

# WOW! Unit Consultant Planner 2014-2015

Anything is Possible! Racing to RED...\$elling to STAR!

**Back to Cadillac!** 

JULY 2014 GOALS					Personal Retail Sales Goal:			
- and	19-			'if I can,' and replace , I must.' " ary Kay Ash	Date	Sales Total	Sales Needed	
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			e Wall September 1, 2013—Septe	_				
My Te	am Productior	n Goal:	5 or More Personal Team	n Members				
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			Personal Seminar Goals	Beginning of the	Month	End of Mor	th Results	
			STAR GOAL:	Total July 1:		July 31:		
			Court of Personal Sharing:	# Qualified by Ju	uly 1:	by July 31:		
Mary I	Kay Customer	Service:	Court of Personal Sales:	Retail July 1:		July 31:		
1-800-2	272-9333		Car Production	July 1:	_	July 31:		

Go	Goal: My 30 Faces (Full Circle Success Tracking Sheet) July 2014									
	Appt. Date	Client's Name & Phone No.	# of Referrals	Total Retail Sales	2nd Appt. Booked	Interviews Scheduled				
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	TOTAL	S OF EACH COLUMN FOR THE MONTH								

AUGUST 2014 GOALS				-	Personal Retail Sales Goal:			
and a	19-			'if I can,' and replace , I must.' " ary Kay Ash	Date	Sales Total	Sales Needed	
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			e Wall September 1, 2013—Septe					
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			Personal Seminar Goals	Beginning of the I	Month	End of Mon	th Results	
			STAR GOAL:	Total Aug 1:		Aug 31:		
			Court of Personal Sharing:	# Qualified by Au	ıg 1:	by Aug 31:		
-	Kay Customer	Service:	Court of Personal Sales:	Retail Aug 1:		Aug 31:		
1-800-272-9333		Car Production	Aug 1:		Aug 31:			

Go	Goal: My 30 Faces (Full Circle Success Tracking Sheet) August 2014									
	Appt. Date	Client's Name & Phone No.	# of Referrals	Total Retail Sales	2nd Appt. Booked	Interviews Scheduled				
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	TOTAL	S OF EACH COLUMN FOR THE MONTH								

September 2014 G	Perso	Personal Retail Sales Goal:			
	"Throw out the words "I hope,' and 'maybe,' them with 'I can, I will — Ma <b>belie</b>	and replace , I must.' " ary Kay Ash	Sales Total	Sales Needed	
DAILY AFFIRMATION:					
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	Personal Seminar Goals	Beginning of the Month	End of Mor	nth Results	
	STAR GOAL:	Total Sept 1:	Finish Se	pt 15:	
	Court of Personal Sharing:	# Qualified by Sept 1:	by Sept 3	0:	
Mary Kay Customer Service:	Court of Personal Sales:	Retail Sept 1:	Cant 20.		
	Court of Fersonal Sales.		Sept 30:		

de	Goal: My 30 Faces (Full Circle Success Tracking Sheet) September 2014									
	Appt. Date	Client's Name & Phone No.	# of Referrals	Total Retail Sales	2nd Appt. Booked	Interviews Scheduled				
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	TOTAL	S OF EACH COLUMN FOR THE MONTH								

October 2014 GOALS				Personal Retail Sales Goal:		
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DAILY AFFIRMAT	ION:		_			
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My Team Production	on Goal:	5 or More Personal Team	Mombors			
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		10. Personal Seminar Goals	Beginning of the Month	End of Mo		
					nth Results	
		STAR GOAL		Oct 31	nth Results	
		STAR GOAL: Court of Personal Sharing:	Total Oct 1: # Qualified by Oct 1:	Oct 31: by Oct 31:		
Mary Kay Custome	er Service:	-	# Qualified by Oct 1: Retail Oct 1:			

dis	Goal: My 30 Faces (Full Circle Success Tracking Sheet) October 2014									
	Appt. Date	Client's Name & Phone No.	# of Referrals	Total Retail Sales	2nd Appt. Booked	Interviews Scheduled				
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	TOTAL	S OF EACH COLUMN FOR THE MONTH								

