

During your first year as an Independent Sales Director, stay focused on success. Step up to these challenges, and you can earn exciting rewards along the way!

New Sales Director Programs



Triple Crown – achieve On the Move, Fabulous 50s Club and Honors Society

- Earn \$3,000 in challenge bonuses
- Receive a beautiful black and clear diamond ring

“Talk about it! Everyone from my customers, my family, to the Beauty Consultants in my unit knew about our new unit goals. I even had one customer who was going to wait a few months after she moved sign up as we were finishing Fabulous 50s because she knew how significant and important it was for us to finish. When you master the art of enrolling EVERYONE in your unit’s goals early on, your unit clubs, Cadillac and trips are right around the corner.”

Independent Senior Sales Director Lia Carta

PROGRAM	CHALLENGE	REWARDS
On the Move 3 months \$15,000 3 qualified personal team members	By the end of the third month following your debut date: <ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • \$1,000 bonus • On the Move unit banner • Pin enhancer and charm • Name recognition in <i>Applause</i>® 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: <ul style="list-style-type: none"> • Achieve a total of at least \$30,000 in adjusted unit wholesale production • Build and maintain 50 unit members 	<ul style="list-style-type: none"> • \$1,000 bonus • Fabulous 50s unit banner • Pin enhancer and charm • Photo recognition in <i>Applause</i>® 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: <ul style="list-style-type: none"> • Achieve a total of at least \$60,000 in adjusted unit wholesale production • Build and maintain 50 unit members 	<ul style="list-style-type: none"> • \$1,000 bonus • Honors Society unit banner • Pin enhancer and charm • Photo recognition in <i>Applause</i>® 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: <ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • All of the above Honors Society awards and bonuses Plus: <ul style="list-style-type: none"> • 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: <ul style="list-style-type: none"> • On the Move • Fabulous 50s Club • Honors Society 	<ul style="list-style-type: none"> • All of the above awards and bonuses from On the Move, Fabulous 50s and Honors Society Plus: <ul style="list-style-type: none"> • Triple Crown unit banner • Leadership Conference onstage recognition • Photo recognition in <i>Applause</i>® 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.

“Be a dreamer. Have a sense of greatness. It has been said that if you can dream it, you can do it. And I believe that. Before your dream can become a reality, you have to see it in your own mind; see its fulfillment, whatever it may be.”

— Mary Kay Ash

ON THE MOVE			FABULOUS 50s CLUB			HONORS SOCIETY		
Month	Unit Wholesale Production (Goal is \$15,000)	Number of Qualified Team Members (Goal is 3)	Month	Unit Wholesale Production (Goal is \$30,000)	Number of Team Members (Goal is 50)	Month	Unit Wholesale Production (Goal is \$60,000)	Number of Team Members (Goal is 50)
1.	_____	_____	1.	_____	_____	1.	_____	_____
2.	_____	_____	2.	_____	_____	2.	_____	_____
3.	_____	_____	3.	_____	_____	3.	_____	_____
			4.	_____	_____	4.	_____	_____
			5.	_____	_____	5.	_____	_____
			6.	_____	_____	6.	_____	_____
						7.	_____	_____
						8.	_____	_____
						9.	_____	_____
						10.	_____	_____
						11.	_____	_____
						12.	_____	_____