

Tracking Sheet for New Independent Sales Directors

This form can be used to help track you and your unit's progress in achieving the Company contests for new Independent Sales Directors.

Name _____

Debut Date _____

On the Write Track

By the end of the 3rd month following your debut date:

- Achieve a total of at least \$15,000 in net-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

Rewards:

- \$1,000 Bonus*
- Pin enhancer and charm
- On the Write Track unit banner

Month	Unit Wholesale Production (Goal is \$15,000)	Number of Qualified Team Members (Goal is 3)
1		
2		
3		
Total		

Fabulous 50s Club

By the end of the 6th month following your debut date:

- Achieve a total of at least \$30,000 in adjusted unit wholesale production
- Build to and maintain 50 unit members

Rewards:

- \$1,000 Bonus*
- Fabulous 50s unit banner
- Pin enhancer and charm

Month	Unit Wholesale Production (Goal is \$30,000)	Number of Qualified Team Members (Goal is 50)
1		
2		
3		
4		
5		
6		
Total		

Honors Society

By the end of the 12th month following your debut date:

- Achieve a total of at least \$60,000 in adjusted unit wholesale production
- Build to and maintain 50 unit members

Rewards:

- \$1,000 Bonus*
- Honors Society unit banner
- Pin enhancer and charm

Month	Unit Wholesale Production (Goal is \$60,000)	Number of Qualified Team Members (Goal is 50)
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
Total		

Dean's List

By the end of the 12th month following your debut date:

- Achieve the Mary Kay Honor's Society
- Be one of the top three with the highest adjusted unit wholesale production of your debut class
- Maintain at least 50 unit members

Rewards:

- Dean's List unit banner
- Pin enhancer and charm
- Elegant topaz and diamond ring

***Special Notes:**

When your unit reaches 50 unit members and you debut an offspring Independent 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.
- Effective Dec. 31, 2004 through June 30, 2007, qualified new Independent Sales Directors who achieve the new Sales Director programs will receive a \$1,000 contest.