

Welcome to Mary Kay & the



# UNSTOPPABLE UNIT

CREATING A SAFE SPACE FOR  
CHAMPION WOMEN TO GROW TO RUN & TO WIN!



## WELCOME TO OUR UNSTOPPABLE FAMILY!

FIRST AND FOREMOST WE WANT YOU TO KNOW THAT YOU ARE OFFICIALLY SURROUNDED WITH WOMEN WHOSE DEEPEST DESIRE IS TO HELP YOU CREATE THE SUCCESS & ABUNDANCE YOU DESIRE WITH THIS OPPORTUNITY. WE LOVE HELPING YOU CREATE A LIFE OVERFLOWING WITH CHOICES THAT YOU DESIRE AND CRUSHING GOALS AS A TOP TEAM IN THIS COMPANY WHILE DOING IT!

## ASK YOURSELF WHAT CAN MARY KAY DO FOR YOU?

IF YOU SEE THIS OPPORTUNITY AS A GREAT WAY TO MAKE A LITTLE EXTRA MONEY ... A CONSISTENT NICE CHUNK OF EXTRA INCOME ... OR MAYBE YOU CAN SEE YOURSELF IMMEDIATELY MOVING INTO LEADERSHIP TO HELP OTHER WOMEN CREATE EXTRA INCOME ... HOWEVER YOU WANT TO WIN ... WE WANT TO DO WHATEVER WE CAN TO HELP YOU MAKE THAT HAPPEN!

MY PASSION IN LIFE IS TO IGNITE A FIRE FOR GROWTH IN EVERYONE I MEET SO THEY CAN LIVE OUT THEIR LIFE AS THE BEST VERSION OF THEMSELVES. I LIVE TO HELP OTHERS WIN AND HAVE A LOT OF FUN WHILE WE DO IT! I BELIEVE THAT EVERY WOMAN DESERVES TO BE A PART OF A CHAMPIONSHIP TEAM & WE COULDN'T BE MORE EXCITED OUR TEAM NOW INCLUDES YOU!

## LET'S BE UNSTOPPABLE

*Chelsey*

"Most people live and die with their music still unplayed.  
They never dare to try.  
You can have anything in this world you want,  
if you want it badly enough and you're willing to pay the price."  
MARY KAY ASH



www.unstoppablearea.com

# THE 4 P'S TO UNSTOPPABLE SUCCESS

You've officially kicked off your NEW Mary Kay Business! Now what?

While there are so many things you can do ... the five P's of success are the most important places to start!

**Sometimes starting something new feels a little like drinking from a fire hose right?**

When you feel that overwhelm & are uncertain what to do next?

Come BACK to these 6! And of course reach UP for help.

## PEARLS

**Mary Kay Ash always asked us to PASS IT ON.**

Pass on this opportunity she created to enrich women's lives. To help you become confident in passing it on we will have you complete 6 practice pearl calls (leadership sharing appointments) in your first few days!

**Step 1.** They watch our Unstoppable info video.

**Step 2.** They complete the short survey.

**Step 3.** They jump on a 3 way zoom or call with you + Chelsey so they can ask 2 questions about Mary Kay and YOU can hear Chelsey answer them!

This gets the word out about your business while YOU become more confident speaking about this incredible company.

### 3 Women I Admire for my 1st Pearl Party

- 1.
- 2.
- 3.

## PARTY

### VIRTUAL AND/OR IN PERSON

Right away my main priority is to get profit in your pocket as soon as possible.

**Step 1.** Book a Virtual Launch Party with Chelsey. This can be done via Zoom or Facebook.

**Step 2.** Get a minimum of 20 friends/family members to request facial kits (Chelsey will send on your behalf) so we can get the product in their hands.

**Step 3.** Book an in person launch party that Chelsey will help you with either in person or via technology!

**My Virtual Launch Party Date :**

**My In Person Launch Party Date :**

## PRODUCT

**ALWAYS** know that **INVENTORY** is a **CHOICE**.

**Does product on hand determine your success?**

Well of course not!

