



# 2010 MARY KAY GOALS



## I will be a ...

\_\_\_\_\_ by February 1st  
 \_\_\_\_\_ by March 1st  
     **Career Conference**  
 \_\_\_\_\_ by April 1st  
 \_\_\_\_\_ by May 1st  
 \_\_\_\_\_ by June 1st  
 \_\_\_\_\_ by July 1st -  
     **Seminar**

### Career Level      Active Team Members

Sr. Consultant -	1
Red Jacket -	3
Team Leader -	5
Future Sales Director -	8
DIQ - **	10 by 1st of month
On-Target Car -	5+ \$5000 Team w/s
Grand Achiever -	14 Active + \$20,000 Team Production in 1-4 months

\* Team Member is ACTIVE in the month a \$200+ Wholesale order goes in and 2 months following her order.

\*\*Effective 1/1/10, DIQ must be a STAR in previous or current qtr.

## OTHER GOALS:

Monthly Retail Goal:

\$ \_\_\_\_\_

Number of Monthly Selling Appt.  
\_\_\_\_\_

Monthly Wholesale goal:

# \_\_\_\_\_

Quarterly Wholesale goals:

Dec 16 - Mar 15 \_\_\_\_\_

Mar 16 - Jun 15 \_\_\_\_\_



**Sapphire Star — \$1800 wholesale**

**Ruby Star — \$2400 wholesale**

**Diamond Star — \$3000 wholesale**

**Emerald Star — \$3600 wholesale**

**Pearl Star — \$4800 wholesale**

Monthly Team Building Appointments: \_\_\_\_\_

Number of New Team Members per month: \_\_\_\_\_

Queen's Court of Personal Sales - \$36,000 RETAIL production July 1, 2009- June 30, 2010

Queen's Court of Sharing -Minimum 24 new qualified\* personal team members July 1, 2009 - June 30, 2010 (Agreement & total \$600+ wholesale orders must be received 7/1/2009 - 6/30/2010)