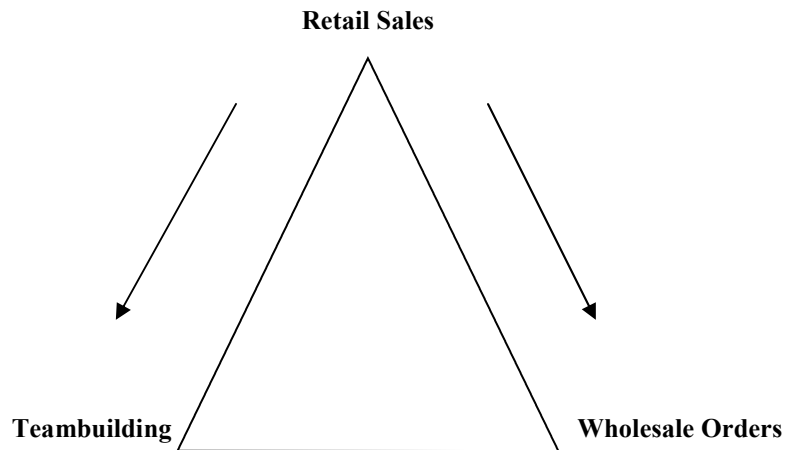


Mary Kay is as simple as 1-2-3....

1. Booking → 2. Selling → 3. Teambuilding

To book, sell, and team build with ease focus on the  
Essential Success Triangle:

Mary Kay has always said, “For something to happen, somebody  
has to sell something!” Retail sales lead to New team members  
AND wholesale orders



The goal of each Independent Beauty Consultant is to work Mary Kay **FULL CIRCLE**. Working Full Circle involves Booking, Selling and Recruiting. Monthly & weekly, you will want to have goals for the following categories:

Amount of Retail Product Sold: \$ \_\_\_\_\_

Amount of order(s) placed (in wholesale dollars): \$ \_\_\_\_\_

Number of new Team Members: \_\_\_\_\_