November 2014 GOALS					Personal Retail Sales Goal:			
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			10. Personal Seminar Goals	Beginning of the Month	End of Mor	nth Results		
			STAR GOAL:	Total Nov 1:	Nov 30:			
			Court of Personal Sharing:	# Qualified by Nov 1:	by Nov 30	:		
Marv I	Kay Customer	Service:	Court of Personal Sales:	Retail Nov 1:	Nov 30:			
-	272-9333		Car Production	Nov 1:	Nov 30:			

de	Goal: My 30 Faces (Full Circle Success Tracking Sheet) November 2014									
	Appt. Date	Client's Name & Phone No.	# of Referrals	Total Retail Sales	2nd Appt. Booked	Interviews Scheduled				
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	TOTAL	S OF EACH COLUMN FOR THE MONTH								

December 2014 GOALS					Personal Retail Sales Goal:			
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			Personal Seminar Goals	Beginning of the Mo	onth	End of Mon	th Results	
			STAR GOAL:	Total Dec 1:		Finish Dec	15:	
			Court of Personal Sharing:	# Qualified by Dec 2	1:	by Dec 31:		
Mary Ka	y Customer :	Service:	Court of Personal Sales:	Retail Dec 1:		Dec 31:		
1-800-272	2-9333		Car Production	Dec 1:		Dec 31:		

de	Goal: My 30 Faces (Full Circle Success Tracking Sheet) December 2014									
	Appt. Date	Client's Name & Phone No.	# of Referrals	Total Retail Sales	2nd Appt. Booked	Interviews Scheduled				
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	TOTAL	S OF EACH COLUMN FOR THE MONTH								

Jan	nuary 20	015 GOA	ALS	Pers	sonal Retail Sal	es Goal:
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My Tea	am Production	n Goal: —	5 or More Personal Team 1. 2. 3. 4. 5. 6. 7. 8. 9. 10.	n Members	h End of Mor Jan 31:	nth Results
My Tea	am Production	n Goal: —	5 or More Personal Team         1.         2.         3.         4.         5.         6.         7.         8.         9.         10.         Personal Seminar Goals	Beginning of the Mont		
My Tea	am Production	n Goal: Prod. Needed	5 or More Personal Team         1.         2.         3.         4.         5.         6.         7.         8.         9.         10.         Personal Seminar Goals         STAR GOAL:	Members         Members         Image: Second	Jan 31:	

Goal: My 30 Faces (Full Circle Success Tracking Sheet) January 2015						
Appt. Date	Client's Name & Phone No.	# of Referrals	Total Retail Sales	2nd Appt. Booked	Interviews Scheduled	
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TOTA	S OF EACH COLUMN FOR THE MONTH					

Fe	oruary 2	2015 GO	ALS	Perso	nal Retail Sal	es Goal:
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My Te	am Productio	n Goal:	5 or More Personal Team	n Members		
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			Personal Seminar Goals	Beginning of the Month	End of Mor	
					)	nth Results
			STAR GOAL:	Total Feb 1:	Feb 28:	
			Court of Personal Sharing:	# Qualified by Febt 1:	by Feb 28	
-	Kay Customer 272-9333	Service:				

Goal: My 30 Faces (Full Circle Success Tracking Sheet) February 2015						
	Appt. Date	Client's Name & Phone No.	# of Referrals	Total Retail Sales	2nd Appt. Booked	Interviews Scheduled
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	IUIAL	S OF EACH COLUMN FOR THE MONTH				

March 2015 G	DALS	Perso	nal Retail Sal	es Goal:
	"Throw out the words "I hope,' and 'maybe,' them with 'I can, I will — Ma <b>belie</b>	and replace I, I must.' " ary Kay Ash	Sales Total	Sales Needed
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DAILY AFFIRMATION:				
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My Team Production Goal:	5 or More Personal Team	n Members		
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	Personal Seminar Goals	Beginning of the Month	End of Mor	nth Results
	STAR GOAL:	Total Mar 1:	Finish Ma	15:
	Court of Personal Sharing:	# Qualified by Mar 1:	by Mar 31:	
Mary Kay Customer Service:	Court of Personal Sales:	Retail Mar 1:	Mar 31:	
1-800-272-9333	Car Production	Mar 1:	Mar 31:	

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	Appt. Date	Client's Name & Phone No.	# of Referrals	Total Retail Sales	2nd Appt. Booked	Interviews Scheduled
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<u> </u>	TOTAL	S OF EACH COLUMN FOR THE MONTH				

