STEP UP INTO RED

Committo becoming a Red Jacket Congultant



How do Thecome a Star Teal 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 Consultan!?

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 committing to stepping into Red...

Nho do you know?

TIP: 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 tist of potential recru	is

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	BOO	KINGS
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BOOKING DATE

2-4 GUESTS

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

on forget on

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

\$400+ IN SALES

NAME		SALES
1.		
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	OTAL WEEKLY SALES	

SHARE THE MARY KAY OPPORTUNITY

NAME	YOU SHARE?
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TRACKING FOR THE WEEEK OF		DID I MEET MY GOALS THIS WEEK?	YES NO
WHLS FOR	NEEDED	NEW TEAM	TOTAL
THIS QTR	FOR STAR	MEMBERS	ACTIVE

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

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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.						
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5.						
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The future depends on what you do today! GANDHI

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PROSPECT LIST

Career Chats ~ **Referrals**

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CAREER CHATS ~ MONTH

Reasons:

1.Financial 2. Freedom & Flexibility

3. Fun, Friend & Frivolous 4. Foundational growth—self-esteem

Customer Name	Telephone	Consultant	Date of Career Chat	Reason	Call Back	all Back	eswo	Drawing	\mathcal{A}	Event
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CAREER CHAT CALL BACKS

Reasons: 1.	Financial	2. Freedom & Flexibility	3. Fun, Friend & Frivolous

4. Foundational growth—self-esteem Consultant:____ Event: Checkback Date: Date Phone # Reasons Why Name ____Job:____ Event:_____Checkback Date:_____ Consultant: Date Name Phone # **Reasons Why** Notes:__ Consultant:____ Event:____ Checkback Date: Phone # Date Name **Reasons Why** ___Job:___

Consu	ltant:	Event:	Checkb	ack Date:
Date	Name	Phone #	Reasons Why	
Family:	•		Job:	

Consu	ltant:	Event:	Checkb	ack Date:
Date	Name	Phone #	Reasons Why	
Family:	•		Job:	

Consu	ltant:	Event:	Checkb	ack Date:
Date	Name	Phone #	Reasons Why	
Family:	•		Job:	

Consu	ltant:	Event:	Checkba	ck Date:
Date	Name	Phone #	Reasons Why	
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Consu	ltant:	Event:	Checkba	ck Date:
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Consu	ltant:	Event:	Checkba	ck Date:
Date	Name	Phone #	Reasons Why	
amily:	•		Job:	

CAREER CHAT CALL BACKS

Reasons: 1.	Financial	2. Freedom & Flexibility	3. Fun, Friend & Frivolous

4. Foundational growth—self-esteem Consultant:____ Event: Checkback Date: Date Phone # Reasons Why Name ____Job:____ Event:_____Checkback Date:_____ Consultant: Date Name Phone # **Reasons Why** Notes:__ Consultant:____ Event:____ Checkback Date: Phone # Date Name **Reasons Why** ___Job:___

CAREER CHAT CALL BACKS

Reasons: 1. Financial

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	ltant:	Event:	Checkback Date:						
Date	Name	Phone #	Reasons Why						
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amily:	•		Job:	

Inspect What You Expect by NSD Tammy Crayk

When you are not recruiting **1 out of 5** use this exercise to determine why! A **STRONG** interview prospect will have AT LEAST 5 of the 8 Qualities listed below. Have you done your part? Follow up within 24 - 48 hours of sharing the opportunity!

Prospect's Name *Highlight the people you recruited	Married	Age 24+	Passionate & Proud of Achievements	Pays Mortgage or Owns a Home	Can Pay for Starter Kit TODAY!	Owns a Car	LOVES our products	Pride in Personal Appearance	24-48 Hour Followup
						<u> </u>			





Jon can do it!