That's like saying purchasing a gym membership will make you fit.

**Does it save you money & time in the long run + allow you to provide better customer service?**

Absolutely.

With COVID there are times certain products will be unavailable. Having a stock of the primary products we sell can be helpful.

**If my sister in law called tomorrow & said she'd like to generate consistent income with her business, would I tell her & my brother inventory is really important?**

Well of course I would! But remember. **It is just an OPTION.**

### My Inventory Decision

*How do I become successful?*

## PRAISE

**Mary Kay Ash believed in praising women to success!**

Plug in to as MANY events as possible. MOST importantly plug in to our weekly success meeting either in person or by watching the replay.

**IT'S SIMPLE. SHARE THE PRODUCT. SHARE THE OPPORTUNITY. SHOW UP TO EVENTS. HELP OTHERS DO THE SAME.**

"PASS IT ON." - MARY KAY ASH

# LET'S GET STARTED

Calling all of my checklist lovers! This page is for YOU!

Below is a list of items that are great suggestions for you to tackle during the first month of your business! Remember everything after your starter kit are choices and options ALWAYS available to you ... you can get started today ... or 6 months from now ... I'll always be here to help you!

- \_\_\_\_\_ JOIN THE UNSTOPPABLE UNIT FB GROUP
- \_\_\_\_\_ COMPLETE WELCOME APPOINTMENT WITH CHELSEY
- \_\_\_\_\_ TELL CHELSEY YOUR INVENTORY DECISION : \_\_\_\_\_
- \_\_\_\_\_ ADD FRIENDS/FAMILY & FUTURE CUSTOMERS TO YOUR LAUNCH FB GROUP
- \_\_\_\_\_ SET UP YOUR WEBSITE ON [MARYKAYINTOUCH.COM/BUSINESS TOOLS](http://MARYKAYINTOUCH.COM/BUSINESS TOOLS)
- \_\_\_\_\_ SET UP YOUR PROPAY ACCOUNT TO PROCESS CREDIT CARDS
- \_\_\_\_\_ DOWNLOAD THE PROPAY APP
- \_\_\_\_\_ COMPLETE YOUR 6 VIDEO SHARES W FOLLOWUP CALL (PEARLS)
- \_\_\_\_\_ SCHEDULE YOUR VIRTUAL LAUNCH PARTY
- \_\_\_\_\_ SUBMIT FACIAL KIT REQUEST FOR CHELSEY TO MAIL FOR LAUNCH PARTY
- \_\_\_\_\_ BECOME A GREAT START ACHIEVER!
- \_\_\_\_\_ ADD YOUR FIRST TEAM MEMBER
- \_\_\_\_\_ START MARY KAY UNIVERSITY ON INOUTCH

## TRACKING

### PEARL APPOINTMENTS

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

### 10 FACIAL KITS FOR LAUNCH PARTY

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_



Pretend that every single person you meet has a sign around his or her neck that says, 'Make me feel important.' Not only will you succeed in sales, you will succeed in life.

Mary Kay Ash



# SCRIPTS TO MAX OUT YOUR

# MK Business Launch

- ✓ Add your friends to your new Facebook Group.
- ✓ Privately ... INDIVIDUALLY ... message (even better to text) them inviting them.

## THE DAY YOU BOOK YOUR LAUNCH

"Hey (their name!)! Would you be ok if I mailed you a free skin care sample pack? I just started a Mary Kay business and I get to hold a virtual launch party via Zoom & FB Live (whichever you want to join)!!  
My Sips & Skin Care Launch is Thursday, July 22nd at 8pm!  
Any chance you're you free so I can mail you a goodie bag?"

## IF THEY ARE **NOT FREE THAT TIME**

I can still send you a facial kit & have you join our Sunday Spa Session or our Thursday Sips & Skin Care if one of those would work better :)? Then you can still enjoy it!

- ✓ **5-6 DAYS PRIOR to Your Launch**  
Individually message each person that has NOT yet requested their kit ... reminding them to submit their Spa Kit Customization.

