



Sold On Stars,

BUT CRAZY FOR CARS!

Track your points weekly for 4 weeks! The Top Three Wahle Consultants each month will receive a prize! To win, you must turn in your tracking sheet each week. Weeks start on Tuesday and end on Monday the following week at midnight!



<u>Appointment Type</u>	<u>Point Value</u>	<u>Quantity</u>	<u>Total Points</u>
Skin Care Class*	200 points		
Facial*	100 points		
10 New Contacts*	100 points		
Recruiting Interview*	200 points		
New Recruit	300 points		
Personal Sales \$300+	200 points		
Attend a weekly sales meeting	100 points		
Fill out your weekly ACC sheet	100 points		
Turn in by Midnight Monday	100 points		
POINTS GRAND TOTAL			

Email your tracking sheet to rwahle@marykay.com or text a picture of it to me. 785-410-0201. Tracking sheets must be turned in **no later than Monday midnight** to count towards your total.

Average 1000 points a week and you will soon be on-target for your Mary Kay Career Car!!

RULES*

A Skin Care Class is 3 people with at least \$100 in sales (outside orders count).

A Facial is 1 or 2 people with at least \$50 in sales.

A new contact is a warm chatter, referral or new lead.

An interview counts if you have your prospect fill out a marketing/interview sheet and your director has a follow-up conversation with her.

Guests at Success Meetings can count as an interview if they hear the marketing plan and your director has a follow-up conversation with them.

Weekly sales meetings include your sales meetings, a telephone sales meeting, or any other special MK event you attend during the week. You get 100 points for every event.

You must have **2000 points by October 31st** to stay in the mentoring program!