CHALLENGE ITEMS

CI001



July starts a new year...and everyone starts at the **SAME PLACE**. Put **YOUR** mark on this year and reach for any of these goals and more. What do you want to achieve in **3 months**? How about **6** or **9 months**? The choice is yours, now go **make it happen**!

CI002

Are you ready to accept the 20/20 Club Challenge?

Catch the Vision -- meet the 20/20 challenge and earn your 20/20 Challenge Pin by holding at least 20 qualified selling appointments in either July or August. A qualified appointment has a hostess, at least 2 quests and a minimum of $100 in sales. Notify me within a week of meeting the challenge!

- A class is a **Hostess** and **2 guests** in attendance and **$100** sales.
- No book shows, no web classes, not a facial then she goes and gets orders to turn it into a $100 class from two people (2 people need to be present)
- If you have a class with a hostess and 2 people present and the sales are not $100...as with any regular class you can have an open class and give her a short time limit to build her sales to $100.
- You can have multiple hostesses at one gathering. For instance:
  - 4 Hostesses with 2 guests each.... $100 sales from each hostess and her 2 guests = 4 classes
  - The purpose is to get not only the $2,000 in sales but to build new customers and to get bookings and recruits!
  - Let's not re-invent ourselves....do it Mary Kay's way!
  - Now, go and book your 20/20! you can do it! You will be so excited with that $1,000+ profit!

CI003



Treasure Chest of Prizes!

- I will be having a drawing for one lucky consultant who places her order before the 15th of each month
- One from the $100 days category
- Another prize goes to the one who places the highest wholesale order for the month (new consultant with the highest order and the seasoned consultant with the highest order)

These will be surprise gifts of my choice from the Treasure Chest of Prizes!

Prize List!

- Highest wholesale order over 600
- Drawing from the $100 days
- Drawing from all weekly summaries turned in
- Everyone who is a star consultant will receive a prize
- Everyone who is at profit level (3600 wholesale on your shelves of the REGULAR line products...this doesn't include limited or discontinued items.....must be backed up with a filled out order sheet)
- All prizes will be a surprise from my treasure chest of prizes
- Seminar Prizes will be awarded to:
- Queen of Sales
- All members of unit court (10,000 and above)
- Bar pins will be awarded twice a year (in Dec and June according YTD retail sales

CI004

FIRST STOP for a successful Seminar 2011 ...

Career Conference

Yes I know we are just starting a new Seminar year, but In just a few short months, it will be time to attend Career Conference! I'm looking for Consultants who are up for a challenge of setting and reaching a goal by Spring of next year (or before!) Pick one and then let me know your choice!



Star Team Builder (or higher)

- Be an active **Consultant** with 3+ active personal team members
- How? Hold more parties and facials to meet women who would be interested in your career!



On-Target Car Driver

- Be an active **Team Leader** with 5+ active personal team members
- When you and the Consultants on your team have at least **$5,000 wholesale in a calendar month**, you're on-target!



High Retail Sales

- Very simple. Hold at least 3 parties a week, every week and learn the presentation and selling techniques to have high volume sales at the party.
- That's it.

CI005



Suit Yourself!

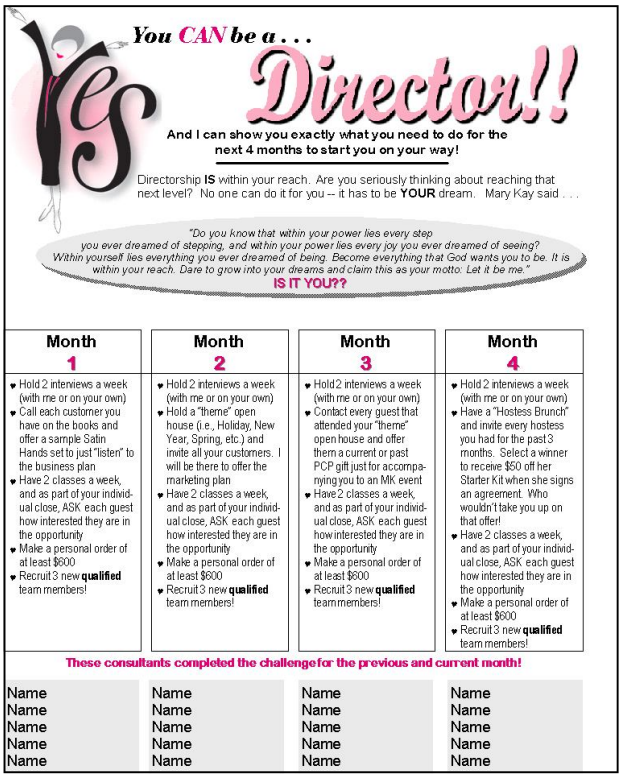
Oh sorry, I meant to say **PROMOTE** yourself to **Director** . . .
And you'll **get the suit**!
It's up to **you** to choose the path to directorship!

