

# STEP UP INTO RED

*Commit to becoming  
a Red Jacket Consultant*



# How do I become a Star Team Builder?

## REQUIREMENTS

- You must have 3-4 active\* personal team members.
- You must be active\*

\* IBCs are considered active the month a min. of \$225 wholesale Section 1 product order is received by the Company and in the following 2 calendar months.

# Why should I become a Red Jacket Consultant?

## AVENUES OF INCOME

- Product Sales and Reorders
- Team-Building Commissions
- Team-Building Bonus

## REWARDS

- Wear the Star Team Builder pin enhancer.
- Order your first official Red Jacket from Mary Kay, Inc. and receive 50% discount.

## STAR TEAM BUILDER COMMISSION

PERSONAL AND PERSONAL TEAM PRODUCTION	COMMISSION PERCENTAGE (ONLY PAID ON PERSONAL TEAM PRODUCTION)
Less than \$1,000	4%
\$1,000 – \$1,799	6%
\$1,800 and above	8%

## TEAM BUILDING BONUS

Receive a \$50 Team-Building Bonus for each Great Start qualified\* new personal team member during the Great Start promotion period.

## \$100 RED JACKET BONUS

Receive a one time \$100 Red Jacket Bonus when you reach the Star Team Builder level for the first time.

\*A Great Start-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$600 or more in wholesale Section 1 products, and the order(s) are received and accepted by the Company in the same or following 3 calendar months that her/his Independent Beauty Consultant Agreement is received and accepted by the Company.

My "Why" for committing to stepping into Red...

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# RED Weekly Tracking

To become a Star Team Builder you must be and Active Consultant with 3-4 Active Personal Team Members.  
This means you need to be working your business each week and achieving your weekly goals!

## 4 NEW BOOKINGS

NAME	BOOKING DATE
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

## 2-4 GUESTS

NAME	EVENT
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

*Don't forget to...*

- PLACE YOUR WHOLSALE ORDER
- COACH EVERY APPOINTMENT
- PRE-PROFILE ALL GUESTS
- SUBMIT YOUR W.A.S ON INTOUCH

## \$400+ IN SALES

NAME	SALES
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

TOTAL WEEKLY SALES \_\_\_\_\_

## SHARE THE MARY KAY OPPORTUNITY

NAME	HOW DID YOU SHARE?
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

TRACKING FOR THE WEEK OF \_\_\_\_\_

DID I MEET MY GOALS THIS WEEK?  YES  NO

WHLS FOR THIS QTR \_\_\_\_\_

NEEDED FOR STAR \_\_\_\_\_

NEW TEAM MEMBERS \_\_\_\_\_

TOTAL ACTIVE \_\_\_\_\_

# RED Interview Tracking

On average it takes 15 good interviews to move up into Red and become a Star Team Builder!

NAME	PHONE	INTEREST	NEXT LAYER
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			

notes...

# RED Wholesale Tracking

Record the wholesale Section 1 product orders of your team members while you work to wear Red!

NAME	MONTH 1	MONTH 2	MONTH 3	MONTH 4	ACTIVE?	GREAT START QUALIFIED?
1.						
2.						
3.						
4.						
5.						
6.						
7.						
8.						
9.						
10.						
11.						
12.						
13.						
14.						
15.						

*The future depends on what you do today!* GANDHI

notes...