



MY SEMINAR 2016 GOALS



I Will Be A . . .

_____ by August 1st

_____ by September 1st

_____ by October 1st


_____ by November 1st

_____ by December 1st

_____ by January 1st
Leadership Conference

_____ by March 1st
Career Conference

_____ by July 1st
Seminar

CAREER LEVEL	ACTIVE* TEAM MEMBERS
Senior Consultant	1-2
Star Team Member	3-4
Team Leader	5-7
Future Sales Director	8+
DIQ	Add 10+ Personal Team Members by the 1st of the month & Star
Grand Achiever 	Build to 14+ team members w/\$20,000 Team Production in 1 - 4 months
Director	Build to 24+ unit members w/ \$18,000 Unit Production in 1 - 4 months

OTHER GOALS:

Number of Monthly Selling Appt _____

Monthly Retail Goal: \$ _____

Monthly Wholesale Goal: \$ _____

Quarterly Wholesale Goals:

June 16 - Sept. 15 \$ _____

Sept. 16 - Dec. 15 \$ _____

Dec. 16 - Mar. 15 \$ _____

Mar. 16 - June 15 \$ _____

Monthly Team Building Appts: _____

of New Team Members per month _____

Medal Goal: (Gold=5, Silver=4, Bronze=3) _____

PCP Customers Enrolled Each Qtr _____

of Quarters as a Star Consultant _____

** A consultant is considered active in the month she places a \$225 w/s order and the following 2 months.*

QUEEN'S COURT OF SALES

\$40,000 Retail production
07/01/15 - 06/30/16



QUEEN'S COURT OF SHARING

Add 24 Qualified* personal team members 07/01/15 - 06/30/16

**A Qualified Consultant is one who places a Minimum \$600 w/s Section 1 Product Order in the same or following month their agreement is received or if they achieve 1 quarter of Star Consultant status by June 15, 2016.*

BREAK IT DOWN

How to be a Sapphire Star!

\$300 weekly retail sales (\$1200 monthly)
which equals
\$600 wholesale orders monthly and
\$1800 wholesale for the quarter

How to be a Diamond Star!

\$500 weekly retail sales (\$2000 monthly)
which equals
\$1000 wholesale orders monthly and
\$3000 wholesale for the quarter

How to be a Ruby Star!

\$400 weekly retail sales (\$1600 monthly)
which equals
\$800 wholesale orders monthly and
\$2400 wholesale for the quarter

How to be an Emerald Star!

\$600 weekly retail sales (\$2400 monthly) which equals
\$1200 wholesale orders monthly and
\$3600 wholesale for the quarter

**A Year of consistent Emerald selling gets you
VERY close to QUEEN'S Court of SALES!!**

Take Credit for Team Building:

You can earn additional team building credits when you share the Mary Kay business opportunity and achieve \$1,800 minimum wholesale section 1 orders. Each qualified new personal team member you add equals 600 contest credits. It's a great way to support your wholesale section 1 orders and move you to the next Star Consultant Star prize category & Ladder of Success Recognition.

How to be a Pearl Star!

\$800 weekly retail sales (\$3200 monthly)
which equals
\$1600 wholesale orders monthly and
\$4800 wholesale for the quarter



QUEEN'S COURT OF SALES



\$40,000 Retail in 12 months
\$3,333 retail sold each month
\$833 retail sold each week
\$119 retail sold each day



Or on the average 3-4 classes
a week with 4 new customers
buying the basic set.



Plus extras from reorders,
holiday sales, gift baskets,
etc...



QUEEN'S COURT OF SHARING



Add 24 Seminar Qualified*
personal team members

Add 2 New Qualified Team
Members per month



*A Qualified Consultant is one who places a Minimum \$600 w/s Section 1 Product Order in the same or following month their agreement is received or if they achieve 1 quarter of Star Consultant status by June 15, 2016.