- ✓ **TEXT GUESTS 3 DAYS BEFORE YOUR EVENT PRIVATE MESSAGE**  
"Hey (insert name) ... Just a few things to do to make sure you are ready for the party ::  
✓ Make sure you are connected to my Launch Group!  
This is where the fun will take place + all the info posted!!  
**(Add your link here)**  
✓ Write down any questions you might have about our products.  
✓ Let me know as soon as you receive your goodies in the mail!"

- ✓ **TEXT GUESTS 1 DAY BEFORE YOUR EVENT PRIVATE MESSAGE**  
HEY!! Just a reminder TOMORROW is my Sips & Spa Night!  
It starts at (your time here) so make sure you are on Zoom or FB LIVE in the group at that time to get in on the prizes!  
You'll need a bowl of warm water and a washcloth.  
Just for attending you can get entries in a drawing for \$100 cash!  
Can't wait for you to have some spa time w me :))

- ✓ **TEXT GUESTS 30 MINUTES BEFORE YOUR EVENT**  
"It's 1/2 hour from start time!! Make sure your hair is out of your face, and you have your washcloth + water. The party will last around 30-40 minutes. "See" you there!!"  
ZOOM LINK :: <https://us02web.zoom.us/j/6415690611> (ID 641 569 0611)

- ✓ **DAY AFTER YOUR EVENT TEXT**  
"Thanks again for being a part of my Sips & Skin Care!  
My party closes tonight - don't hesitate to ask any questions!"



# Direct Sales Dual Marketing

Mary Kay is a family owned and operated, debt free, multi-billion dollar Direct Sales company operating in 35 countries.

We not a MLM or network marketing company, We are a true Direct Sales B to B business model.

We buy from MK and we sell to our clients. Just like any other small business who buys at market and sells directly to their clients. One of the things that makes Mary Kay very different from MLMS, is that there is **no requirement to recruit to earn a profit selling products to customers**. Every active independent beauty consultant running a Mary Kay business regardless of team size has access to the same 50% profit on product sales! Buy for \$1, sell for \$2 – this is one of, if not the highest profit potentials in the industry.

**Freedom & Flexibility**

**Relationships & Recognition**

**Foundational Growth & Philanthropy**

**Finances**

## Three Sources of Income

- 1.
- 2.
- 3.

## Pass It On

- 1.
- 2.
- 3.
- 4.
- 5.

## Three Levels of Income

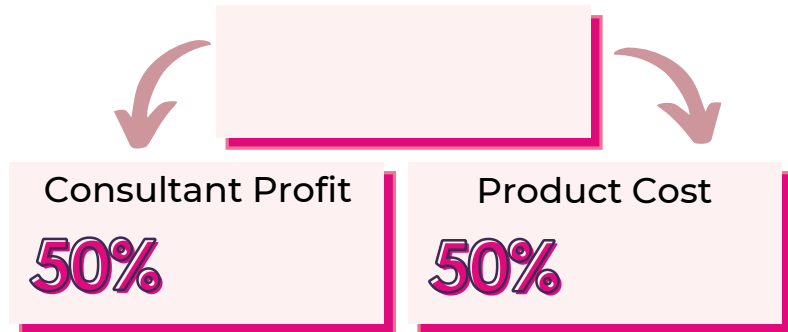
CONSULTANT :

DIRECTOR :

NATIONAL :

## Profit on Retail Sales + Reorders

AVG SKIN CARE SESSION : \$ \_\_\_\_\_ X 8/WEEK  
 = \$ \_\_\_\_\_ X 4 WEEKS  
 = RETAIL SOLD A MONTH



AVERAGE SKIN CARE SESSION \$100 (1 HOUR)  
 AVERAGE PARTY OF 5-7 WOMEN \$500 (2 HOURS)

## Additional Benefits

- Career Car Program or Cash Compensation
- Product Quality & European Union Testing Standards
- Global Leadership Program (nearly 40 countries)
- Tax Benefits

monthly profit	parties per week	faces per month	hours per week
\$160-\$320	online orders	6-12	1-2
\$400-\$600	1	16-20	5-7
\$800-\$1800	2-3	32-45	10-12
\$1200-\$3000	2-4	48-50	12-15

