



# 2007 - 2008 Goals for My Mary Kay Business

## I will be a . . .



### Active Team Members\*

Senior Consultant = 1  
 Star Recruiter = 3  
 Team Leader = 5  
 Future Sales Director = 8  
 DIQ = 8 the month prior to submit  
 On-Target Grand Achiever = 5 + \$4,000 combined personal/team wholesale Section 1 production in a calendar month.

\* An Independent Beauty Consultant is considered active in the month a minimum \$200 wholesale Section 1 product order is received by the Company and in the following two calendar months.

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by September 1<sup>st</sup>

by November 1<sup>st</sup>

by January 1<sup>st</sup>

by March 1<sup>st</sup> for Career Conference

by May 1<sup>st</sup>

by July 1<sup>st</sup> for Seminar

### OTHER GOALS

Number of Monthly Selling Appointments: \_\_\_\_\_

Monthly Retail Sales Goal: \_\_\_\_\_

Monthly Wholesale Sales Goal: \_\_\_\_\_

Quarterly Wholesale Sales Goal:

#### Star Consultant Program

Sapphire = \$1,800 wholesale  
 Ruby = \$2,400 contest credit<sup>+</sup>  
 Diamond = \$3,000 contest credit<sup>+</sup>  
 Emerald = \$3,600 contest credit<sup>+</sup>  
 Pearl = \$4,800 contest credit<sup>+</sup>

June 16 – Sept. 15 \_\_\_\_\_

Sept. 16 – Dec. 15 \_\_\_\_\_

Dec. 16 – Mar. 15 \_\_\_\_\_

Mar. 16 – June 15 \_\_\_\_\_

Number of Monthly Team-Building Appointments: \_\_\_\_\_

Number of New Team Members per Month: \_\_\_\_\_

Queen's Court of Personal Sales

Queen's Court of Sharing

**Court of Personal Sales** = \$36,000 or more in personal estimated retail production received from 7/1/07 through 6/30/08

**Court of Sharing** = At least 24 qualified\* new personal team members between 7/1/07-6/30/08

\* A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company between 7/1/07-6/30/08. Please refer to the Seminar Awards 2008 brochure for complete rules and qualifications.

<sup>+</sup> Contest Credit is any combination of at least \$1800 in wholesale Section 1 orders plus qualified new personal team members.