

Power of a Power Start Month

This is based on 10 Beauty Sessions a Month and Picking 2 from each party for a Dream Session That would generate about \$2000 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
Team Leader	\$4,225 x 13%	= \$549 (4 new \$1,000+ 1 TM ordering \$225)
Bonus		= \$200 (4 new at \$50 each after your 4 th TM)
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 2018 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: Recruits of your personal team members and their recruits, unlimited depth

Qualified: New consultant ordering at least \$600 wholesale in first or second month

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

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

These are averages, no guarantees.