STEP UP INTO RED

Commit to becoming a
Red Tacket Consulant!

How do Thecome a Star Team Builder?

REQUIREMENTS

- You must have 3-4 active* personal team members.
- You must be active*

* IBCs are considered active the month a min. of \$225 wholesale Section 1 product order is received by the Company and in the following 2 calendar months.

Why should Thecome a Red Jacket Consulant?

AVENUES OF INCOME

- Product Sales and Reorders
- Team-Building Commissions
- Team-Building Bonus

REWARDS

- Wear the Star Team Builder pin enhancer.
- Order your first official Red Jacket from Mary Kay, Inc. and receive 50% discount.

STAR TEAM BUILDER COMMISSION

PERSONAL AND PERSONAL TEAM PRODUCTION	COMMISSION PERCENTAGE (ONLY PAID ON PERSONAL TEAM PRODUCTION)
Less than \$1,000	4%
\$1,000 — \$1,799	6%
\$1,800 and above	8%

TEAM BUILDING BONUS

Receive a \$50 Team-Building Bonus for each Great Start qualified* new personal team member during the Great Start promotion period.

50% off RED JACKET Discount

As a first time red jacket, (3 Active team) you will get 50% off your 1st red jacket purchase.

*A Great Start-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$600 or more in wholesale Section 1 products, and the order(s) are received and accepted by the Company in the same or following 3 calendar months that her/his Independent Beauty Consultant Agreement is received and accepted by the Company.

My "Nhy" for committing to stepping into Red...

Nho do you know?

When booking close friends and family, consider asking each friend and family member book her own party. This way, she can invite people you don't know, creating an opportunity for you to meet potential customers.

SO YOU THINK YOU HAVE NO ONE ELSE TO BOOK A FACIAL OR SKIN CARE PARTY WITH? ... WELL THINK AGAIN! TAKE A LOOK AT THE FOLLOWING LIST TO SEE IF YOU CAN IDENTIFY A FEW MORE PEOPLE TO CONTACT.

- Former co-workers
- Current co-workers
- Former neighbors
- New neighbors
- Pet groomer
- Pharmacist
- Dentist
- Dental hygienist
- Church members

- The maid of honor at your wedding
- Bridesmaids at your wedding
- Mothers of the kids on the soccer team
- Your children's teachers
- Women from your book club
- Receptionist at your doctor's office
- Massage Therapist
- Former classmates from high school
- Former classmates from college

- Florist
- Bank teller
- The grocery checker
- The jeweler
- Baby sitter
- Hair stylist
- Friends from the gym
- Doctor
- Accountant

Nake your list of potential recrui	<i>§ §</i>

RED Neekly Tracking



To become a Star Team Builder you must be and Active Consultant with 3-4 Active Personal Team Members. This means you need to be working your business each week and achieving your weekly goals!

NAME	BOOKING DATE	NAME	SALES
1.		1.	-
2.		2.	
3.		3.	
4.		4.	
5.		5.	
6		6.	
2-4 GUESTS to	oach	7.	
	each	8.	
weekly event		9.	
NAME E 1.	EVENT	10	
2.		TOTAL WEEKLY SALES	
3.			
		SHARE THE MA	
4.			
·		OPPORTUNITY	1
5.		OPPORTUNITY NAME	
5.		OPPORTUNITY NAME 1.	1
5.		OPPORTUNITY NAME 1. 2.	1
Don't forget to	OPDER	OPPORTUNITY NAME 1. 2. 3.	1
Don Lorge to		OPPORTUNITY NAME 1. 2. 3. 4.	1
Don Lorge To PLACE YOUR WHOLSALE COACH EVERY APPOINT PRE-PROFILE ALL GUESTS	MENT	OPPORTUNITY NAME 1. 2. 3. 4. 5.	1
5. 6. Port forget o • PLACE YOUR WHOLSALE • COACH EVERY APPOINT	MENT	OPPORTUNITY NAME 1. 2. 3. 4.	1
5. 6. PLACE YOUR WHOLSALE COACH EVERY APPOINT PRE-PROFILE ALL GUESTS SUBMIT YOUR W.A.S ON	MENT	OPPORTUNITY NAME 1. 2. 3. 4. 5. 6.	HOW DID YOU SHARE?
PLACE YOUR WHOLSALE COACH EVERY APPOINT PRE-PROFILE ALL GUESTS SUBMIT YOUR W.A.S ON	MENT	OPPORTUNITY NAME 1. 2. 3. 4. 5. 6.	<u> </u>

RED Therbieb Tracking
On average it takes 15 good interviews to move up into Red and become a Star Team Builder!

NAME	PHONE	INTEREST	NEXT LAYER
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			

RED Pholesale Tracking

Record the wholesale Section 1 product orders of your team members while you work to wear Red!

NAME	MONTH 1	MONTH 2	MONTH 3	MONTH 4	ACTIVE?	GREAT START QUALIFIED?
1.						
2.						
3.						
4.						
5.						
6.						
7.						
8.						
9.						
10.						
11.						
12.						
13.						
14.						
15.						

The future depends on what you do today!

holes...

TRACK YOUR WAY TO RED

Write the names below of your active team members

- 5 7 ACTIVE = TEAM LEADER
- 8 + ACTIVE = YOU CAN SUBMIT FOR DIQ

RED JACKET



TEAM LEADER





Nhat you believe you can achieve!

MARY KAY ASH

*ELITE TEAM LEADER CAN QUALIFY TO BECOME A DIQ = DIRECTOR IN QUALIFICATION





