

New Consultant Training

Vehicles to our Business:

Skin Care Parties (hostess +2)

Double facials (2 girlfriends)

Facial (one on one)

Vision Casting of Selling:

Selling the Product = 2 parties per week with 4 guests at each party

Total of 8 faces per week x \$100 per face (average) = \$800 in sales / 2 = \$400 profit

Over 1 month you will earn a total of \$1,600 in extra income

If your boss were to ask you to work an extra 6 hours and it doesn't matter when.....and he would give you an extra \$1,600 a month; would you do it?

Over 1 year of being consistent with your MaryKay business holding 2 parties per week, you will earn a total of ~\$19,200 a year! Guess what?? It gets better because we sell a consumable product and build a customer base that reorders with us.

Holding 2 parties per week, over 1 year, you will have done facials for 400 customers. You will probably maintain 250 customers x \$200 (avg. reorder per year) = \$50,000 in sales/2 = \$25,000 profit.

Profit from classes \$19,200

Profit from reorder \$25,000

\$44,200 PROFIT per Year!!

Moving On Up

1-2 Team Members – Sr. Consultant
3-4 Team Members – Red Jacket & Star
5-7 Team Members – Team Leader
8-9 Team Members – Future Director
10 Team Members – Director In Qualification (DIQ)

1-4* Team Members = 4%

5 or more Team Members = 9% or 13%

You will earn 13% when 5 or more of your Team Members place a minimum \$225 **wholesale** order and you place a \$600 personal **wholesale** in the same month.

Example of Commissions and Production

3600 #1
2400 #2
1800 #3
600 #4
8400 x 4% = \$336.00

Add a 5th Team Member who places \$225 = 13% = \$1,121.25
And you are ON TARGET FOR YOUR CAR!

Earning your CAR

Begin qualification with 5 active and \$5,000 wholesale within 1 month
Finish qualifying for your car by having 16 active Team Members and \$23,000 in wholesale production done with 1-4 months. Production cannot fall below \$5,000 each month.

It's GREAT with 10 = DIQ (Director In Qualification)

Submit your DIQ card. At this point your personal team member's new recruits, as well as your new recruits count toward your 24 people that are needed to qualify to become you own unit.

Director Income

Example: 15,000 Unit Production

Unit x 13% = 1,950
Unit x 10% = 1,500
Personal team (\$8600) x 13% = \$1,118.00
Unit volume bonus 300 & 500
Personal Team Building Bonus = 100 for each (No cap on how many)

Director Check = \$5,268

Action Plan to Earn a Red Jacket, FREE car or Directorship

Red Jacket Plan

6 Parties away from Red Jacket

6 parties with 5 guests = 30 faces

Interview half the guests

15 interviews ----1/5 will join. Your team = 3!

On Target Car Plan

You can be 10 parties away from going on target for your Car!!

10 parties with 5 guest = 50 faces. Interview 25 people. 1 out of 5 people join = 5 new team members!

DIQ Plan

You can be 20 parties away from going DIQ!

20 parties with 5 people at a party = 100 faces. Interview 50 people, 1 out of 5 close = 10 new team members!

10 + you = 11 people going into DIQ

You now take 11 people and together grow to 24!

- ❖ With the skills you will learn of booking, holding parties, interviewing, inventory beliefs....you are only 30 parties away from Directorship. At this point...you decide if you are going to do all 30 or split up between the team? Rally together. Decide ----1 month, 2 months, 3 months or 4 months.