

New Sales Director Programs Challenges and Rewards

PROGRAM

On the Move 3 months

\$15,000

3 qualified personal
team members

CHALLENGE

By the end of the **third month** following your debut date:

- Achieve a total of at least \$15,000 in adjusted unit wholesale production
- Add three or more qualified personal team members whose Independent Beauty Consultant Agreements and minimum of \$600 in wholesale Section 1 orders are received during the three months following their Agreement dates

REWARDS

- \$1,000 bonus
- On the Move unit banner
- Pin enhancer and charm
- Name recognition in *Applause*® magazine
- Name badge ribbon at Leadership Conference
- Standing recognition at Leadership Conference

Fabulous 50s Club 6 months

\$30,000

50 unit members

By the end of the **sixth month** following your debut date:

- Achieve a total of at least \$30,000 in adjusted unit wholesale production
- Build and maintain 50 unit members

- \$1,000 bonus
- Fabulous 50s unit banner
- Pin enhancer and charm
- Photo recognition in *Applause*® magazine
- Name badge ribbon at Leadership Conference
- **New!** Free Leadership Conference registration
- **New!** Onstage recognition at Leadership Conference

Honors Society 12 months

\$60,000

50 unit members

By the end of the **12th month** following your debut date:

- Achieve a total of at least \$60,000 in adjusted unit wholesale production
- Build and maintain 50 unit members

- \$1,000 bonus
- Honors Society unit banner
- Pin enhancer and charm
- Photo recognition in *Applause*® magazine
- Name badge ribbon at Leadership Conference
- **New!** Free Seminar registration
- **New!** Onstage recognition at Leadership Conference
- **New!** Special function at Leadership Conference

Dean's List 12 months

By the end of the **12th month** following your debut date:

- Achieve Mary Kay Honors Society
- Be one of the **top three** with the highest adjusted unit wholesale production of your debut class
- Maintain at least 50 unit members

- All of the above Honors Society awards and bonuses
Plus:
- Fabulous topaz ring
- Name badge ribbon
- Special onstage recognition at Leadership Conference
- Dean's List unit banner

Triple Crown 12 months

Qualify for all
three of the New
Independent Sales
Director Programs

By the end of the **12th month** following your debut date
achieve:

- On the Move
- Fabulous 50s Club
- Honors Society

- All of the above awards and bonuses from On the Move,
Fabulous 50s and Honors Society
Plus:
- Triple Crown unit banner
- Leadership Conference onstage recognition
- Photo recognition in *Applause*® magazine
- Name badge ribbon at Leadership Conference
- **New!** Gorgeous Triple Crown ring

Beginning January 1, 2009, achievers of these programs will be eligible for these new rewards.