April 2015 GOALS		Pers	onal Retail Sal	es Goal:
	"Throw out the words "I hope,' and 'maybe,' them with 'I can, I will — M	and replace	Sales Total	Sales Needed
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My Team Production Goal:	5 or More Personal Team	n Members		
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	Personal Seminar Goals	Beginning of the Month	n End of Mo	nth Results
	STAR GOAL:	Total April 1:	April 30:	
	Court of Personal Sharing:	# Qualified by April 1:	by April 3	0:
Mary Kay Customer Service:	Court of Personal Sales:	Retail April 1:	April 30:	
1-800-272-9333	Car Production	April 1:	April 30:	

Goal: My 30 Faces (Full Circle Success Tracking Sheet) April 2015						
	Appt. Date	Client's Name & Phone No.	# of Referrals	Total Retail Sales	2nd Appt. Booked	Interviews Scheduled
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		OF EACH COLUMN FOR THE MONTH				

May 2015 GOALS		Perso	nal Retail Sale	es Goal:
	"Throw out the words 'I hope,' and 'maybe,' them with 'I can, I will — M	and replace	Sales Total	Sales Needed
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DAILY AFFIRMATION:		_		
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My Team Production Goal:	5 or More Personal Team	n Members		
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	Personal Seminar Goals	Beginning of the Month	End of Mon	th Results
	STAR GOAL:	Total May 1:	May 31:	
	Court of Personal Sharing:	# Qualified by May 1:	by May 31:	
Mary Kay Customer Service:	Court of Personal Sales:	Retail May 1:	May 31:	
1-800-272-9333	Car Production	May 1:	May 31:	

dis	cover what you L	Goal: My 30 Faces (Full Circle Succes	s Tracking				
	Appt. Date	Client's Name & Phone No.	# of Referrals	Total Retail Sales	2nd Appt. Booked	Interviews Scheduled	
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	TOTAL	S OF EACH COLUMN FOR THE MONTH					

Jur	ne 2015	GOALS		Perso	nal Retail Sal	es Goal:
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			10.			
			Personal Seminar Goals	Beginning of the Month	End of Mo	nth Results
			STAR GOAL:	Total June 1:	Finish Ju	ne 15:
			Court of Personal Sharing:	# Qualified by June 1:	by June 3	30:
Mary K	Kay Customer	Service:	Court of Personal Sales:	Retail June 1:	June 30:	

Goal: My 30 Faces (Full Circle Success Tracking Sheet) June 2015						
	Appt. Date	Client's Name & Phone No.	# of Referrals	Total Retail Sales	2nd Appt. Booked	Interviews Scheduled
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	TOTAL S	OF EACH COLUMN FOR THE MONTH				

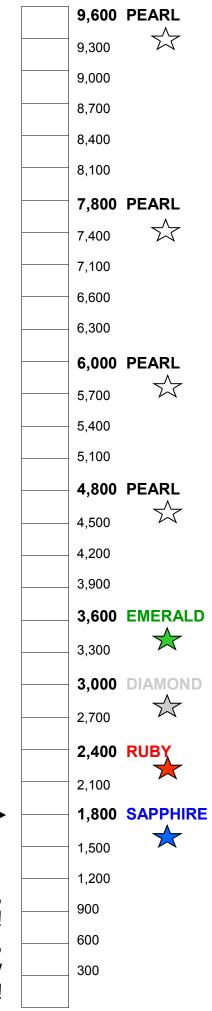
**	Be	a 1st	Quar	ter Sta	r!!
*.	1st (	Quarter:	June 16-	Septembe	r 15
Week Of	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
June 16-June 22					
June 23-June 29					
June 30– July 6					
July 7-July 13					
July 14-July 20					
July 21-July 27					
July 28-Aug 3					
Aug 4– Aug 10					
Aug 11-Aug 17					
Aug 18-Aug 24					
Aug 25-Aug 31					
Sept 1-Sept 7					
Sept 8-Sept 15					
TOTALS			\$	+	=

\* A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are postmarked and accepted by the company within the contest quarter.

> Every NEW Qualified\* Team Member Once You Reach Sapphire Star gives you an additional 600 points!

Star Level	Average Sales Goal Per Week
Sapphire	\$300
Ruby	\$400
Diamond	\$500
Emerald	\$600
Pearl	\$800 or More

With every \$300, color in your thermometer!! Once you hit SAPPHIRE, add 600 with every qualified team member!





