



Seminar 2012 Starfusion! Unit Promotions!  
August 1, 2011 - June 30, 2012

**Monthly Business Progress Sheet**

Complete the enclosed Business Progress Sheet Each month and turn in or send to me by the 10<sup>th</sup> of each month to earn MK \$\$ for amazing prizes!

**Monthly Queen Of Retail / Wholesale Sales And Queen Of Recruiting, Min. 3**  
Will be awarded \$500 MK \$\$



**Monthly \$100 Day Drawing**

Every \$100 Day you have post it on our unit web site at [www.myunitsite.com/jketola](http://www.myunitsite.com/jketola) under the celebration station and at end of each month a name will be drawn for \$100 MK \$\$.

Earn a 50 MK \$\$ for enrolling in the Quarterly Preferred Customer Program



Earn a 50 MK \$\$ for Enrolling or Re-Enrolling for your Personal Mary Kay Website



**Monthly Mary Kay Perfect Start Program**

Perfect Start - 5 Qualified Classes

Power Start - 10 Qualified Classes

Power Start Plus - 10 Qualified Classes & 6 Interviews



**Monthly Mary Kay Team Building Medals**

Gold Medal Charm - 5 new team members in one month

Silver Medal Charm - 4 new team members in one month

Bronze Medal Charm - 3 new team members in one month

# THE MUG CLUB

**The Mug That Turns Into A Collection!**

The Animal Print Mug Collection is a limited edition collection by Mary Kay. Earn a mug or a collection, you decide. There are a total of four mugs in the 2011—2012 collection and each Star Quarter a new mug will be revealed. Use your mugs when entertaining with your girlfriends or win a set for you and one for your sister, mom, or friend.



August 1 — September 15  
Win the Leopard Print Mug with a minimum \$400 wholesale order\* each month of the Star Quarter and create your own collection.  
\*maximum of two mugs per month for \$800 wholesale or above



Mug #1  
September 16 to December 15<sup>th</sup>  
Mug #3  
December 16 to March 15<sup>th</sup>  
Mug #4  
March 16 to June 15



# POWER START FOR PURSES!!

**Power Start = 30 Faces in a calendar month and a minimum sales of \$2000!**

*Each calendar month that you plan your work and work your plan to achieve a POWER START, you will be a winner of a fun purse selected just for you!!*

*(When you win, let me know what color you want for your wardrobe and I will do my best to please you!!)*

Your Power Start will help you be a winner in both the **90 Day Dash Wholesale Consistency Challenge** (as you service all those new customers) and the **Jump For Jewels Team Building Challenge** (as you work full circle and share the opportunity with your customers)!

**THIS IS YOUR "EXPECT A MIRACLE" YEAR - YOU CAN DO IT!**



# Jump for Jewels

When you earn a first time career path promotion this MK year, you will be treated to some jewels!



# expect a miracle

This is our year to shine like the **SUPERSTARS** we are!!

And I am ready to give away some **CA\$H** as a prize!!

Each quarter that we have 10 Stars, I will give away \$100 to one of our Stars!! 15 Stars = \$150 Cash prize!!

20 Stars = \$200 Cash prize!!

Details on all contests on our Unit Web Site!



AUGUST 1, 2011  
TO  
JUNE 30, 2012

**WIN MARY KAY DOLLARS TO BUY THESE GIFTS!**

**\$600 MK \$\$**

A PANDORA BEAD FOR YOUR BRACELET  
Dangling Charm or Crystal Bead



**\$1,000 MK \$\$**

Lobster Claw Bracelet  
Or Necklace

**\$1,200 MK \$\$**

YOUR CHOICE OF ONE

Champagne Business Card Case

This MK embroidered champagne holder

Champagne Check Book Cover

MK embroidered champagne checkbook cover

Champagne Money Bag

MK-embroidered, zippered champagne bag



**\$1,500 MK \$\$**

YOUR CHOICE OF ONE

Cadillac Desktop Card Holder

Display your business cards in Mary Kay style. This high-gloss black acrylic card holder features a dramatic image of the pink Cadillac, making it the perfect desktop accessory

Champagne Crystal Keychain

Keys sport bling with this matching champagne and crystal studded MK® key chain



**\$2,000 MK \$\$**

YOUR CHOICE OF ONE

Purple Leopard Sunglasses

The Mary Kay® sunglasses feature frames with a purple leopard pattern and the MK logo.



Jeweled Calculator

Colorful calculator that features the Mary Kay® logo



Single-Strand Black Crystal OR

Clear Crystal Bracelet

Slip into elegance with this black or clear crystal stretch bracelet featuring bright crystal accents.

