



SEMINAR 2019

Mary Kay Goals

I WILL BE A...

CAREER LEVEL

- _____ by July 31st
- _____ by August 31st
- _____ by September 30th
- _____ by October 31st
- _____ by November 30th
- _____ by December 31st
- _____ by January 1st

Leadership Conference San Diego 2019

OTHER GOALS

- Monthly Retail Goal \$ _____
- Number of Monthly Selling Appointments _____
- Monthly Wholesale Goal \$ _____

Quarterly Wholesale Goals

- Jun 16-Sept 15 _____
- Sept 16-Dec 15 _____

- Monthly Team Building Appointments _____
- Number of New Team Members _____

Queen's Court of Personal Sales

\$40,000 Retail Production
July 1, 2018-June 30, 2019

Queen's Court of Personal Sharing

24 Qualified Team Members
July 1, 2018-June 30, 2019



CAREER LEVEL

- Senior Consultant
- Star Team Builder
- Team Leader
- Future Director/DIQ
- On-Target Car
- Grand Achiever

ACTIVE TEAM MEMBERS

- 1-2
- 3-4
- 5-7
- 8+ (All In With 8)
- 5+ and \$5,000 Team Wholesale
- 16+ and \$23,000 Team Wholesale production in 1-4 months

Team Member is active in the month a \$225 wholesale order is placed and the 2 months following the order.

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



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