# Be a 2nd Quarter Star!!

### 2nd Quarter: September 16– December 15

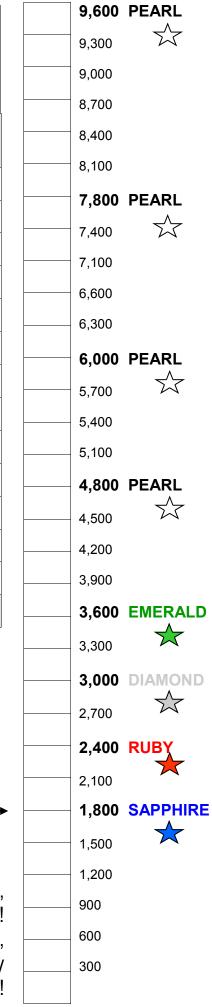
Week Of	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
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Sept 16-Sept 21					
Sept 22-Sept 28					
Sept 29-Oct 5					
Oct 6-Oct 12					
Oct 13-Oct 19					
Oct 20-Oct 26					
Oct 27-Nov2					
Nov 3-Nov 9					
Nov 10-Nov 16					
Nov 17-Nov 23					
Nov 24-Nov 30					
Dec 1-Dec 7					
Dec 8-Dec 15					
TOTALS			\$	+	=

\* A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are postmarked and accepted by the company within the contest quarter.

> Every NEW Qualified\* Team Member Once You Reach Sapphire Star gives you an additional 600 points!

Star Level	Average Sales Goal Per Week
Sapphire	\$300
Ruby	\$400
Diamond	\$500
Emerald	\$600
Pearl	\$800 or More

With every \$300, color in your thermometer!! Once you hit SAPPHIRE, add 600 with every qualified team member!



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		Retail Sales Total	Pro Tot	fit	Wholesale Orders Total	New Team Members	Credits	8,400	
Dec 16-De	ec 21							8,100	
Dec 22-De	ec 28							7,800	PEARL
Dec 29-Ja	n 4							7,400	22
Jan 5-Jan	11							7,100	
Jan 12-Jar	n 18							6,600	
Jan 19-Jar	า 25							6,300	
Jan 26-Fe	b 1							6,000	PEARL
Feb 2-Feb	-							5,700	$\searrow$
Feb 9-Feb	-							5,400	
Feb 16-Fe	-							5,100	
Feb 23-Ma	-							4,800	PEARL
								4,500	$\sim$
Mar 2-Mar	-							4,200	
Mar 9-Mar	-							3,900	
	TOTALS				\$	+	=	3,600	
* A quali	fied new	personal te	am m	embe	er is one wh	ose Indepen	dent	3,300	
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	·							2,400	RUBY
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					apphire Solution of the second se	star gives yo	ou an →	1,800	SAPPHIRE
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Ruby	\$400					in your ther			
Diamond	\$500 \$600				Onc	e you hit S		600	
Emerald Pearl	\$600 \$800 or Mo				_		with every	300	
call		1 C			qu	alified tean	n memper!		

	$\star$	Be	a 4	lth	Quar	ter Sta	r!!	<b>9,600</b> 9,300	PEARL
¥		4t	h Qu	arte	r: March	16-June ´	5	9,000	
Wee	ek Of	Weekly Retail	40% Prot		Weekly Wholesale	# Qualified* New	Contest Credits	8,700 8,400	
Mar 16-Ma	ar 22	Sales Total	Tota	al	Orders Total	Team Members		 8,100	
Mar 23-Ma								7,800	PEARL
Mar 30-Ap	-							 7,400	$\overset{\wedge}{\swarrow}$
								 7,100	
Apr 6-Apr								 6,600	
Apr 13-Ap	r 19							6,300	
Apr 20-Ap	r 26							 6.000	PEARL
Apr 27-Ma	iy 3							5,700	
May 4-Mag	y 10							5,400	
May 11-Ma	ay 17							5,400	
May 18-Ma	ay 24								PEARL
May 25-Ma	ay 31							 4,500	$\sum$
Jun 1-Jun	7							 4,200	
Jun 8-Jun	15							 3,900	
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Diamond	\$500					e you hit S		600	
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## Seminar 2014-2015 Personal National Court of Sales

\$20,000 Wholesale (\$40,000 Retail) July 1-June 30 With every \$500 in wholesale orders, cross out a square! YOU CAN DO IT!



\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500
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\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500
				YOU DID IT

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ninar 2 d Team	Agreement Month																								
Seminar 2014-2015 Personal National Court of Sharing 24 Qualified Team Members! Enter What Your Team Members Ordered Each Month!	Qualified																								
	Name	1	2	3	4	5	6	7	8	6	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24

ALC: NO PARTY

#### Grand Achiever Tracking Sheet! Use This To Track Your Cruze!



Earn Your Car or Take the Cash Compensation of \$375/month!