Leopard Mug

Drink your coffee or tea with panache! The leopard mug is the first of four animal-print designs collect one each quarter this year



Gunmetal Link Necklace & Earrings

Embrace your bold side with this Chain style set



**\$3,000 MK \$\$**

YOUR CHOICE OF ONE

Champagne Business Tote

Sleek and stylish, this champagne business tote will have you looking chic and professional! Roomy enough to carry business and personal items.



Champagne Crystal Necklace and Earring Set

Arrive in elegance in this black-corded necklace featuring stunning drop-pendant clear crystals, plus matching earrings.





# Starfusion! 2012



## Business Success Progress Sheet

August 2011 - June 2012

Name: \_\_\_\_\_

Month: \_\_\_\_\_

1. How many qualified classes did you hold for the month? \_\_\_\_\_ X 100 pts = \_\_\_\_\_  
(qualified = 3 adult guests and \$200+ in retail sales)
2. How many facials did you hold for the month? \_\_\_\_\_ X 50 pts = \_\_\_\_\_
3. How many interviews did you hold this month? \_\_\_\_\_ X 200 pts = \_\_\_\_\_  
(Director must have name and number on back)
4. How many qualified guests you bring this month? \_\_\_\_\_ X 50 pts = \_\_\_\_\_  
(qualified = 18 years or older)
5. How many qualified (\$600) business associates did you recruit this month? \_\_\_\_\_ X 400 pts = \_\_\_\_\_
6. How many active (\$200) business associates did you recruit this month? \_\_\_\_\_ X 200 pts = \_\_\_\_\_
7. What were your total sales for the month? \_\_\_\_\_ X 1 pt = \_\_\_\_\_  
(Round to the nearest \$25)
8. Amount of wholesale ordered in month? \_\_\_\_\_ X 1 pt = \_\_\_\_\_  
(Round to the nearest \$25)
9. How many Weekly Success Event or Area Events did you attend for the month? \_\_\_\_\_ X 50 pts = \_\_\_\_\_
10. How many Weekly Accomplishment Sheets were sent, faxed, or handed in for the month? \_\_\_\_\_ X 25 pts = \_\_\_\_\_
11. Complete Monthly Pacesetters Class on Intouch \_\_\_\_\_ X 100 pts = \_\_\_\_\_
12. How many STAR Weeks of \$300+ retail sales after discount? \_\_\_\_\_ X 50 pts = \_\_\_\_\_

Total Points = \_\_\_\_\_

All points are awarded in Mary Kay \$\$ rounded up to the nearest \$25.

Business Progress Sheet is due to me by the 10th of each month.

**Bar Pin Recognition!** Earn your Gold \$ Bar Pin for each \$1000 increment of retail sales after discounts! Keep advancing to a higher \$ Bar Pin throughout the year and keep your final bar pin to celebrate the Seminar 2012 year!

Wk end 7/2		+ Wk end 11/19		+ Wk end 4/7	
= \$		= \$		= \$	
+ Wk end 7/9		+ Wk end 11/26		+ Wk end 4/14	
= \$		= \$		= \$	
+ Wk end 7/16		+ Wk end 12/3		+ Wk end 4/21	
= \$		= \$		= \$	
+ Wk end 7/23		+ Wk end 12/10		+ Wk end 4/28	
= \$		= \$		= \$	
+ Wk end 7/30		+ Wk end 12/17		+ Wk end 5/5	
= \$		= \$		= \$	
+ Wk end 8/6		+ Wk end 12/24		+ Wk end 5/12	
= \$		= \$		= \$	
+ Wk end 8/13		+ Wk end 12/31		+ Wk end 5/19	
= \$		= \$		= \$	
+ Wk end 8/20		+ Wk end 1/7		+ Wk end 5/26	
= \$		= \$		= \$	
+ Wk end 8/27		+ Wk end 1/14		+ Wk end 6/2	
= \$		= \$		= \$	
+ Wk end 9/3		+ Wk end 1/21		+ Wk end 6/9	
= \$		= \$		= \$	
+ Wk end 9/10		+ Wk end 1/28		+ Wk end 6/16	
= \$		= \$		= \$	
+ Wk end 9/17		+ Wk end 2/4		+ Wk end 6/23	
= \$		= \$		= \$	
+ Wk end 9/24		+ Wk end 2/11		+ Wk end 6/30	
= \$		= \$		<b>= Year End Total</b>	<b>\$</b>
+ Wk end 10/1		+ Wk end 2/18			
= \$		= \$			
+ Wk end 10/8		+ Wk end 2/25			
= \$		= \$			
+ Wk end 10/15		+ Wk end 3/3			
= \$		= \$			
+ Wk end 10/22		+ Wk end 3/10			
= \$		= \$			
+ Wk end 10/29		+ Wk end 3/17			
= \$		= \$			
+ Wk end 11/5		+ Wk end 3/24			
= \$		= \$			
+ Wk end 11/12		+ Wk end 3/31			
= \$		= \$			



