

CHART YOUR COURSE!

During your first year as an Independent Sales Director, stay focused on success. Step up to these challenges, and you may earn exciting rewards along the way!

**\$3000 IN TOTAL BONUSES AVAILABLE YOUR FIRST YEAR AS A DIRECTOR !!!
WHAT COULD YOUR FAMILY DO WITH THAT MONEY ?!?!**

Program

Challenge

Rewards

Program	Challenge	Rewards
<p>On the Write Track \$15,000 3 qualified personal team members</p>	<p align="center">3 Months</p> <p>By the end of the third month following your debut date:</p> <ul style="list-style-type: none"> Achieve a total of at least \$15,000 in adjusted unit wholesale production Add three or more qualified personal team members whose Independent Beauty Consultant Agreements and minimum of \$600 in wholesale Section 1 orders are received during the three months following your debut date 	<ul style="list-style-type: none"> On the Write Track unit banner Pin enhancer and charm Name recognition in <i>Ovation</i>® <p align="center">\$1000 BONUS!</p>
<p>Fabulous 50s Club \$30,000 50 Unit Members</p>	<p align="center">6 Months</p> <p>By the end of the sixth month following your debut date:</p> <ul style="list-style-type: none"> Achieve a total of at least \$30,000 in adjusted unit wholesale production Build to and maintain 50 unit members 	<ul style="list-style-type: none"> Fabulous 50s unit banner Pin enhancer and charm Photo recognition in <i>Ovation</i>® <p align="center">\$1000 BONUS!</p>
<p>Honors Society \$60,000 50 Unit Members</p>	<p align="center">12 Months</p> <p>By the end of the 12th month following your debut date:</p> <ul style="list-style-type: none"> Achieve a total of at least \$60,000 in adjusted unit wholesale production Build to and maintain 50 or more unit members 	<ul style="list-style-type: none"> Honors Society unit banner Pin enhancer and charm Name recognition in <i>Ovation</i>® <p align="center">\$1000 BONUS!</p>
<p>Dean's List</p>	<p>By the end of the 12th month following your debut date:</p> <ul style="list-style-type: none"> Achieve the Mary Kay Honors Society Be one of the top three with the highest adjusted unit wholesale production of your debut class Maintain at least 50 unit members 	<ul style="list-style-type: none"> Dean's List unit banner Pin enhancer and charm Photo recognition in <i>Ovation</i>® Elegant topaz and diamond ring

Special Notes:

- When your unit reaches 50 unit members and you debut an offspring Sales Director *in the last three months of the contest period only*, you can still qualify by meeting the following requirements:
- Fabulous 50s:** \$30,000 unit wholesale production, reaching 50 unit members at some point during the contest period with at least 30 at the end of the sixth month following your debut date.
- Mary Kay Honors Society:** \$60,000 unit wholesale production, reaching 50 unit members at some point during the contest period with at least 30 at the end of the 12th month following your debut date.