#### HOW TO GET ON-TARGET:

- 1. You Must Be Active
- 2. Have 5 or more Active Personal Team Members.
- 3. You and those 5 or more active do a combined wholesale production of \$5,000 in one calendar month
- 4. These requirements must be met each month to be on-target.

YOU & YOUR FIR	ST 5 TO GO ON TAI	RGET 1ST ORI	DER 2ND ORD	DER 3RD ORDER						
YOUR PERSONAL	ORDERS									
1										
2										
3										
4										
5										
TC	)TALS = \$5,000 OR	MORE!								
DON'T STO	OP!! KEEP GOING! You	I can COMPLETE THI	S WITHIN ONE to FO	UR MONTHS!						
Cross Out Each Box As You & Your Team Reach that Production!	\$500	\$1,000	\$1,500	\$2,000						
\$2,500	\$3,000	\$3,500	\$4,000	\$4,500						
\$5,000 KEEP GOING!	YOU CAN FINISH THIS IN 1,2,3 or 4 MONTHS! CRUZE OVER TO THE NEXT PAGE TO CONTINUE TRACKING YOU CAR!									

**QUALIFICATIONS TO FINISH:** You have 1-4 months to accomplish the following:

- 1. \$20,000 Combined Personal/Team Section 1 Wholesale Production (cross out each box) (You may only contribute up to \$4,000 wholesale)
- 2. Build your team to 14 Personal Active Team Members

	MONTH 2 (OR cont. fr	(Must be \$5,000) rom Month 1)		( <i>Must be</i> \$5,000) n Month 1 & 2)		(Must be \$5,000) m Month 1,2,3)
	\$5,500	\$6,000	\$10,500	\$11,000	\$15,500	\$16,000
	\$6,500	\$7,000	\$11,500	\$12,000	\$16,500	\$17,000
	\$7,500	\$8,000	\$12,500	\$13,000	\$17,500	\$18,000
	\$8,500	\$9,000	\$13,500	\$14,000	\$18,500	\$19,000
	\$9,500	\$10,000 1/2 WAY THERE!	\$14,500	\$15,000	\$19,500	\$20,000 YOU DID IT!
#	Tean	n Member	Month 1	Month 2	Month 3	Month 4
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4						
5						
6						
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11 12						
12						
14						
15	Don't STOP at	14! Keep GOING!				
<u> </u>	1	Team Production				
	Your Pe	ersonal Production				

Building WALL eaders Use This When you Submit DIQ! TRACK TO BLUE!	<ul> <li>DIQ (Director In Qualification) can be accomplished in 1-4 months!</li> <li>Must be a Star Consultant with \$1,800 cumulative wholesale in the current quarter or previous quarter.</li> <li>Must have 10 active team members in addition to yourself to submit.</li> <li>Through DIQ:         <ul> <li>* Have a total of \$18,000 or more cumulative unit wholesale production with at least \$4,500/month</li> <li>*DIQ must have at least \$1,800 in personal cumulative personal wholesale production. (Maximum of \$4,000 personal production towards \$18,000)</li> <li>*Have 24 or more active unit members (including DIQ)</li> <li>*At least 10 of the 24 active unit members must have \$600 in cumulative wholesale production in qualification (does not include the DIQ)</li> </ul> </li> </ul>
BLUE	See the Advance Brochure on marykayintouch.com for more details.

Team Member	Active or Qualified	Month 1 Orders	Month 2 Orders	Month 3 Orders	Month 4 Orders	TOTAL
1 Senior Beauty Consultant (4% Love Check)*						
2 (Order Your Red Jacket with 2nd Active Team Member)						
3 Star Team Builder (4% Love Check & \$50 Rebate for Red Jacket)*						
4 Start earning \$50 Team Building Bonus with each New Qualified*						
5 Team Leader (4%, 9%, or 13% Love Check & Go on Target for Car!)*						
6						
7						
8 Future Director (4%, 9%, or 13% Love Check)*						
9						
10 Submit to become a DIQ (Director in Qualification)*						
11						
12						
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24						
MY ORDERS						

