

# MARY KAY Career Path

# STEPS TO SUCCESS\$!!

See *you* at the top!



**Independent Beauty Consultant**

50% Products  
Unit Prizes  
Star Pin & Prizes

National recognition & rewards at Seminar



**Senior Consultant**

1-2 Active Team Members

Plus...

4% Team Commission

Sr. Consultant Pin Enhancer

2 Parties



**Star Team Builder (Red Jacket)**

3+ Active Team Members

Plus...

**\$50 Bonuses** starting with 4<sup>th</sup> Qualified Recruit

Star Team Builder Pin Enhancer

\$25 DSW Gift Card to use towards Red Stilettos.

6 Parties



**Team Leader**

5+ Active Team Members

Plus...

9-13% Team Commission

Eligible to go **ON-TARGET for Car**

Team Leader Pin Enhancer

10 Parties



**Future Director**

8+ Active Team Members

Plus...

Future Director pin Enhancer

Eligible to attend special Leadership Events

Future Director Scarf

16 Parties



**D.S.Q.**

10+ Active Team Members

Plus...

DIQ Pin

Eligible to go into qualifications to become a Sales Director

**DIQ**

**QUALIFICATIONS**

To enter DIQ, Consultant must have been a Star in the previous quarter or placed a min. \$1800 ws order during the current contest qtr.

Have 10 or more personal active team members

Build team to 24 unit members

DIQ counts as one of the 24.

At least 10 or more must be qualified\*

\$4000 min. monthly production with \$18,000 total within 4 month qualification period.

\*Qualified = \$600 WS

20 Parties




**Grand Achiever**

14+ Active Team Members

Plus...

Earn the use of a Career Car for 2 years\*

Tags, tax, and most of your insurance paid



**QULIFICATIONS**

Build team to 14 personal recruits.

Team production of \$5000 or more monthly.

Total production of \$20,000 within 4 month qualification.

Must maintain \$5000 team production per month.

At the end of 2 years, you will get the opportunity to re-qualify for a NEW Career Car!

28 Parties



**Independent Sales Director**

24+ Active Unit Members

Plus...

**13% Unit Commission** (including personal orders!) Additional **13% Personal Team Commission**

**10% BONUS** on Unit Production of \$5000 WS+ **\$100 BONUS** on each NEW personal Qualified Team Members

**\$400 BONUS** for 4 or more NEW Qualified Unit Members (\$100 per new unit member up to 10)

**\$500 BONUS** for 5 or more NEW Qualified Unit Members

**STAR BONUS**

5 stars = \$300

\$50 for each additional Star

Gorgeous NEW Director Suit!

Eligible for Ford Fusion, Equinox, or Cadillac Up to **\$1800 Annual Wellness Bonus**

**\$1000 BONUS** Cadillac Qualification, New Higher Unit Club

**\$1000 BONUS** for New Director On the Move, Fabulous 50's & Honor Society

48 Parties

