

## Power of a Power Start Month

This is based on 10 Beauty Experiences a Month and Picking 2 from each party for a Dream Session. That would generate about \$3000 in Retail Sales (\$300 per party with 3+ in attendance). Dream Sessions with 20 (1 in 5 join) and signing 4 new consultants who average \$1000 per initial order (\$4,000) and your personal \$1500 wholesale order.

**Consultant**            \$4,000 x 4%    = **\$160**  
Bonus                    = \$200 (4 new at \$50 each starting with 1<sup>st</sup> TM)  
Great Start            = up to \$840 in Free Product (in first 4 months)  
                                 = \$360

**Team Leader**        \$4,225 x 13%   = \$549 (4 new \$1,000+ 1 TM ordering \$225)  
Bonus                    = \$200 (4 new at \$50 each)  
Total                     = **\$749**

**Director**             \$4,225 x 13%   = \$549  
PTM Bonus             = \$400 Unlimited  
UDB                      = \$400 (up to \$1,000)  
Volume                  = \$500 Unlimited  
\$5,725 x 13%        = \$744 Your \$1,500 order, PTM and Unit  
Total                     = **\$2,593**

### Advantages of being a Sales Director:

- **Up to 73% on Retail sales**
- **Up to 36% on Personal Team Commission**
- **Monthly Bonuses (Volume and Team Building, see above)**
- **Quarterly Bonuses (Star Consultant Bonus \$300 for 5 Stars plus \$50 for each additional)**
- **Yearly Bonuses (Wellness up to \$2,000 per year)**
- **\$3,000 in First Year Cash Bonuses (On the Move, Fab 50's, Honors Society)**
- **\$1000 Cash Bonus for Cadillac and Higher Unit Club**
- **\$5,000 Million Dollar Unit Bonus**
- **Top Director Trips (all-expense paid for you and your spouse)**
- **Additional End of the Year Star Consultant Prize**
- **4 Different Cars to choose from or up to \$900 Cash Comp**
- **Early Product Ordering**
- **Class of 2019 Prizes from Mary Kay**
- **Leadership, Directors Meetings and Director Memo**
- **International Opportunities under our Global Development Program**
- **First Step in becoming an NSD for the Family Security and Great Futures Program**

PTM: Personal Team Member

Team Leader: 5 or more active personal team members

Unit: Team Members of your personal team members, unlimited depth

Great Start Qualified: New consultant ordering at least \$600 wholesale month within first month plus following 3 months.

Great Start Team Building: Receive up to \$210 in Product Bundles for each with new qualified PTM during Great Start period

UDB: Unit Development Bonus (\$400 for 4 new Unit qualified \$100 per qualified up to 10 for \$1,000 Bonus)

Volume Bonus: 10% per \$1000 in Unit wholesale starting at \$5,000

These are averages, no guarantees.

# DIRECTOR CHECK CALCULATOR



Projected Unit Wholesale Production: \_\_\_\_\_ Projected Pay: \_\_\_\_\_

Actual Unit Wholesale Production: \_\_\_\_\_ Month/Quarter: \_\_\_\_\_

## Unit Wholesale Prod.

Over \$4,500 = 13%

Under \$4,499 = 9%

Monthly Production x \_\_\_\_\_%

**Production =**

## Unit Volume

\$5,000 w/s prod. = \$500

Add an additional \$100 per \$1,000 w/s (unlimited)

**Volume Bonus =**

## Personal Team Building

\$100 bonus for each new personal "Great Start" qualified team member

# of New Qual. \_\_\_\_\_ x \$100

**PTB Bonus =**

## Car Cash Compensation

*\*Only if Opting For Cash\**

Car	Comp.
Cruze	\$425
Equinox / Fusion	\$500
Mini Cooper/Traverse	\$500
Cadillac	\$900

**Car Cash =**

## Seminar 2018 Bonuses

New Offspring Director Bonus:

- Seasoned Directors: \$1,000 for each new Director with 2nd debut
- New Director \$1,000 for each new Director with 1st debut

New Cadillac Bonus: \$1,000

Higher Unit Club: \$1,000

**Seminar Bonus =**

## New Director Bonuses

On the Move: \$1,000

Fab 50's: \$1,000 & Free Leadership Reg.

Honors Society: \$1,000 & Free Seminar Reg.

**New Dir. Bonus =**

## Unit Development

"Great Start" Qualified New Unit Members \*

\$400 bonus with 4 new qual.

\$100 for each additional qual. (Maximum of 10)

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**Devel. Bonus =**

## Personal Team

4% for 1-4 active

9% for 5+ active

13% for 5+ placing \$225 w/s and personal \$600 w/s

\$\_\_\_\_\_ Team Prod x \_\_\_\_\_%

**Pers. Team =**

## STAR Bonus

Five Stars = \$300

Six or more Stars = \$50 for ea. addl.

Quarters Ending:

Sept 15 / Dec 15 / Mar 15 / Jun 15

# of Stars \_\_\_\_\_

**STAR Bonus =**

## Wellness Bonus

Based on wholesale calendar year & paid in January commission check.

Total Annual W/S Prod	Bonus
\$60,000 - \$124,900	\$800
\$125,000 - \$186,999	\$1,300
\$187,000 and above	\$2,000

**Wellness Bonus =**

## Offspring Directors

Total Offspring Wholesale Amount

\$ \_\_\_\_\_

Wholesale Amount x % Paid

Pers. Unit Monthly W/S	# Offspring Units	% Paid
\$4,500 to \$11,999	One to Three	4.0%
	Four to Six	4.5%
	Seven or more	5.0%
\$12,000 or more	One to Three	5.0%
	Four to Six	5.5%
	Seven or More	6.0%

**Offspring Bonus =**

\*"Great Start" qualified is a minimum cumulative \$600 wholesale order in the month an IBC joins plus the following 3 months.