STEP UP INTO RED

Commit to becoming a Red Jacket 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.

Thy 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.

\$100 RED JACKET BONUS

Receive a one time \$100 Red Jacket Bonus when you reach the Star Team Builder level for the first time.

*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 commilling 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	L }

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!

4 NEW BOOK		\$400+ IN SALES			
NAME	BOOKING DATE	NAME	SALES		
1.		1.	_		
2.		2.	-		
3.	_	3.	_		
4.		4.	_		
5.		<u>5</u> .	<u> </u>		
6.		6.			
		7.			
2-4 GUESTS		8.	_		
NAME	EVENT	9.			
1.	_	10			
2. 3.	_	TOTAL WEEKLY SALE	S		
4.		SHARE THE MOPPORTUNIT	Υ		
6.	_	NAME	HOW DID YOU SHARE?		
		<u>1.</u>			
Don Lorge o		<u>2</u> .	_		
4 10/11		3.	_		
• PLACE YOUR WHOLS	SALE ORDER	4.	_		
COACH EVERY APPC		5.			
PRE-PROFILE ALL GUESUBMIT YOUR W.A.S		6.	_		
TRACKING FOR THE WEEK OF		DID I MEET MY GOALS THIS WEEK?	YES NO		

NEW TEAM

MEMBERS _

TOTAL

ACTIVE

NEEDED

FOR STAR_

WHLS FOR

THIS QTR

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! GANDHI

holes...