

STEP UP INTO RED

*Commit to becoming
a Red Jacket Consultant*



How do I become 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 I become a Red Jacket Consultant?

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 "Why" for committing to stepping into Red...

RED Weekly 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 BOOKINGS

NAME	BOOKING DATE
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

2-4 GUESTS

NAME	EVENT
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

Don't forget to...

- PLACE YOUR WHOLSALE ORDER
- COACH EVERY APPOINTMENT
- PRE-PROFILE ALL GUESTS
- SUBMIT YOUR W.A.S ON INTOUCH

\$400+ IN SALES

NAME	SALES
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

TOTAL WEEKLY SALES _____

SHARE THE MARY KAY OPPORTUNITY

NAME	HOW DID YOU SHARE?
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

TRACKING FOR THE WEEK OF _____

DID I MEET MY GOALS THIS WEEK? YES NO

WHLS FOR THIS QTR _____

NEEDED FOR STAR _____

NEW TEAM MEMBERS _____

TOTAL ACTIVE _____

RED Weekly 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 BOOKINGS

NAME	BOOKING DATE
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

2-4 GUESTS

NAME	EVENT
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

Don't forget to...

- PLACE YOUR WHOLSALE ORDER
- COACH EVERY APPOINTMENT
- PRE-PROFILE ALL GUESTS
- SUBMIT YOUR W.A.S ON INTOUCH

\$400+ IN SALES

NAME	SALES
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

TOTAL WEEKLY SALES _____

SHARE THE MARY KAY OPPORTUNITY

NAME	HOW DID YOU SHARE?
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

TRACKING FOR THE WEEK OF _____

DID I MEET MY GOALS THIS WEEK? YES NO

WHLS FOR THIS QTR _____

NEEDED FOR STAR _____

NEW TEAM MEMBERS _____

TOTAL ACTIVE _____

RED Weekly 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 BOOKINGS

NAME	BOOKING DATE
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

2-4 GUESTS

NAME	EVENT
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

Don't forget to...

- PLACE YOUR WHOLSALE ORDER
- COACH EVERY APPOINTMENT
- PRE-PROFILE ALL GUESTS
- SUBMIT YOUR W.A.S ON INTOUCH

\$400+ IN SALES

NAME	SALES
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

TOTAL WEEKLY SALES _____

SHARE THE MARY KAY OPPORTUNITY

NAME	HOW DID YOU SHARE?
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

TRACKING FOR THE WEEK OF _____

DID I MEET MY GOALS THIS WEEK? YES NO

WHLS FOR THIS QTR _____

NEEDED FOR STAR _____

NEW TEAM MEMBERS _____

TOTAL ACTIVE _____

RED Weekly 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 BOOKINGS

NAME	BOOKING DATE
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

2-4 GUESTS

NAME	EVENT
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

Don't forget to...

- PLACE YOUR WHOLSALE ORDER
- COACH EVERY APPOINTMENT
- PRE-PROFILE ALL GUESTS
- SUBMIT YOUR W.A.S ON INTOUCH

\$400+ IN SALES

NAME	SALES
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

TOTAL WEEKLY SALES _____

SHARE THE MARY KAY OPPORTUNITY

NAME	HOW DID YOU SHARE?
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

TRACKING FOR THE WEEK OF _____

DID I MEET MY GOALS THIS WEEK? YES NO

WHLS FOR THIS QTR _____

NEEDED FOR STAR _____

NEW TEAM MEMBERS _____

TOTAL ACTIVE _____

RED Weekly 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 BOOKINGS

NAME	BOOKING DATE
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

2-4 GUESTS

NAME	EVENT
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

Don't forget to...

- PLACE YOUR WHOLSALE ORDER
- COACH EVERY APPOINTMENT
- PRE-PROFILE ALL GUESTS
- SUBMIT YOUR W.A.S ON INTOUCH

\$400+ IN SALES

NAME	SALES
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

TOTAL WEEKLY SALES _____

SHARE THE MARY KAY OPPORTUNITY

NAME	HOW DID YOU SHARE?
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

TRACKING FOR THE WEEK OF _____

DID I MEET MY GOALS THIS WEEK? YES NO

WHLS FOR THIS QTR _____

NEEDED FOR STAR _____

NEW TEAM MEMBERS _____

TOTAL ACTIVE _____

RED Weekly 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 BOOKINGS

NAME	BOOKING DATE
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

2-4 GUESTS

NAME	EVENT
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

Don't forget to...

- PLACE YOUR WHOLSALE ORDER
- COACH EVERY APPOINTMENT
- PRE-PROFILE ALL GUESTS
- SUBMIT YOUR W.A.S ON INTOUCH

\$400+ IN SALES

NAME	SALES
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

TOTAL WEEKLY SALES _____

SHARE THE MARY KAY OPPORTUNITY

NAME	HOW DID YOU SHARE?
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

TRACKING FOR THE WEEK OF _____

DID I MEET MY GOALS THIS WEEK? YES NO

WHLS FOR THIS QTR _____

NEEDED FOR STAR _____

NEW TEAM MEMBERS _____

TOTAL ACTIVE _____

RED Weekly 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 BOOKINGS

NAME	BOOKING DATE
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

2-4 GUESTS

NAME	EVENT
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

Don't forget to...