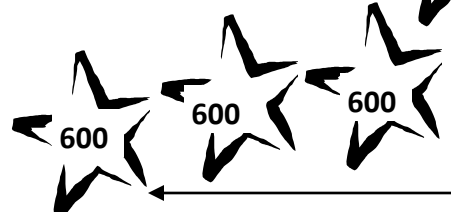
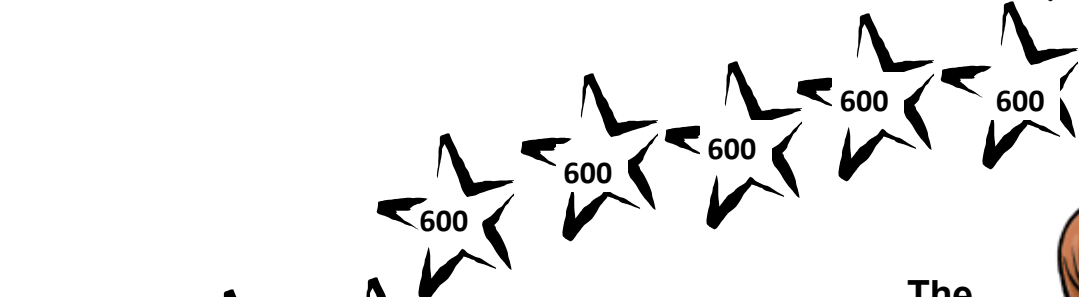
# Queen's Court of Personal Sales

## Seminar 2012



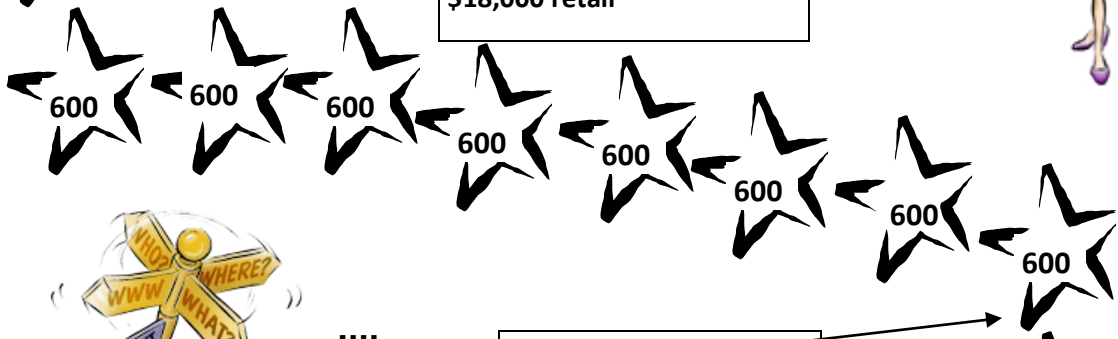
*I Did It!*

\$36,000 Retail (\$18,000 Wholesale)



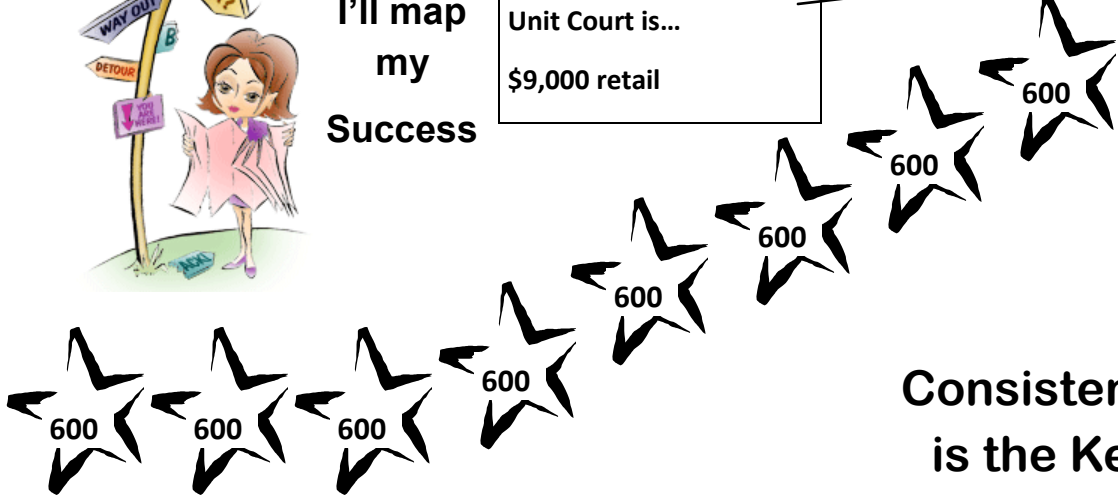
Area Court is ...  
\$18,000 retail

The Right Tools get me



I'll map my Success

Unit Court is...  
\$9,000 retail



Consistency is the Key

**Start**