1. HAND OUT 5 CARDS A DAY!
2. BOOK 2 EVERY DAY! Skin Care classes or any other classes.
3. INTERVIEW 3 PEOPLE EVERY WEEK!
4. HAVE $600 WEEKLY SALES backed up with $1200 wholesale monthly.
5. E-MAIL OR BRING YOUR WEEKLY ACCOMPLISHMENT SHEET (each week).

All items on this page (CI001, CI002, CI003, CI004 and CI005 are 1/2 page items)

CHALLENGE ITEMS

CI006



CI007

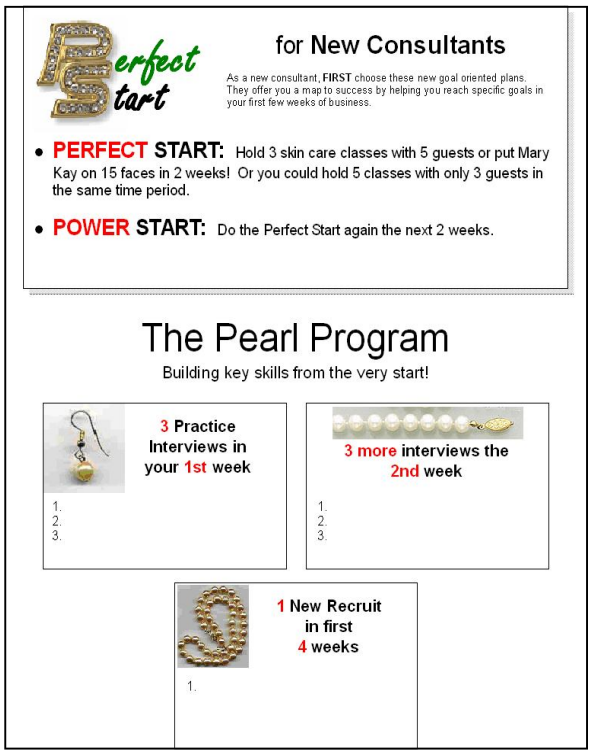


CI008



Although this piece has the example of April and ending by Seminar, you can adjust the dates and timeline accordingly.

CI009



CHALLENGE ITEMS

CI010



CI011



CI012



$300,000 is just an example number.

When choosing this item, let me know the dollar amount for your unit.

Thanks

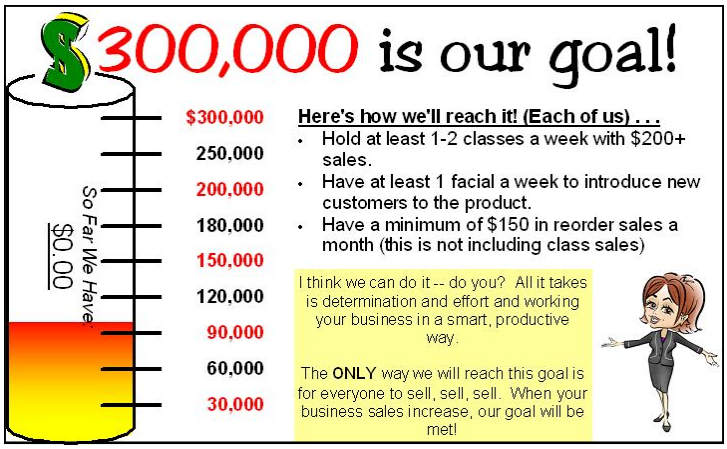
CHALLENGE ITEMS

CI013



This is a 1/2 page item.

CI014



This is a 1/2 page item.

Please remember to tell us the amounts for the increments and how much is in so far.

CI015



This is a 1/2 page item.

CI016



This is a 1/2 page item.

