

# How to PARTY Your Way to the TOP in Mary Kay!

You can have anything you want if you are willing to pay the

*The Skin Care Party is the means to EVERY end in Mary Kay!!*



Book • Sell Sets • Share the Dream • **Full Circle Parties**

	Parties	Interviews	Team Members
Sr. Consultant	4	8	1-2
Star Team Builder	6	12	3-4
Team Leader	10	20	5
Future Sales Dir.	16	32	8
DIQ	20	40	10
Grand Achiever	28	56	14
Director	48	96	24

## Perfect Start

5 Parties  
in 2 Weeks

## Power Start

10 Parties  
in 30 Days

## Power Start Plus

10 Parties in  
30 Days  
+ 6 Interviews



<h3>Senior Consultant</h3>  <p><b>4 Parties</b></p> <p>1-2 Active Team Members</p>	<h3>Star Team Builder</h3>  <p><b>6 Parties</b></p> <p>3-4 Active Team Members</p>	<h3>Team Leader</h3>  <p><b>10 Parties</b></p> <p>5 Active Team Members</p>	
<h3>Future Sales Director</h3>  <p><b>16 Parties</b></p> <p>8 Active Team Members</p>	<h3>Director-In-Qualification</h3>  <p><b>20 Parties</b></p> <p>10 Active Team Members</p>	<h3>Grand Achiever</h3>  <p><b>28 Parties</b></p> <p>14 Active Team Members</p>	
<h2>Independent Sales Director</h2>  <p><b>48 Parties</b></p> <p><b>24 Active Team Members</b> <i>(10 have \$600 cumulative orders in-not including you)</i></p>			<p>Once <u>you</u> have completed 20 parties and entered DIQ with 10 personal team members, you and your team members each hold 3 parties to wrap up your emerging unit and complete your Directorship!</p> <p><i>10 Team Members + Yourself = 11 (20 parties already done); 28 parties left to go + 11 team members = 3 Parties per team member; 28 parties x 2 interviews at each=56 interviews minimum; 1:4 join=14 new future unit members; Based on avg. party sales of \$250 x 28 parties=\$7,000 retail (\$3,500 wsl); Average new consultant whisl order is \$1,000 x 14 new=\$14,000; \$14,000 + \$3,500= \$17,500 wholesale orders to exceed the minimum required (\$16,000)! Yay!</i></p> <p><i>This is JUST an example of one way you can get to the TOP! As always, please refer to MK InTouch for DIQ requirements and guidelines.</i></p>