- PLACE YOUR WHOLSALE ORDER
- COACH EVERY APPOINTMENT
- PRE-PROFILE ALL GUESTS
- SUBMIT YOUR W.A.S ON INTOUCH

\$400+ IN SALES

NAME	SALES
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

TOTAL WEEKLY SALES _____

SHARE THE MARY KAY OPPORTUNITY

NAME	HOW DID YOU SHARE?
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

TRACKING FOR THE WEEK OF _____

DID I MEET MY GOALS THIS WEEK? YES NO

WHLS FOR THIS QTR _____

NEEDED FOR STAR _____

NEW TEAM MEMBERS _____

TOTAL ACTIVE _____

RED Weekly 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 BOOKINGS

NAME	BOOKING DATE
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

2-4 GUESTS

NAME	EVENT
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

Don't forget to...

- PLACE YOUR WHOLSALE ORDER
- COACH EVERY APPOINTMENT
- PRE-PROFILE ALL GUESTS
- SUBMIT YOUR W.A.S ON INTOUCH

\$400+ IN SALES

NAME	SALES
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

TOTAL WEEKLY SALES _____

SHARE THE MARY KAY OPPORTUNITY

NAME	HOW DID YOU SHARE?
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

TRACKING FOR THE WEEK OF _____

DID I MEET MY GOALS THIS WEEK? YES NO

WHLS FOR THIS QTR _____

NEEDED FOR STAR _____

NEW TEAM MEMBERS _____

TOTAL ACTIVE _____

RED Interview 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.			

notes...

RED Interview 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.			

notes...

RED Wholesale 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

notes...

RED Wholesale 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

notes...

PROSPECT LIST

Career Chats ~ Referrals

Name	Telephone	<i>Booked</i>			<i>How?</i>
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					
11.					
12.					
13.					
14.					
15.					
16.					
17.					
18.					
19.					
20.					
21.					
22.					
23.					
24.					
25.					
26.					
27.					
28.					
29.					
30.					

CAREER CHAT CALL BACKS

Reasons: 1. Financial 2. Freedom & Flexibility 3. Fun, Friend & Frivolous 4. Foundational growth—self-esteem

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

CAREER CHAT CALL BACKS

Reasons: 1. Financial 2. Freedom & Flexibility 3. Fun, Friend & Frivolous 4. Foundational growth—self-esteem

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

CAREER CHAT CALL BACKS

Reasons: 1. Financial 2. Freedom & Flexibility 3. Fun, Friend & Frivolous 4. Foundational growth—self-esteem

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

CAREER CHAT CALL BACKS

Reasons: 1. Financial 2. Freedom & Flexibility 3. Fun, Friend & Frivolous 4. Foundational growth—self-esteem

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

CAREER CHAT CALL BACKS

Reasons: 1. Financial 2. Freedom & Flexibility 3. Fun, Friend & Frivolous 4. Foundational growth—self-esteem

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

CAREER CHAT CALL BACKS

Reasons: 1. Financial 2. Freedom & Flexibility 3. Fun, Friend & Frivolous 4. Foundational growth—self-esteem

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

CAREER CHAT CALL BACKS

Reasons: 1. Financial 2. Freedom & Flexibility 3. Fun, Friend & Frivolous 4. Foundational growth—self-esteem

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

CAREER CHAT CALL BACKS

Reasons: 1. Financial 2. Freedom & Flexibility 3. Fun, Friend & Frivolous 4. Foundational growth—self-esteem

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

CAREER CHAT CALL BACKS

Reasons: 1. Financial 2. Freedom & Flexibility 3. Fun, Friend & Frivolous 4. Foundational growth—self-esteem

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

CAREER CHAT CALL BACKS

Reasons: 1. Financial 2. Freedom & Flexibility 3. Fun, Friend & Frivolous 4. Foundational growth—self-esteem

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

CAREER CHAT CALL BACKS

Reasons: 1. Financial 2. Freedom & Flexibility 3. Fun, Friend & Frivolous 4. Foundational growth—self-esteem

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

CAREER CHAT CALL BACKS

Reasons: 1. Financial 2. Freedom & Flexibility 3. Fun, Friend & Frivolous 4. Foundational growth—self-esteem

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

CAREER CHAT CALL BACKS

Reasons: 1. Financial 2. Freedom & Flexibility 3. Fun, Friend & Frivolous 4. Foundational growth—self-esteem

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____

Consultant: _____ **Event:** _____ **Checkback Date:** _____

Date	Name	Phone #	Reasons Why

Family: _____ Job: _____

Notes: _____



Be the
kind of leader
you'd want
to follow.

MARY KAY®

You can do it!