# 15 day free welcome color look



ORDER YOUR INVENTORY WITH IN 15 DAYS TO RECEIVE THIS \$133 GIFT

YOUR 15 DAY DATE:

*great start.* **ready, set, sell!**

## BUNDLE OPTIONS



TIME WISE MIRACLE 3D \$158 VALUE

ULTIMATE TARGETED SOLUTIONS \$141 VALUE

OPEN FOR BUSINESS \$156 VALUE



LASH & LIP \$144 VALUE

TIMEWISE 3D FOUNDATIONS \$160 VALUE

ROLL UP BAG & MIRRORS

"The definition of successful people is simply ordinary people with extraordinary determination."

MARY KAY ASH

## 1 desired monthly earnings

monthly profit	parties per week	faces per month	hours per week	points
\$160-\$320	online orders	6-12	1-2	2
\$400-\$600	1	16-20	5-7	4
\$800-\$1800	2-3	32-45	10-12	6
\$1200-\$3000	2-4	48-50	12-15	8

## 2 training

- I am committed to attending success meetings weekly **3 pts**
- I am committed to attending success meetings twice a month **2 pts**
- I plan on attending success meetings when they fit in my schedule **1 pt**

## 3 set your goals

check ALL that apply

- I'm interested in building a solid customer base. **2 points**
- I'm interested in earning the use of a Mary Kay Career Car **2 points**
- I'm interested in becoming a Mary Kay Sales Director **2 points**
- I'm interested in replacing my full-time income. **2 points**
- I'm interested in having a little extra spending cash **1 point**

how much inventory do I need?

**Inventory is not a HAVE TO, but it allows you to give the best possible customer service!**

14+ points	\$4,800	Pearl Star (6 FREE bundles)
13 points	\$3,600	Emerald Star (6 FREE bundles)
11-12 points	\$3,000	Diamond Star (5 FREE bundles)
8-10 points	\$2,400	Ruby Star (4 FREE bundles)
4-7 points	\$1,800	Sapphire Star (3 FREE bundles)

# EXPLORE YOUR INVESTMENT OPTIONS

**Remember. Everything AFTER your Starter Kit are just options.**  
And having inventory on hand is one of those! It is true that women purchase more when they can have something instantly.

**I'm planning on doing my business mostly virtual | Do I still need inventory?**

I am ALWAYS going to be completely honest with you.  
Is it **required**? Nope! Does it **cut down on time/costs**? YES!  
Currently I do about 50% of my appointments virtually.

**The reasons I personally carry inventory :**

Local customers | Personal Use | Demo/Sample Creation | Quicker Shipping when a customer needs it fast  
When my shipping is less than Customer Delivery Service [ CDS ]  
To make a more personalized package arrive for my customer [ love that personal touch! ]  
COVID Supply Chain Issues

## THE FACTS

- **Convenience** for you and your clients. Usually, when they run out of something they needed it yesterday!
- Cosmetics can often be **impulsive**, the opportunity to take products home generally increases sales and increases customer loyalty.
- Clients **know that they can come to you** when they need products, so you can build and maintain your customer base.
- You can provide **CUSTOMIZED customer service** and make **payment plans** available. That is something no department store can offer.
- **Time** is money, having inventory will save you so much time, that you can use to sell more or build your team!

**Other things to consider with Inventory:**

- If you decide to have product on hand, **within 15 DAYS of signing** your agreement, you will **receive up to \$1250 in free product**. You can use that product for yourself, you can sell it, you can demo it or you can gift it!
- You can start a business for under \$5000, which is incredible. It is certainly an investment, but the potential to create a career that can provide you with financial freedom, is worth every cent.
- **90% Guarantee Buyback**. If you invest in having product on hand and decide Mary Kay is not for you, you can sell your product back for 90% of its initial value.