New Mary Kay Business Owners Check off each activity as it is completed!				Texted with Instructions	Scheduled/Held Orientation	15 Days Expire	Debut Party Date	First Orders Placed (Amount)	Checklist Complete	Six Practice Interviews List/ Completed	Vouchers Completed	Added to Voxer Group	Added to Email	Added to Facebook Group
ite	e Call	New Consultant Name	Mailing Address		$\checkmark$	$\checkmark$	$\checkmark$	First	$\checkmark$	$\checkmark$	$\checkmark$		$\checkmark$	$\checkmark$
Start Date	Welcome	Phone Number / Cons # (Recruiter)	City, State, ZIP E-Mail					Second Third						
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New Mary Kay Business Owners Check off each activity as it is completed!				Texted with Instructions	Scheduled/Held Orientation	15 Days Expire	Debut Party Date	First Orders Placed (Amount)	Checklist Complete	Six Practice Interviews List/ Completed	Vouchers Completed	Added to Voxer Group	Added to Email	Added to Facebook Group
ite	e Call	New Consultant Name	Mailing Address		$\checkmark$	$\checkmark$	$\checkmark$	First	$\checkmark$	$\checkmark$	$\checkmark$		$\checkmark$	$\checkmark$
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	New Mary Kay Business Owners Check off each activity as it is completed!			Texted with Instructions	Scheduled/Held Orientation	15 Days Expire	Debut Party Date	First Orders Placed (Amount)	Checklist Complete	Six Practice Interviews List/ Completed	Vouchers Completed	Added to Voxer Group	Added to Email	Added to Facebook Group
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	New Mary Kay Business Owners Check off each activity as it is completed!			Texted with Instructions	Scheduled/Held Orientation	15 Days Expire	Debut Party Date	First Orders Placed (Amount)	Checklist Complete	Six Practice Interviews List/ Completed	Vouchers Completed	Added to Voxer Group	Added to Email	Added to Facebook Group
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	New Mary Kay Business Owners Check off each activity as it is completed!			Texted with Instructions	Scheduled/Held Orientation	15 Days Expire	Debut Party Date	First Orders Placed (Amount)	Checklist Complete	Six Practice Interviews List/ Completed	Vouchers Completed	Added to Voxer Group	Added to Email	Added to Facebook Group
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### **CONFIDENTLY SHARE THE MARY KAY OPPORTUNITY**

## 6 KEY QUALITIES IN SUCCESSFUL BEAUTY CONSULTANTS (may have one or all of these qualities)

#### **1. BUSY PEOPLE**

- They know how to prioritize
- Good time managers
- Easy to train
- The average consultant works full time, is married and/or has to children.

#### 2. MORE MONTH THAN MONEY

- Motivated to make more money
- Goal oriented & ambitious
- Can find access to some money
- Women are more creative with money

#### 3. NOT THE SALES TYPE

- Not pushy, but informative.
- Like people and want to build relationships instead of just "getting" a sale.
- Not aggressive. Attract & not attack.

#### 4. DON'T KNOW A LOT OF PEOPLE

- Friends & family are not best customers.
- Wonderful way to meet new people.
- Developing customers is covered in training and with ideas shared at success meetings

#### 5. FAMILY ORIENTED

- Motivated by needs of family
- Don't use their family as an excuse but as a reason to do well.
- Want more for their family and want to be a good example for their children.
- Pass on good work ethic.
- Have a balanced life with God first, family second and career third.

#### 6. DECISION MAKERS

- Do not procrastinate
- Take one step at a time on their time-table
- Live by their dreams and not circumstances

## 6 REASONS PEOPLE CHOOSE A MARY KAY BUSINESS

#### 1. MONEY

- 50% profit
- 2 avenues of income: selling & sharing
- Selling via reorders (consumable), website, facials (average is \$100), parties (average is \$300), on the go selling, dovetail
- Team Buildling income: 4,9,13% commissions & more with leadership (bonuses, etc)

#### 2. RECOGNITION

- Prizes weekly, monthly, quarterly, yearly
- Many people do not get recognition for a job well done.
- Praise people to success

#### 3. SELF-ESTEEM/ PERSONAL GROWTH

- Like a college education in people skills but you get paid while you are learning.
- Only way to grow is to step out of your comfort zone & get heart racing
- Spiritual, Emotional, & Professional growth
- 4. CAR
  - Approx 85% insurance is paid by Mary Kay.
  - Build a team from 5 to 14 in 1-4 months and meet wholesale requirements.
  - Cash option: \$375, \$500, \$900, or \$1,400 monthly

#### 5. ADVANTAGES & ADVANCEMENTS

- Advance at your own pace/ flexibility
- Tax deductions, mileage, and so much more
- No quotas or territories
- Retirement available to NSD's

#### 6. BE YOUR OWN BOSS

- \$100 Investment
- Inventory is optional with 90% buyback
- Decide your income, schedule, & future.

