

How to PARTY Your Way to the TOP in Mary Kay!

You can have anything you want if you are willing to pay the

The Skin Care Party is the means to EVERY end in Mary Kay!

"Price"

Parties Interviews Team Members

Perfect Start

Power Start Plus

Sr. Consultant

4

8

1-2

Star Team Builder

6

12

3-4

Team Leader

10

20

5

Future Sales Dir.

16

32

8

DIQ

20

40

10

Grand Achiever

28

56

14

Director

48

96

24



5 Parties in 2 Weeks

10 Parties in 30 Days


Power Start

+ 6 Interviews

10 Parties in 30 Days




Senior Consultant



4 Parties

1-2 Active Team Members


Star Team Builder



6 Parties

3-4 Active Team Members

Team Leader



10 Parties

5 Active Team Members

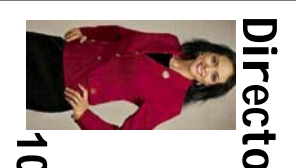
Future Sales Director



16 Parties

8 Active Team Members

Director-In-Qualification



20 Parties

10 Active Team Members


Grand Achiever



28 Parties

14 Active Team Members

Independent Sales Director



48 Parties

24 Active Team Members
(10 have \$600 cumulative orders in-not including you)

Once you have completed 20 parties and entered DIQ with 10 personal team members, you and your team members each hold 3 parties to wrap up your emerging unit and complete your Directorship!

10 Team Members + Yourself = 11 (20 parties already done); 28 parties left to go + 11 team members = 39 Parties per team member. 28 parties x 2 interviews at each = 56 interviews minimum. 1 + 1 join = 14 new future unit members. Based on avg. party sales of \$250 x 28 parties = \$7,000 retail (\$3,500 wholesale). Average new consultant wish list order is \$1,000 x 14 new = \$14,000. \$14,000 + \$3,500 = \$17,500 wholesale orders to exceed the minimum required (\$16,000)! Yay!

This is JUST an example of one way you can get to the TOP!
As always, please refer to MK InTouch for DIQ requirements and guidelines.