## THE FINANCING

### MARY KAY VISA CARD

This is my personal favorite card that I suggest to new consultants starting their business. This card not only offers 0% Interest for 12 months ... but 3% Cash Back on all Mary Kay purchases & 1% Cash Back on all other purchases! It serves as a great card to run your business from to keep your business & personal expenses separate.

### PERSONAL SAVINGS

You may have some money saved up and this is an investment in yourself as well as in your business!

### TRUSTED INVESTOR

Talk to family members, relatives or close friends that may be willing to lend you some money.

### KLARNA APP

Klarna is a payment app that allows you to finance your entire purchase for 6 months or split your order into 4 equal payments. The first of four payments made at the time of purchase.

### CURRENT CREDIT CARD

Visa, Mastercard, Discover, and American Express are all accepted by MK to order product.

\*You can also use up to FOUR different cards to place your order.

DISCOVER IT & VENMO are preferred cards used by many with a credit score lower than 675.

YOU LEAVE AN AVERAGE OF  
**\$350 ON THE TABLE**  
PER PARTY WITHOUT INVENTORY!

90%  
**BUYBACK  
GUARANTEE**

**AERODYNAMICALLY, THE BUMBLE BEE  
SHOULDN'T BE ABLE TO FLY,  
BUT THE BUMBLE BEE DOESN'T KNOW IT  
SO IT GOES ON FLYING ANYWAY.**  
MARY KAY ASH





# BENEFITS OF HAVING PRODUCTS ON HAND:

- Provide your customers with fast delivery
- Includes a personal touch
- 100% Customer Satisfaction Guarantee
- 1-Year 90% Buy Back Guarantee
- Most products have 1-2 yr shelf life
- Average of 3x more sales

Star Consultant Prize & Wholesale Cost (50%) <small>(Consultant Est. Cost After Tax, Shipping, &amp; Supplies)</small>	FREE Color 101 Look <b>with 1st order within 15 days</b>	2 MIRROR w/ TRAYS + Roll-Up Bags	# of Bonus Bundles with 1st order <small>(Up to \$172 Value/bundle)</small>	Total Retail FREE Bonus Product	Est. Monthly Investment Payoff 12 Months w Interest <small>(Consultant Est. Cost After Tax, Shipping, &amp; Supplies)</small>
 <b>Pearl PLUS</b> \$5400	\$134.50 Value	\$83 Value 2 Roll Up Bags	6 Estimated \$1,032	\$1249.50 Value	\$590 \$6500 w/Tax + Shipping
 <b>Pearl</b> \$4800	\$134.50 Value	\$83 Value 2 Roll Up Bags	6 Estimated \$1,032	\$1249.50 Value	\$490 \$5800 w/Tax + Shipping
 <b>Emerald PLUS</b> \$4200	\$134.50 Value	\$83 Value 2 Roll Up Bags	6 Estimated \$1,032	\$1249.50 Value	\$430 \$5100 w/Tax + Shipping
 <b>Emerald</b> \$3600	\$134.50 Value	\$83 Value 2 Roll Up Bags	6 Estimated \$1,032	\$1249.50 Value	\$375 \$4400 w/Tax + Shipping
 <b>Diamond</b> \$3000	\$134.50 Value	\$83 Value 2 Roll Up Bags	5 Estimated \$860	\$1077.50 Value	\$300 \$3600 w/Tax + Shipping
 <b>Ruby</b> \$2400	\$134.50 Value	\$83 Value 2 Roll Up Bags	4 Estimated \$688	\$905.50 Value	\$240 \$3000 w/Tax + Shipping
 <b>Sapphire</b> \$1800	\$134.50 Value	\$83 Value 2 Roll Up Bags	3 Estimated \$516	\$733.50 Value	\$180 \$2300 w/Tax + Shipping
<b>Starter</b> \$1200	\$134.50 Value	\$47 Value 1 Roll Up Bag	2 Estimated \$344	\$525.50 Value	\$160 \$1600 w/Tax + Shipping
<b>Personal Use</b> \$600	\$134.50 Value	\$47 Value 1 Roll Up Bag	1 Estimated \$172	\$353.50 Value	\$173 (6 Pmts) \$800 w/Tax + Shipping

