

Have a Vision: 2011- 2012 Goal Setting!!!

- Name: _____ Cell Phone: _____
- How many customers do you have? _____
- How many of those customers have been hostesses? _____
- How many of those customers have done a Marketing Survey with me? _____
- How many classes _____ and facials _____ are on your calendar for this month?
- How many appointments will your calendar allow you to hold a week? _____
- What are those days and times? _____

- How much money do you to earn every week from your Mary Kay business?
(Profit?) _____
- What do you like best about your business? _____

- What are you most proud of in 2011?

- What is the biggest change that needs to happen in your business for you to be
more successful in 2011? _____

- What is the biggest obstacle you will have to overcome to make this change?

- What do you need from your Director to help you overcome your obstacles and
make the changes you need for your business to EXPLODE in 2011-2012?

- If YOU knew YOU could NOT fail...what would YOU set as YOUR goal for 2011 for
YOUR Mary Kay business? _____



Seminar 2012 MARY KAY GOALS

I will be a ...



CAREER LEVEL

_____ by September 1st
 _____ by October 1st
 _____ by November 1st
 _____ by December 1st
 _____ by January 1st
 Leadership Conference– Atlanta 2012
 (Directors, DIQs and Future Directors can attend!)
 _____ by March 1st
 For Career Conference 2012 Recognition
 _____ by May 1st
 _____ by July 1st
 For Seminar 2012 Recognition 2012

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 + \$20,000 Team Wholesale Production in 1-4 months
Director	24 (10 qualified) + \$18,000 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

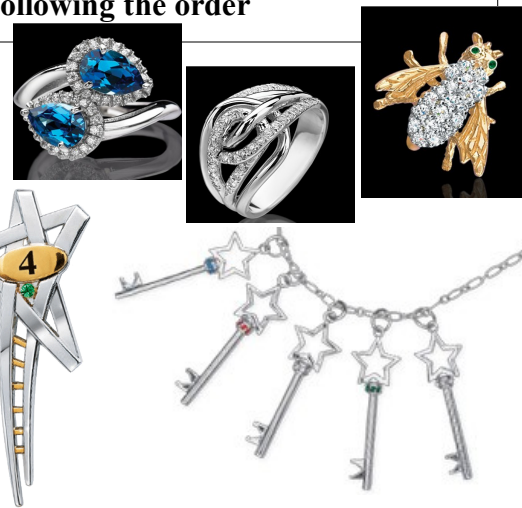
OTHER GOALS:

Monthly Retail Goal: \$ _____
 Number of Monthly Selling Apt. _____
 Monthly Wholesale goal: \$ _____
 Monthly Team Building Appointments: _____
 Number of New Team Members per month: _____

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

Quarterly Wholesale goals:

Jun 16 - Sept 15 _____
 Sept 16 - Dec 15 _____
 Dec 16 - March 15 _____
 March 16 - June 15 _____



- Queen's Court of Personal Sales - \$36,000 RETAIL production July 1, 2011- June 30, 2012
- Queen's Court of Sharing - Minimum 24 new qualified* personal team members July 1, 2011 - June 30, 2012 (Agreement & total \$600+ wholesale orders must be received 7/1/2011 - 6/30/2012)

Other Goals

