



MARY KAY PRICE TAG CHART!

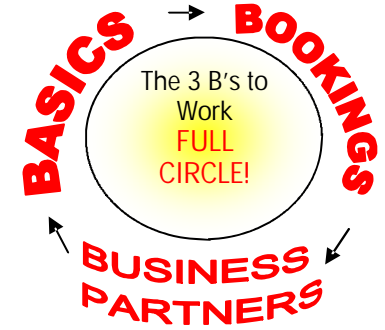
"You can have anything you want if you are willing to pay the PRICE."

"MARY KAY is mathematical, not magical. Know your numbers. People disappoint you, but numbers never lie!" -NSD Linda Toupin

"If you work the NUMBERS, the numbers will work for YOU!" -Melissa Mays, SD



Bookings: Half to 2/3 of what you book will hold. Ex: Book 8 to hold 5.
Classes: The average class is \$200 sales
Recruiting: 1 out of 4 that hear the biz info will sign.
Average First Order: \$1000 (This will help you project team production)



<p><u>Senior Consultant</u> +4 Interviews</p>   <p>1-2 Active Team Members</p>	<p><u>Star Recruiter</u> + 12 Interviews</p>   <p>3-4 Active Team Members</p>	<p><u>Team Leader</u> + 20 Interviews</p>   <p>5 Active Team Members</p>
<p><u>Future Director DIQ</u> + 32 Interviews</p>   <p>8 Active Team Members</p>	<p><u>Grand Achiever</u> + 48 Interviews</p>   <p>12 Active Team Members</p>	<p><u>Director</u> + 120 Interviews</p> <p>Once you have completed 16 classes and entered DIQ, you and your team each hold 5 classes (Perfect Start) to complete Directorship.</p> <p>8 Team Members + You = 9 42 divided by 9 = 5 Classes each</p>   <p>30 Active Team Members</p>