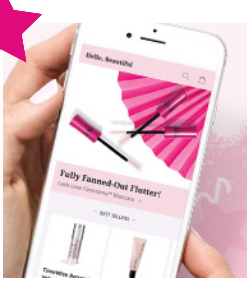
# LET'S GET SOCIAL

## ★ CHELSEY'S FAVORITE APPS!

### MARY KAY® APP FOR CUSTOMERS

#### KEY FEATURES:

- SEARCH FOR YOUR MARY KAY INDEPENDENT BEAUTY CONSULTANT OR FIND ONE NEAR YOU.
- CONNECT WITH HER AND ORDER FROM YOUR DEVICE.
- ENJOY PERSONALIZED SERVICE AND BEAUTY ADVICE.
- RECEIVE PRODUCT RECOMMENDATIONS BASED ON YOUR BEAUTY PROFILE.
- CREATE YOUR OWN UNIQUE ORDER OF APPLICATION BASED ON THE PRODUCTS YOU SELECT.
- CREATE AND SHARE WISH LISTS.



#### Mary Kay Great Start

Everything you need to know to maximize your rewards with the Great Start Promotion! Motivation and direction on what to do to keep winning!



#### Mary Kay Ordering App

Independent Beauty Consultants can order wholesale products via their mobile devices, thanks to the FREE Mary Kay® Ordering App! To place orders, simply select the products you want to order, place them in your cart and check out.



#### Mary Kay Mobile Learning App

You're always on the go, and you're always driven to learn as much as you can about your Mary Kay business. That's why we've created a FREE app that offers you access to inspirational and educational audio and video education on the go!



#### myCustomers

It provides Consultants the opportunity to create sales tickets, manage inventory and service her customers on the go from their mobile devices.



#### Voxer

Combines the best of voice and text messages with walkie-talkies for a powerful, modern personal and group messaging tool.



#### ProPay

Securely accept credit card payments on your phone or tablet using ProPay's credit card processing app. Accept payments from all major credit card brands (Visa, MasterCard, Discover and American Express) at rates as low as 1.99% per transaction and no hidden fees.



#### Mary Kay Skin Analyzer App

Think of it like a virtual appointment. Your customer taps the I'm a Customer button, scans her face, taps Share Results and emails or texts her results to you. You can then set an appointment to discuss the results, and as her skin care expert, guide her through the Mary Kay® product recommendations. When you use the app, you'll tap the I'm a Beauty Consultant button.



#### Mary Kay Mirror Me

It's the new virtual makeover app that uses augmented reality to try color products on the face in real time, allowing the user to move naturally and view makeup in a lifelike setting.



#### Mary Kay Digital Showcase

Mary Kay's Digital Showcase is your "one stop app" for all the great Mary Kay mobile presentation tools! You can have all these powerful presentation tools right at your fingertips. No matter where you are, you will be ready to SHOWCASE your Mary Kay business.



#### Mary Kay Events

This app puts all details about the conference in the palm of your hand; allows you to be kept up to date on conference details, event information and any changes/updates that may occur and much more!



#### Mary Kay® eCatalog

Be in-the-know on the hottest makeup, the latest in skin care, global beauty trends, special offers, limited-edition products and more!



Pretend that every single person you meet has a sign around his or her neck that says, 'Make me feel important.' Not only will you succeed in sales, you will succeed in life.

Mary Kay Ash

## Friends to Follow

- |                 |                  |
|-----------------|------------------|
| @chelseylea_dbc | @jamie_v_taylor  |
| @jaci.baccus    | @megan_e_chapman |
| @_malloryjames_ | @kalibellemk     |
| @randigleason   | @jessicaholzbach |
| @mrsksharpe     | @lizi_gregory    |
| @j_twilley      | @meganwilness    |
| @kelleelynmk    |                  |

# SEE YOU THERE!

One of my personal favorite parts of Mary Kay is being with my MK BFF's celebrating each other & learning from the best of the best! Plugging into these events are a BIG key to taking your business to the NEXT level!

