

The 'CLASS'Y Way to Succeed in Mary Kay!

You can have anything you want if you are willing to pay the price in parties!

Full Circle Classes:
 1) Book
 2) Sell Sets
 3) Share the Dream!

	Classes	Interviews (2 from ea class)	Team Members
Sr. Consultant	4	8	1-2
Star Team Builder	6	12	3-4
Team Leader	10	20	5
Future Director	16	32	8
DIQ	20	40	10
Grand Achiever	28	56	14
Director	48	96	24

Statistically, FACES seen each month = # NEW Team members

30 faces approx = Red Jacket
 50 faces approx = On target Car
 100 faces approx = DIQ

How many hours do you want to work?
 Class/Party of 5 - 10 takes 2-3 hrs.

Just do the math, then commit to filling your **Weekly Plan Sheet** with the number of classes/parties to get the number of faces needed for your goal!

Sr. Consultant



4 Classes

1-2 Active Team Members

Star Team Builder



6 Classes

3-4 Active Team Members

Team Leader



10 Classes

5+ Active Team Members

Future Director



16 Classes

8+ Active Team Members

Director-In-Qualification



20 Classes

10+ Active Team Members

Grand Achiever



28 Classes

14 Active Team Members

SALES DIRECTOR



48 Classes

24 Active Team Members;
10 qualified

'Nothing happens until somebody sells something' -- Mary Kay Ash