

# DIRECTOR FORM

Revised 02/10/09



- 500 min. points plus \$200 wholesale earns right to be on the monthly conference call with your National and, Top Directors or a NSD guest!
- Top Five Qualifiers must have at least 1300 total points to be recognized.
- #1 PACESETTER with at least 1300 points will receive a gift from Kerry!!!

## PACESETTER PASSION CONF. CALLS!!

YOUR FULL NAME: \_\_\_\_\_ RESULTS MONTH: \_\_\_\_\_ YEAR: \_\_\_\_\_  
 YOUR EMAIL: \_\_\_\_\_

I sent at least a minimum \$200.00 wholesale order this month. Please check YES (\_\_\_) or NO (\_\_\_)

ACTIVITIES TO COMPLETE	Quantity	NEW Values	Total Points
How many SELLING APOINTMENTS did you BOOK for the month?		5 each	
How many TOTAL FACES did you do this month? (18 yrs or older) (Do not count present customers unless they have not had facial in 6 mos)		50	
How many NEW TIMEWISE Basic or MIRACLE Sets did you sell this month?		100	
How many GUESTS did you take to a Mary Kay event? (18 yrs or older)		10	
What were sales for the month from classes and facials? (NO sales tax)		\$1 = 2 pts.	
What were sales for the month from other sales? (NO sales tax)		\$1 = 1 pt.	
How much WHOLESALE (section 1) did you ORDER this month?		\$1 = 1 pt	
UNIT ACTIVITIES TO COMPLETE	Quantity	NEW Values	Total Points
Events held for consultants (Class, glamour coffee, sales mtg, guest event)		50	
Number of qualified consultants participating in Pacesetter Call LAST MONTH. (Do not count yourself)		50	
How many Personal or Unit interviews were completed with closing and follow-through?		50	
How many NEW personal & unit agreements submitted to company. (NOT Welcome-Back or reinstated consultants)		100	
How many NEW unit members made a first time \$600 order this month?		100	
How many consultants moved to a new career level? (SR, RJ, TL, FD)		100	
On-Target - Car Drivers?		200	
DIQ's?		200	
Debuting Directors?		500	
UNIT RECRUIT BONUS (5 Qualified means \$500 bonus for you!)		100	
\$5000 - \$7999 or more unit wholesale production		200	
\$8000 or more unit wholesale production		300	
\$16000 or more unit wholesale		500	
TOTALS OF BOTH SECTIONS			

Form is available for **online entry**. Go to [www.kerrybuskirknsd.com](http://www.kerrybuskirknsd.com) – login to Director pages.  
 Or form can be sent to Kerry Buskirk via email: [kbuskirk@marykay.com](mailto:kbuskirk@marykay.com), Fax: (316) 775-6689, or mail hard copy to 8302 SW Hillcreek Road, Augusta, KS, 67010. Kerry's office: (316) 775-7104.  
 Preliminary participant list will be sent Saturday before the call and final list on Monday before the call.