wear!</p>
<p>Your goal: Make every class a Perfect Class!</p>	<p>5 active team members = 9% or 13% plus \$50 team-building bonus on 4+</p>
<div> <p>Perfect Skin Care Class:</p> <p>A. Sell sets</p> <p>B. Book future skin care classes</p> <p>C. Book hostess + at least 1 more for interview</p> <p>This is the means to every end in Mary Kay!</p> </div>	<p>8 active team members = Future Independent Sales Director/DIQ 8 + you = 9 people</p>
<p>You can be 16 skin care classes away from DIQ* That's 4 people/class x 16 classes = 64 faces If you conduct 2 interviews per class = 32 interviews If 1 out of 4 people close = 8 new team members! It takes 8 team members to begin Director qualifications.</p>	<p>You now take 9 people and together grow to 30 and you are then the Sales Director of your own unit!</p>
<p>Whatever your goal — positive relationships, personal growth, recognition, time with family, job security, advancement opportunities, to be your own boss, make little or big money, or achieve the position of Independent Sales Director — the means to each is THE SKIN CARE CLASS!</p>	
<p>Please allow me to explain this chart more fully! This is a business where the sky is the limit! You can achieve dreams that you never thought were available to you! Mary Kay is an incredible opportunity, so let's cast your vision together and make your dream come true! Call me and let's talk!</p>	