CHALLENGE ITEMS

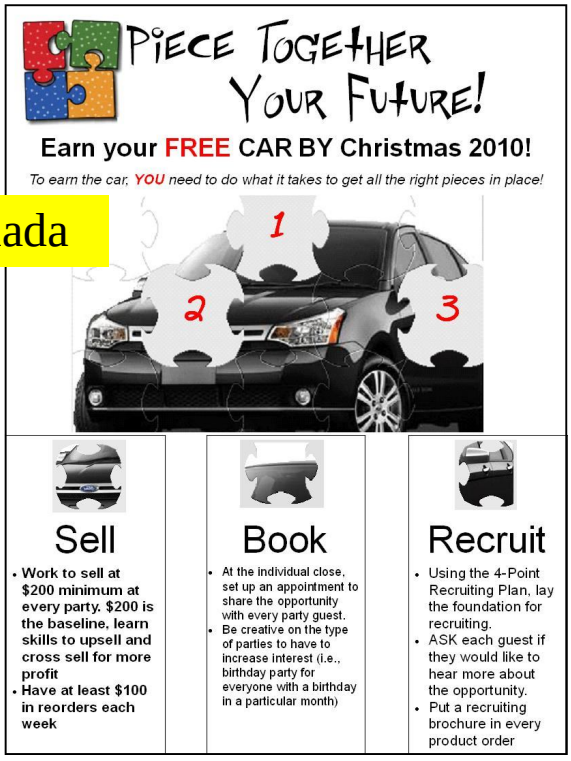
CI017

U.S.



CI018

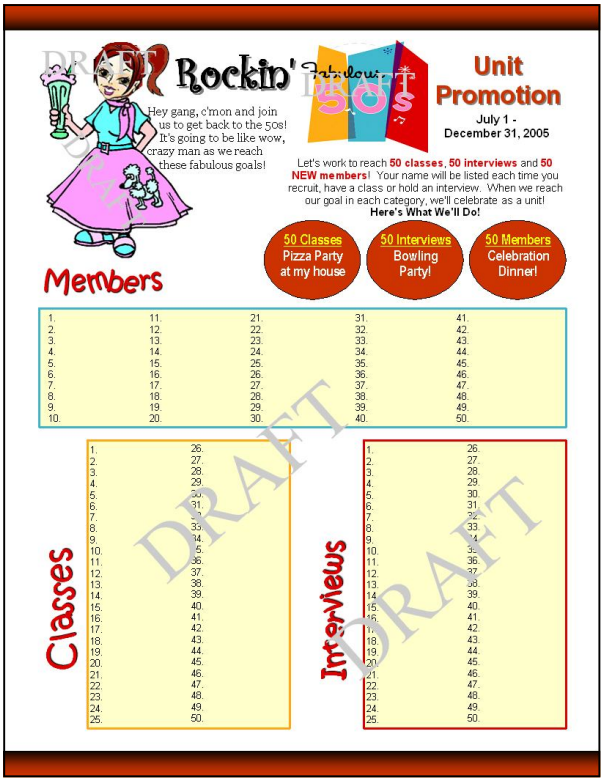
Canada



CI019



CI020



CHALLENGE ITEMS

CI021



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CI022



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CI023



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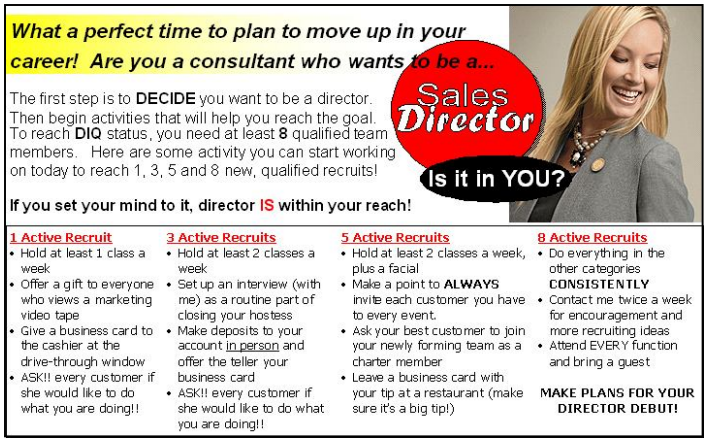
CI024



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CHALLENGE ITEMS

CI025



This is a 1/2 page item.

CI026



This is a 1/2 page item.
If you want to switch this to Grand Prix, let me know

CI027



ATTENTION!!!

Directors, this item has been created to help your consultants GET TO WORK! If your consultants will work for at least the lowest word to be spelled out, they WILL earn income and at least 1 new team member. That alone is reward enough!

Because of the complexity of this item's design, the info in the boxes cannot be altered.

The 2 rewards I have listed for 3,000 and 5,000 are just an example. You can keep them or supply your own.

However, please note in the blue writing on the lower right hand side, **you need to provide the final bullet of reward since this is a very big achievement**. Maybe consider having your National give them a call if they reach this level or **SOMETHING HUGE!** This will be a great achievement if someone reaches this level.