

# MARY KAY® Career Path

## STEPS TO SUCCESS

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### Independent Sales Director

Beauty Consultant



Senior Consultant

Star Team Builder



Team Leader

Future Director



Director In Qualification

Grand Achiever



- 50% Profit
- Unit Prizes
- Star Pin
- Star Prizes
- National Seminar Recognition

- 4% Team Commission
- Senior Cons. Pin Enhancer

- \$50 BONUSES starting w/ 4th qualified recruit
- Red Jacket
- Unit recognition

- 4% Team Commission
- Star Team Bldr Pin Enhancer

- 50% Profit
- Unit Prizes
- Star Pin
- Star Prizes
- National Seminar Recognition

- Eligible to go On-Target Car

- \$50 BONUS each new qualified recruit
- Red Jacket
- Unit recognition

- 9-13% Team Commission
- Team Leader Pin Enhancer

- 50% Profit
- Unit Prizes
- Star Pin
- Star Prizes
- National Seminar Recognition

- Eligible to attend Leadership Event
- Future Director

- \$50 BONUS each new qualified recruit
- Red Jacket
- Unit recognition

- 9-13% Team Commission
- Future Director Pin Enhancer

- 50% Profit
- Unit Prizes
- Star Pin
- Star Prizes
- National Seminar Recognition

- Eligible to attend Leadership Event
- Future Director Scarf

- \$50 BONUS each new qualified recruit
- Red Jacket
- Unit recognition

- 9-13% Team Commission
- Future Director Pin Enhancer

- 50% Profit
- Unit Prizes
- Star Pin
- Star Prizes
- National Seminar Recognition

- Earn the use of a Career Car for two years
- Tags, tax and most of your insurance paid

- \$50 BONUS each new qualified recruit
- Red Jacket
- Unit recognition

- 9-13% Team Commission
- Future Director Pin Enhancer

- 50% Profit
- Unit Prizes
- Star Pin
- Star Prizes
- National Seminar Recognition

- 13% Unit Commissions - including personal orders
- 13% Personal Team Commission
- Sales Director Pin and Enhancer
- Gorgeous NEW Director Suit
- \$100 BONUS on each new personal qualified recruit
- \$300 BONUS for 3 or more new qualified unit members
- \$500 BONUS on Unit Production of \$5000 wholesale - \$100 BONUS each additional \$1000 wholesale
- \$500 BONUS for 5 or more new qualified unit members
- Up to a \$500 STAR BONUS for 15+ stars
- Eligible for Camry, Equinox, BMW or Pink Cadillac SRX
- Up to \$2000 Annual Wellness Bonus
- \$1000 BONUS Cadillac Qualification, New Higher Unit Club
- \$1000 Bonus for new director challenges: On The Move, Fabulous 50's & Honor Society
- ... and more!

- 50% Profit
- Star Pin
- Star Prizes
- National Seminar Recognition



1-2 Active Team Members

3+ Active Team Members

5+ Active Team Members

8+ Active Team Members

10+ Active Team Members

14+ Active Team Members

24+ Active Unit Members