

Why become a Director?

Same work = different pay!

These were my figures the December before I seriously started qualifying for Directorship. I had talked and talked about becoming a Director, but never followed through. I sabotaged myself. My Director showed me how much money I was losing by not taking the next step. That opened my eyes. These figures have been adapted to today's compensation structure. - Cathy, Independent Sales Director :)

Based on total production: \$9000 (\$1015 personal + \$7985 team)		
Activity	Consultant Pay	Director Pay
Personal Team Production: \$7985 X 13%	\$1038.05	\$1038.05
Total Unit Production (includes your own order plus all non-personal members) \$9000 X 13%	n/a	\$1170
Unit Volume Bonus (10% of Unit production)	n/a	\$900
New Qualified Personal Recruits X 5 (\$50 each for Cons/\$100 each for Dir)	\$250	\$500
New Unit Qualified Recruits X 5 (4-10 New @ \$100 each)	n/a	\$500
Career Car Cash Compensation (based on the \$9,000 production monthly)	\$375	\$500
	\$1,663.05	\$4608.05

\$2845 left on the table every month!

Yes, I was leaving more on the table than I was even making.

The above does not include personal commissions on personal sales, red jacket bonus, or the \$800+ annual wellness bonus available.

Dress *UP!*

YOU'RE GOING PLACES.

New Independent Sales Director Class Feb. 1, 2019 – Jan. 1, 2020

You're achieving your goals and making your dreams come true!

And when you debut as a New Independent Sales Director from Feb. 1, 2019 through Jan. 1, 2020, some of these prizes* can be yours!

- Costume Pearl Jewelry Set
- Ted Baker Bow Tote Bag

PLUS:

New Independent Sales Directors who debut **a new first-line** offspring Independent Sales Director of their own during the promotion period will receive a gorgeous Ted Baker Bow Cross Body Bag.

A Senior Independent Sales Director who debuts **an offspring** Independent Sales Director during this promotion will receive the Costume Pearl Jewelry Set and Ted Baker Bow Cross Body Bag. PLUS:

Independent Sales Directors who debut a **second new first-line** offspring during the promotion period will receive a gorgeous Ted Baker Bow Cross Body Bag.

Independent Sales Directors who debut Feb. 1 – July 1, 2019, will pick up their prizes at Seminar 2019 and **Independent Sales Directors who debut Aug. 1, 2019 – Jan. 1, 2020**, will pick up their prizes at Leadership Conference 2020.

One of each prize per achiever per promotion period

*For complete promotion rules and details, go to *Mary Kay InTouch*®.



Track to D.I.Q. (Director-in-Qualification)

You may enter DIQ with 8 active team members (through June 2019)

Team Member Name/Phone #	Start Date	Active
1		
2		
3		
4		
5		
6		
7		
8		

Contact your Director about submitting for DIQ when you have 8+ active team members

Weekly D.I.Q. Activity Tracking

Your Personal Activity	#'s
# of parties you had booked for <u>last week</u> ?	
# of parties that held <u>last week</u> ?	
# of team building appointments you had booked for <u>last week</u> ?	
# of team building appointments held <u>last week</u> ?	
# personally recruited <u>last week</u> ?	
Total personal retail sales for <u>last week</u> ?	
# of parties you have booked for <u>this week</u> ?	
# of team building appointments you have booked for <u>this week</u> ?	
Team Activity (you AND your team members)	
# of parties your team held last week?	
# of team building appointments your team held <u>last week</u> ?	
# new team members recruited <u>last week</u> ?	
# of guests at the last meeting?	
Total amount of production that went in <u>last week</u> ?	
# of parties your team has booked for <u>this week</u> ?	
# of team building appointments your team has booked for <u>this week</u> ?	

D.I.Q. Team Tracking

24 Active Team Members	Active (225+)
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	

Month 1 Team Production: _____
 Month 2 Team Production: _____
 Month 3 Team Production: _____

Complete in 1-3 months. 24 active team members and \$13,500 wholesale team production. Maintain 8 active & \$4,000 wholesale minimum each month.

We asked Directors "why they wanted to be a Director" . . . these are some of their answers!

To make a positive impact on other's lives

To make a difference

I knew there was greatness inside me, but I'd never been able to get it out

To earn an unlimited income

To get out of the red jacket room! (No seriously)

Freedom of schedule

I REALLY wanted those buzz kits

Money and to hangout with big thinking women

To help my family

To be able to pay private schools for my children

To make enough money to stay at home with my babies

Hope of a different future because I was working three jobs and still couldn't make ends meet

To be a champion for women, helping them to believe in their worth

To leave my full time career where I was underpaid, under appreciated and over worked

To give my family hope and a future that I once thought was impossible

To lead others to better lives

Do something completely different at this juncture of my life

Directors looked like they had it all, and I wanted it all

My Director showed me how much money I was losing by remaining a consultant

Initially for the money. Stayed for the Cinderella life

To be able to attend Leadership Conference

To own my own business

I wanted to prove other people wrong

Leadership... to impact lives

The platform, I felt called

Be my own boss and generate income at will

To teach women to think for themselves

Something I was in control of which led to self confidence to leave abusive marriage

*These are so great! Can you relate?
These are the very same women who
are cheering you on and will
celebrate as you cross the stage as a
new Director!*