# My Personal Sharing Appointments (Highlight New Team Members)

Name Cell/ Email	Address/Notes
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	Address/Notes
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	Name Cell/Email         31         32         33         34         35         36         37         38         39         40         41         42         43         44

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E-Card- Email sent	E: PN:	E: PN:	E: PN:	E: PN:	E: PN:	E: PN:	E. BN:
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	Date Met & Where	•			<b>N</b>		9		

# July 2014

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
		<b>1</b> Happy MK New Year!	2
6	7	8	9
13	14	15	16
20	21	22	23
27	<b>28</b> Leave for Seminar	<b>29</b> Seminar	<b>30</b> Seminar

THURSDAY	FRIDAY	SATURDAY	
3	4 Independence Day	5	
			AUGUST 2014
			Sun Mon Tues Wed Thurs Fri Sat
10	11	12	3         4         5         6         7         8         9
			3         4         5         6         7         8         9           10         11         12         13         14         15         16
			17 18 19 20 21 22 23
			24         25         26         27         28         29         30           31                 30
17	18	19	
24	25	26	
			_
<b>31</b> Seminar			
			_

## August 2014

	SUNDAY	MONDAY	TUESDAY	WEDNESDAY
3		4	5	6
10	Fall/Holiday Early Ordering for PCP & Quarter 4 Stars	11	12	13
17		18	19	20
24		25	26	27
31				

THURSDAY	FRIDAY	SATURDAY							
	1 Seminar	2 Seminar/Return home	R	6	8				
				P	Tues	/B Wed	<b>ER</b>	201 Fri	4 Sat
7	8	9		1	2	3	4	5	6
			7	8	9	10	11	12	13
			14	15	16	17	18	19	
			21 28	22 29	23 30	24	25	26	27
14	15 Fall/Holiday Product Launch	16	20	23	50				
21	22	22	-						
21		23							
28	29	30							
<u> </u>									

## September 2014

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
	<b>1</b> Labor Day	2	3
7	8	9	10
14	15 Last Day of 1st Quarter	<b>16</b> First Day or 2nd Quarter	17
21	22	23	24
28	29	30	

THURSDAY	FRIDAY	SATURDAY							-
			Sun	OC Mon	TO Tues	BE	<b>R 2</b> (	014 Fri	Sat
	_					1	2	3	4
4	5	6	5	6	7	8	9	10	11
			12	13		15	16	17	18
			19	20	21	22	23	24	25
			26	27	28	29	30	31	
44	40	40							
11	12	13							
18	19	20							
10		20							
25	26	27							
20									

#### October 2014

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
			1
5	6	7	8
12	13 Columbus Day	14	15
19	20	21	22
26	27	28	29

THURSDAY	FRIDAY	SATURDAY	
			NOVEMBER 2014
			Sun Mon Tues Wed Thurs Fri Sat
2	3	4	2 3 4 5 6 7 8
			9         10         11         12         13         14         15
			16         17         18         19         20         21         22
			23 24 25 26 27 28 29
9	10	11	30
5			
16 Bosses Day	17	18	
23	24	25	
20		20	
			_
30	31 Halloween		

#### November 2014

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
2 Daylight Savings	3	4	5
	5	7	5
9	<b>10</b> Winter Early Ordering for PCP & Quarter 1 Stars	<b>11</b> Veteran's Day	12
16	17	18	19
23	24	25	26
23	24	ZJ	20
30			

THURSDAY	FRIDAY	SATURDAY	
		1	
			DECEMBER 2014
			Sun Mon Tues Wed Thurs Fri Sat
6	7	8	1 2 3 4 5 6
			7         8         9         10         11         12         13
			14 15 16 17 18 19 20
			21         22         23         24         25         26         27           28         29         30         31
13	14	15 Winter Product Launch	20 23 30 31
20	21	22	
27 Thanksgiving	28 Black Friday	29	-
			-

#### December 2014

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
	1	2	3
7	8	9	10
14	<b>15</b> Last Day of 2nd Quarter	<b>16</b> First Day of 3rd Quarter	17
21	22	23	24
28	29	30	31

