



My Seminar 2020 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	All in w/ 8! Add 8+ Personal Team Members by the 1st of the month
Grand Achiever 	Build to 16+ team members w/ \$23,000 Team Production in 1 - 4 months
Director	Build to 24+ unit members w/ \$18,000 Unit Production in 1-4 months (or \$13,500 Unit Production in 1- 3 months - All In w/ 8! Promotion until Dec 1st)

* A consultant is considered active in the month she places a \$225 w/s order and the following 2 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 \$ _____
 All-Star Consistency Goal _____
 Monthly Team Building Appts: _____
 # of New Team Members per month _____
 Medal Goal: (Gold=5, Silver=4, Bronze=3) _____
 PCP Customers Enrolled Each Qtr _____

Queen's Court of Sales



\$40,000 Retail production
07/01/19 - 06/30/20



Queen's Court of Sharing

Add 24 Qualified* personal team members 07/01/19- 06/30/20

*A Qualified Consultant is one who places a Minimum \$600 w/s Section 1 Product Order in the same or following 3 months their agreement is received or if they achieve 1 quarter of Star Consultant status by June 15, 2020.

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 3 calendar months their agreement is received or if they achieve 1 quarter of Star Consultant status by June 15, 2020.