



DANFORTH CONSULTANT PIN

You can earn your CONSULTANT PIN ...
 then ENHANCER ... then CRYSTAL CHARMS
 (This contest must be for **Danforth Area** Consultants only)
REVISED January 1, 2009

Success is the sum of small efforts, repeated day in and day out, with never a thought of frustration, with never a moment of doubt. Whatever your cherished ambition, begin **now** to make it come true, through efforts repeated, untiring, put faith in the thing that you do.

*** YOU MUST ACHIEVE STAR CONSULTANT STATUS QUARTERLY! ***

You need product on hand to professionally service customers and build your sales.
 I completed my most recent STAR (last Quarter or this Quarter) on this ... DATE: _____

&

*** \$600 W/S+ ORDER PLACED THIS MONTH ... DATE of ORDER: _____ ***

&

*** SHARE CAREER INFORMATION WITH 6 IN 1 CALENDAR MONTH ***

You must include your Director or DIQ on phone or in person

1.	Response	Whl Order \$ _____
2.	Response	Whl Order \$ _____
3.	Response	Whl Order \$ _____
4.	Response	Whl Order \$ _____
5.	Response	Whl Order \$ _____
6.	Response	Whl Order \$ _____

& min. 20 "NEW-TO-YOU" FACES ... OR ... min. 4 CLASSES ... YOU choose ... (no combination s)

*** MAKEOVER 20 "NEW-TO-YOU" FACES IN ONE CALENDAR MONTH ***

1.	\$ _____	6.	\$ _____	11.	\$ _____	16.	\$ _____
2.	\$ _____	7.	\$ _____	12.	\$ _____	17.	\$ _____
3.	\$ _____	8.	\$ _____	13.	\$ _____	18.	\$ _____
4.	\$ _____	9.	\$ _____	14.	\$ _____	19.	\$ _____
5.	\$ _____	10.	\$ _____	15.	\$ _____	20.	\$ _____

*** MINIMUM 4 CLASSES IN ONE CALENDAR MONTH ***

HOSTESS NAME & PHONE #	DATE OF CLASS	# ATTENDING	# BOOKINGS	AMOUNT OF SALE\$
1.				\$
2.				\$
3.				\$
4.				\$

This can be any type of Class (ie . Skin Care, Color, Product Preview, etc.) You must have a minimum of 3 Attending and a minimum of \$200 in Sales to count the Class.

CIRCLE ONE: Danforth Consultant Pin - Enhancer - Crystal Charm

PLEASE USE BLACK INK FOR THE FOLLOWING INFO

Return **THIS VOUCHER** to **PAT** by the 10th of following month ... **MONTH EARNED:** _____

E-Mail: pat@patdanforth.com or FAX: 512-264-1681

Your Name: _____ Your Phone Number: _____
 Director's Name: _____ Your E-Mail Address: _____
 Your Address: _____ City: _____ State: _____ Zip: _____

(Please return this page to your Director, not to PAT)

Personal Goal Setting ... How much do I want to make?

Setting your goals using the Danforth Consultant Pin program is the best way to build your MK business.

Whether you want to earn \$50 a month or \$5000 a month, this program can get you there!

Turn this Goal Page in to your Director so she can help you map out a plan!

Consultant Name: _____

Phone Number: _____

HOW MUCH DO YOU WANT TO MAKE?

Think about your finances. What income could you use to: help out the budget, plan your vacation, pay for your/your daughter's wedding, save for a down payment on your new house? By deciding on a dollar amount, we can plan what you need to do to get there. \$_____ (weekly) \$_____ (monthly)

SUCCESS MEETING

All Consultants benefit from attending their local success meeting. This is where you will receive recognition for your efforts and accomplishments, as well as all the up to date Mary Kay information. Success meetings will provide you with a large portion of your Mary Kay education and inspiration!

STAR CONSULTANT STATUS & MINIMUM \$600 W/S ORDER PLACED DURING MONTH

You must place a minimum of \$1800 wholesale during the previous or current Star Consultant Quarter. Once you have built your inventory to a comfortable level, the smartest way to do this is in \$600 or more wholesale orders each month. When you order at least \$600 wholesale in a month you receive at least three product bonuses and you are qualified for your 13% recruiting check (when you have 5 personal recruits who place at least \$200 wholesale that month). The qualifying \$600 wholesale this month will keep you on track!

SHARING THE CAREER INFORMATION 6 TIMES IN ONE CALENDAR MONTH

You will need to share your Mary Kay career information with at least 6 quality prospects, and your Director or DIQ must participate by phone or in person. When you build your Team, you multiply your time invested. Team building brings commission checks in addition to your sales; building present and future income. Mary Kay's mission is changing women's lives and making dreams come true. When you share this opportunity, you are enriching someone's life ... we only grow when we grow together. The recruiting average is 1 or 2 recruits for every 6 times you share the career information. How many interviews will you need for your goal? The women from your selling appointments are the best ones to approach!

Interviews Weekly ____ Interviews Monthly ____ Interviews Quarterly ____

MINIMUM 20 "NEW-TO-YOU" FACES ... OR ... 4 CLASSES IN ONE CALENDAR MONTH

Set your goal for how many Faces/Classes you want to hold weekly. It can be any type of Face/Class (ie. Skin Care, Color, Product Preview, etc.) Faces don't require a minimum in sales, but a Class must have a minimum of 3 Adults and a minimum of \$200 in Sales to count ... the same qualifications that MKHQ counts as a Class. The company average is to book 8-10 Classes to hold 4. The number of Classes you hold each week will determine the amount of money you will make. They will develop your customer base and your reorder income will start to build! Faces/Classes Attendees must be 18 years or older to count and not have a Mary Kay Consultant (even YOU!). Additional Guests are welcome, but only the above will count.

Classes Weekly ____ Classes Monthly ____ Classes Quarterly ____

MAKING IT HAPPEN

Just keep track on your goal sheet and make it happen. You can't control people's choices, but YOU can control the number of people you talk to! You can do it!