THURSDAY	FRIDAY	SATURDAY	
			JANUARY 2015
			Sun Mon Tues Wed Thurs Fri Sat
4	5	6	
			4         5         6         7         8         9         10           11         12         13         14         15         16         17
			18         19         20         21         22         23         24
			25 26 27 28 29 30 31
11	12	13	
18	19	20	
25 Christmas	26	27	

## January 2015

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
4	5	6	7
11	12	13	14
<b>18</b> Leadership Conference	<b>19</b> Leadership Conference	20 Leadership Conference	21 Leadership Conference
25	26	27	28
23	20	21	20

THURSDAY	FRIDAY	SATURDAY							
						1			
			F	EB	RU	AR	Y 2	015	5
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
1	2	3	1	2	3	4	5	6	7
			8	9	10	11	12	13	14
			15 22	16 23	17 24	18 25	19 26	20 27	21 28
				23	24	25	20	21	20
8	9	10							
15	16	17							
22	23	24							
20	30	24	┨──						
29	30	31							

## February 2015

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1	2	3	4
8	9	<b>10</b> Spring Early Ordering for PCP & Quarter 2 Stars	11
<b>15</b> Spring Product Launch	16	17	<b>18</b> Ash Wednesday
22	23	24	25

THURSDAY	FRIDAY	SATURDAY							ŧ
						1			
							20 <sup>2</sup>		
			1Sun	Mon	Tues	Wed	Thurs	Fri	Sat
5	6	7	1	2	3	4		6	7
			8	9 16	10 17	11 18		13	14 21
			22	23	24	25		20 27	21
			29	30	31				
12	12	4.4	-						
12	13	<b>14</b> Valentines Day							
			-						
19	20	21							
			_						
26	27	28							
			_						

### March 2015

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1	2	3	4
<b>8</b> Daylight Savings Time	9	10	11
<b>15</b> Last Day of Quarter 3	<b>16</b> First Day of Quarter 4	<b>17</b> St. Patrick/s Day	18
22	23	24	25
<b>29</b> Palm Sunday	30	31	

THURSDAY	FRIDAY	SATURDAY				Statement of the second se		a a a a a a a a a a a a a a a a a a a	
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				A	PR		201	5	
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
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			5 12	6 13	7	8 15	9 161	10 17	11 18
			12	20	21	22	23	24	25
			26	27	28	29	30		
12	13	14							
40									
19	<b>20</b> Career Conference Week 1	21 Career Conference Week 1							
26	<b>27</b> Career Conference Week 2	<b>28</b> Career Conference Week 2							
<u> </u>									

# April 2015

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
			1
5 Easter	6	7	8
12	13	14	<b>15</b> Tax Day
19	20	21	<b>22</b> Administrative Prof Day
26	27	28	29

THURSDAY	FRIDAY	SATURDAY							
					F	-			
				ione fin		Y 2	015		
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
2	<b>3</b> Good Friday	4						1	2
			3 10	4			7 14	8 15	9 16
			17	18				22	23
			24	25	26	27	28	29	30
9	10	11	31						
16	17	18	-						
		05	_						
23	24	25							
			_						
30									

# <u>May 2015</u>

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
3	4	<b>5</b> Cinco De Mayo	<b>6</b> National Nurses Day National Teacher Appr Day
40	44	40	42
<b>10</b> Mother's Day Summer Ordering for PCP & Quar- ter 3 Stars	11	12	13
17	18	19	20
24	25 Memorial Day	26	27
31			

THURSDAY	FRIDAY	SATURDAY						- Contraction of the Contraction	
	1	2				0			
					UN	E 2	201		
			Sun	Mon	Tues	Wed	Thu rs	Fri	Sat
7	8	9		1	2	3	4	5	6
			7		9	10		12	13
			14 21		16 23	17 24		19 26	20 27
			28		30				
14	15	16	_						
14	15 Summer Product Launch								
			_						
21	22	23							
28	29	30	_						
			_						
			_						

### June 2015

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
	1	2	3
7	8	9	10
14	<b>15</b> Last Day of Quarter 4	<b>16</b> First Day of Quarter 1	17
<b>21</b> Father's Day	22	23	24
28	29	30	

THURSDAY	FRIDAY	SATURDAY							
									X
				,	JUL	Y 2	015	5	
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
4	5	6				1	2	3	4
			5 12		7	8	9 16	10	11
			12		14 21	15 22	23	17 24	18 25
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11	12	13	_						
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18	19	20							
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Seminar 2015:									
July 15-18									

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