

# Unit Name Here

Date Year Edition  
With Date Year Results

## DIRECTOR NAME HERE

### MARCHING TOWARDS CADILLAC for Seminar 2013



## Monthly Queens

Queen of Sales      NAME  
HERE

Queen of Sharing      NAME  
HERE

## Month Here

### BIRTHDAYS & ANNIVERSARIES

#### Birthdays

NAME HERE  
NAME HERE  
NAME HERE  
NAME HERE  
NAME HERE  
NAME HERE

#### Day

DATE HERE  
DATE HERE  
DATE HERE  
DATE HERE  
DATE HERE  
DATE HERE

#### Anniversaries

NAME HERE  
NAME HERE  
NAME HERE  
NAME HERE  
NAME HERE  
NAME HERE  
NAME HERE

#### Years

DATE HERE  
DATE HERE  
DATE HERE  
DATE HERE  
DATE HERE  
DATE HERE  
DATE HERE

### THANK YOU TO THESE WOMEN WHO INVESTED IN THEIR BUSINESS IN DECEMBER

Name Here	Amount Here
Name Here	Amount Here
Name Here	Amount Here
Name Here	Amount Here
Name Here	Amount Here
Name Here	Amount Here
Name Here	Amount Here
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Name Here	Amount Here
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## Holiday Shopping

Mary Kay makes great stocking stuffers and last minute gifts. Use Mary Kay at Play or Thinking of You for teens to college age girls. Satin Hands or a Hand Cream in a mug for teachers, co-workers, neighbors, mailer carrier, hair stylist and many others on your list. Call 10 friends or family members and ask what gifts they still need to buy. Call husbands of 10 women you know. Offer a special gift basket or gift bag filled with some of her favorites, a brush set and the Skinvigorate Cleansing Brush—remind them about the 100% money back guarantee. Offer your services to wrap and deliver to everyone. Many people who are done still need a stocking stuffer or two.



# Welcome New Unit Members

Name Here	Recruiter Name	Name Here	Recruiter Name
Name Here	Recruiter Name	Name Here	Recruiter Name
Name Here	Recruiter Name	Name Here	Recruiter Name

# Star Consultant Quarterly Contest

## THIRD QUARTER ON-TARGET STARS

Consultant Name	Current Wholesale Production	\$1,800 Sapphire	\$2,400 Ruby	\$3,000 Diamond	\$3,600 Emerald	\$4,800 Pearl
NAME HERE	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
NAME HERE	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
NAME HERE	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
NAME HERE	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
NAME HERE	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
NAME HERE	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000

### REMEMBER:

\$150 w/s each week during the quarter will earn you

**A SAPPHIRE STAR!**

That's only \$300 per week in retail sales!

\$200 w/s each week during the quarter will earn you

**A RUBY STAR!**

That's only \$400 per week in retail sales!

\$250 w/s each week during the quarter will earn you

**A DIAMONDSTAR!**

That's only \$500 per week in retail sales!

\$300 w/s each week during the quarter will earn you

**AN EMERALD STAR!**

That's only \$600 per week in retail sales!

\$350 w/s each week during the quarter will earn you

**A PEARL STAR!**

That's only \$1,000 per week in retail sales!

# Seminar 2013 Scoreboard

## COURT OF SALES TOP 10

- 1 Name Here Amount Here
- 2 Name Here Amount Here
- 3 Name Here Amount Here
- 4 Name Here Amount Here
- 5 Name Here Amount Here

\$12,000 RTL *Elite Unit Court*

\$20,000 RTL *Princess Court*

\$36,000 RTL *National Court*



## COURT OF SHARING TOP 10

- 1 Name Here Amount Here
- 2 Name Here Amount Here
- 3 Name Here Amount Here
- 4 Name Here Amount Here
- 5 Name Here Amount Here

Court of Recruiting is ranked based on commissions earned. However, in order to be recognized you **MUST** reach the minimum of 12 qualified team members for Unit & Area Court or 24 qualified team members for National Court.

## *Filler of your choice*

You may submit a pre-designed one page flyer, calendar or training piece that will be added here (must be an unlocked pdf, .jpg or .png. If you do not have one, we will select a training piece, tracking sheet, product info page, etc created by MK Virtual Office.

If you opt to mail yourself, this page will be moved to the back and setup with a half page for mailing and you may submit something that is half page or can be easily shrunk to half page or we will fill with a half page item.

# Daring Dynamics Career Ladder

## FOLLOW THE STEPS TO SUCCESS!

**1 Senior Consultant**  
(1-2 active Team Members)  
4% Commission

**2 Star Recruiter RED JACKET**  
(3+ active Team Members)  
Senior Consultant benefits  
plus Red Jacket Rebate  
Eligible for \$50 Bonuses

**3 Team Leader**  
(5+ active Team Members)  
All the previous benefits  
plus 9-13% Commission  
Team Leader pin

**4 On-Target For Car!**  
(5+ actives & \$5,000 wholesales growing to 14 actives and \$20,000 in 4 months or less)  
Eligible to earn use of Career Car  
Or \$375 cash monthly for 2 years  
Plus all benefits of previous levels

**5 Director in Qualification**  
-10 active personals building to 24 in 1-4 months  
-\$18,000 wholesale with \$1,800 from DIQ  
-10 of 24 must have \$600+ during qual.  
Production during DIQ counts towards car!  
Eligible to become Director and earn Unit Commission and Unit bonuses—Eligible to wear the exclusive Director Suit.

### FUTURE DIRECTOR (10+ consultants)

Name Here & her team:

Name Here  
Name Here  
Name Here  
Name Here  
Name Here  
Name Here  
Name Here  
\*Name Here  
\*Name Here  
\*Name Here  
\*Name Here  
\*Name Here  
\*Name Here  
\*Name Here

Name Here & her team:

Name Here  
\*Name Here

Name Here & her team:

Name Here  
Name Here  
\*Name Here  
\*Name Here  
\*Name Here



### SENIOR CONSULTANTS (1-2 active Team Members)

Name Here & her team:

Name Here  
\*Name Here

Name Here & her team:

Name Here

Name Here & her team:

Name Here  
\*Name Here  
\*Name Here

*\*To become ACTIVE you must place a \$200 wholesale order*

## DOUBLE CREDIT

### Earn Double Credit toward the Queen's Court of Sales!

During November, you may earn \$1 in Seminar bonus credit toward Court of Sales for each \$1\* est rtl Section 1 skin care\*\* items you order!

What a great month to earn Double Credit! Skinvigate! TimeWise Repair! Women LOVE these products! And they make great gifts!

Sell 20 of each Skinvigate™ Cleansing Brush and TimeWise® Even Complexion Dark Spot Reducer, you'll have \$3600 in credit (including bonus) toward Court of Sales and a profit of \$900. Or focus on TimeWise Repair Sets. Sell 20 sets of Repair and you will have \$2,000 profit and \$8,000 credit (including bonus) toward Seminar Court of Sales.

**How would you spend \$1,000 or \$2,000 profit right now?**

\*Up to \$4000 in Bonus credit can be earned and it counts in addition to the monthly retail max of \$13,000 for Court of Sales (National Court of Sales = \$36,000 retail)

\*\*Skin care lines include TimeWise™, TimeWise Repair™, Botanical Effects™, MKMen™, Customized Skin Care, Clear Proof™ and Skinvigate™. Promotion excludes Mary Kay® foundations.

*Double Credit: Another reason in November to be grateful.*

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