



soar like never before

MARY KAY

SEMINAR 2024 GOALS



I will be a...

- _____ by August 1st
- _____ by September 1st
- _____ by October 1st
- _____ by November 1st
- _____ by December 1st
- _____ by January 1st
- _____ by March 1st
- _____ by July 1st



Career Level	Active Team Members
Senior Consultant	1-2
Star Team Builder	3-4
Team Leader	5-7
Future Director	8+
DIQ	8+ Active team members by the 1st of the month to submit
Grand Achiever	Build to 14 team members w/\$22,000 team production in 1-4 months
Director	Build to 24+ unit members w/ \$15,500 unit production in 1-3 months



*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 appts: _____

Monthly Retail Sales Goal: \$ _____

Quarterly Wholesale Goals: \$ _____

July 1 - Sept 30: \$ _____

Oct. 1 - Dec. 31: \$ _____

Jan. 1 - Mar. 31: \$ _____

Apr. 1 - June 30: \$ _____

Monthly Team Building Appts: _____

of New Team Members per month: _____

Medal Goal (Gold=5, Silver=4, Bronze=3): _____

PCP Customers enrolled each qtr: _____

of Quarters as a Star Consultant: _____

Set Your Sites on Success!

Queen's Court of Personal Sales

\$55,000 Retail Production
7/1/23 - 6/30/24



\$600	\$600	\$600	\$600	\$600
\$600	\$600	\$600	\$600	Halfway!
\$600	\$600	\$600	\$600	\$600
\$600	\$600	\$600	\$600	\$600
\$600	\$600	\$600	\$600	\$600
\$600	\$600	\$600	\$600	DONE!

Queen's Court of Sharing

Add 24 Qualified* Personal Team Members
7/1/23 - 6/30/24



1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24

*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 or more in wholesale Section 1 and/or Section 5 orders are received during the contest period.