## tuesday nite live | 8PM CST \* 6PM PST

Each week join us for a LIVE interactive Zoom or Facebook LIVE. The trainings will feature the 4 areas to master in Mary Kay: Time, Emotional, Skill, and Money Management PLUS a monthly guest speaker on exploding your customer sales!  
[www.facebook.com/groups/mkunstoppable](http://www.facebook.com/groups/mkunstoppable)

## wednesday spa kits (2nd Appts)

Each Wednesday at 8PM CST (6PM PST) join us for a LIVE interactive Zoom OR on our team's Customer Facebook group as we go through spa kits! This event is intended to help you sell products | gain new customers | all while learning how to present the product.  
I love using this event for my **SECOND APPOINTMENT** with my customers or NEW contacts to layer them on more product + the Mary Kay Opportunity!  
[www.facebook.com/groups/unstoppablevips](http://www.facebook.com/groups/unstoppablevips)

## thursday facial kits (1st Appts)

Each Thursday at 8PM CST (6PM PST) join us for a LIVE interactive Zoom OR on our team's Customer Facebook group as we go through facial kits! This event is intended to help you sell products | gain new customers | all while learning how to present the product.  
[www.facebook.com/groups/unstoppablevips](http://www.facebook.com/groups/unstoppablevips)

## fall advance (october)

This Fall event happens to be my favorite event of the entire year! It's where our James Area Family gathers for a reunion to explore new relationships, depend our knowledge and create new mental shifts for our next greatest explosion!

## career conference (march)

This regional spring event is also sponsored by the company so that you may have a place to plug in for a quick 24 hours of knowledge and motivation to finish the final three months of the Seminar year strong!

## seminar (july/august)

The annual company sponsored 4 day event each July gathers 10,000+ men and women to Dallas to celebrate the years accomplishments while birthing dreams deep within your soul you never knew were possible!

## leadership (january)

January all of the leaders in the Director and National position unite somewhere in the U.S.! Each year is a new fun destination where the leaders gather to learn about new company promotions, celebrate mid-year accomplishments, and ignite their fire even greater to finish off the Seminar Year! It is truly where the champions unite!

# WAYS TO WIN

In Mary Kay we have a buffet of places that you can excel & win! Talk with your Director about each of these ways so you can create a plan for the ones that excite you most. When you read over these choose not to limit yourself & allow yourself to be successful beyond your wildest dreams.



Remember what **Mary Kay Ash** always said  
**If you think you can ... you CAN!**  
**If you think you can't ... you're RIGHT.**

## pearl achiever

Each month complete 10 new video/survey shares with follow ups + add 1 new team member.

## book 10 achiever

Book 10 new appointments by the 5th of the month to be held in that month.

## court of sharing & sales

Mary Kay Ash asked one thing of us - to always pass it on. When you pass this opportunity on to 24 qualified women in our fiscal year you will be awarded with a diamond bee pin. This is one of the highest honors in our company!

When you sell \$40,000 in retail products in one Mary Kay calendar year you will be awarded with your choice of diamond ring or cash.

Both achievements also include crossing stage Miss America style at our annual Seminar in Dallas & even the chance to be crowned the QUEEN.

## stellar seller achiever

Sell \$2,000 in retail product + place a cumulative \$1,000 wholesale reorder in one month.

## star consultant

Every quarter you can qualify for different gift cards & prizes! The prize selections can be found on Intouch under Contests/Promotions. You acquire points towards the prizes by ordering products from your sales & team building! The 4 quarter dates are :  
December 16 – March 15  
March 16 – June 15  
June 16 – September 15  
September 16 – December 15

## red jacket

Get your first 3 active team members & receive your first leadership promotion! Not only are you given a pay raise & invited to exclusive training opportunities!

## career car

Did you know that in Mary Kay we can earn the use of a company car? It all starts with team building & you will be rewarded with a brand-new leased car on behalf of Mary Kay! They will also pay all of your license - taxes - title & 85% of your insurance.  
Why not YOU?