

	New Face	Name	\$ Sold	# Items Sold	# Referrals	Q&A Booked/Held	New Team	2nd Appt. Booked/Held
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								
11								
12								
13								
14								
15								
16								
17								
18								
19								
20								
21								
22								
23								
24								
25								

My Monthly Goals & Results:

I'm Saving For:



Profit Goal:

÷ .40 =

Retail Amount to Sell:

Projected Breakdown: 50% Wholesale Order: _____ (\$600+ =STAR)
10% Section 2/Supplies: _____
40% Profit: _____

New Faces Goal:



New Faces Results:



Per Face Sales:

\$ Sold Goal:



\$ Sold Results:

Items Goal:



Items Results:

Q&As Goal:



Q&As Results:

New Team Goal:



New Team Results:

GOAL FOR IT!



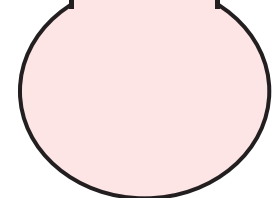
\$

3/4 of my GOAL!
Done Deal!

Halfway There!
I've Got This!

1/4 of my GOAL!
On My Way!

A Picture of My Goal



WEEK OF:	Weekly Retail Sales Total	40% Profit	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
June 16 - June 25					
June 26 - July 2					
July 3 - July 9					
July 10 - July 16					
July 17 - July 23					
July 24 - July 30					
July 31 - Aug 6					
Aug 7 - Aug 13					
Aug 14 - Aug 20					
Aug 21 - Aug 27					
Aug 28 - Sept 3					
Sept 4 - Sept 10					
Sept 11 - Sept 15					
TOTALS					

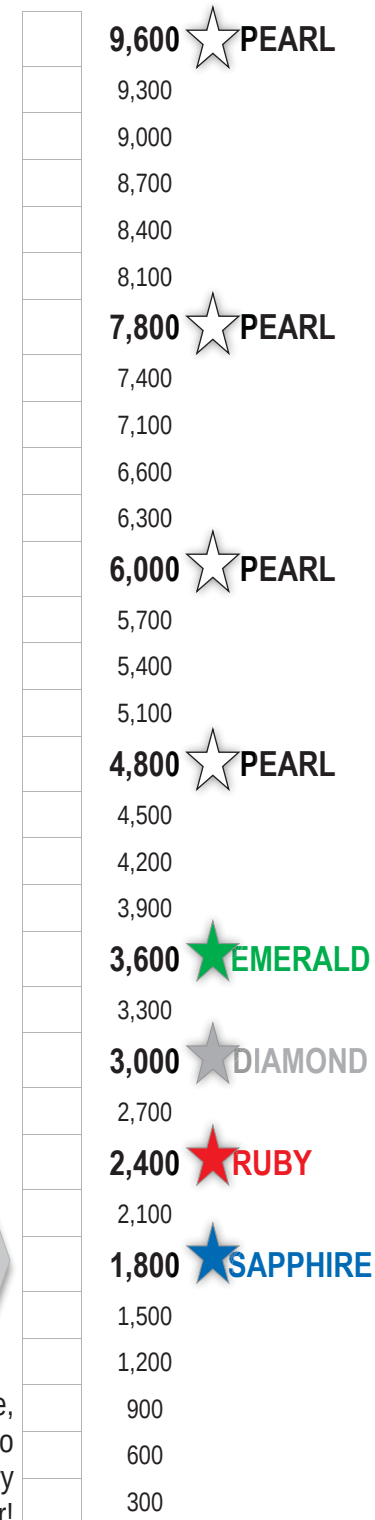
*A Qualified new personal team member is one whose Ind. Beauty Consultant Agreement and a min. \$600 wholesale Sect 1 Order are postmarked and accepted by the company within the contest quarter.

Star Level	Average Retail Sales Per Week
Sapphire	\$300
Ruby	\$400
Diamond	\$500
Emerald	\$600
Pearl	\$800

Every NEW Qualified* Team Member
(once YOU reach Sapphire Star)
gives you an additional
600 contest credit points!



With every \$300 wholesale,
fill in a square! Once you get to
SAPPHIRE STAR, add 600 for every
new qualified* team member!



WEEK OF:	Weekly Retail Sales Total	40% Profit	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Sept 16 - Sept 24					
Sept 25 - Oct 1					
Oct 2 - Oct 8					
Oct 9 - Oct 15					
Oct 16 - Oct 22					
Oct 23 - Oct 29					
Oct 30 - Nov 5					
Nov 6 - Nov 12					
Nov 13 - Nov 19					
Nov 20 - Nov 26					
Nov 27 - Dec 3					
Dec 4 - Dec 10					
Dec 11 - Dec 15					
TOTALS					

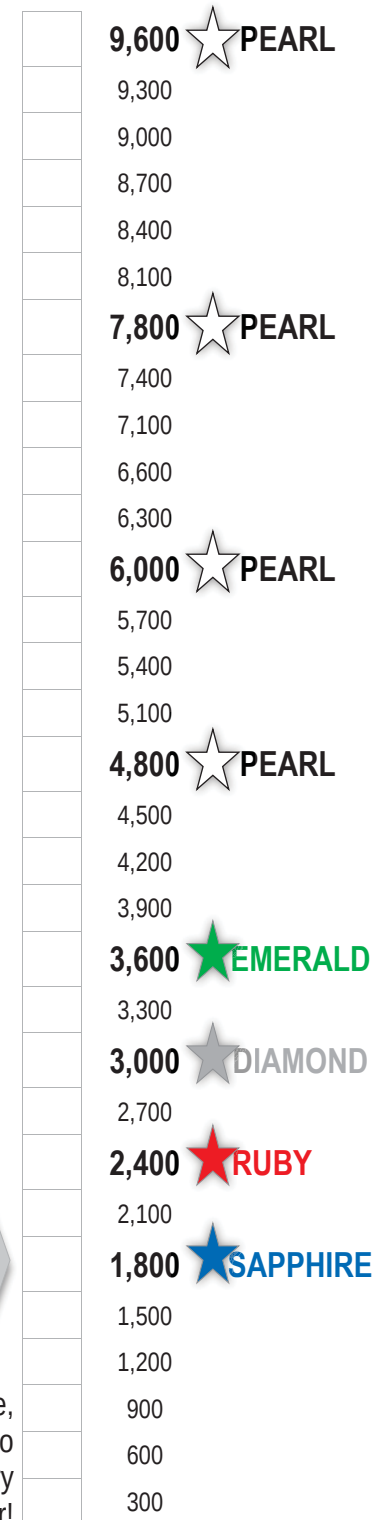
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WEEK OF:	Weekly Retail Sales Total	40% Profit	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Dec 16 - Dec 24					
Dec 25 - Dec 31					
Jan 1 - Jan 7					
Jan 8 - Jan 14					
Jan 15 - Jan 21					
Jan 22 - Jan 28					
Jan 29 - Feb 4					
Feb 5 - Feb 11					
Feb 12 - Feb 18					
Feb 19 - Feb 25					
Feb 26 - Mar 4					
Mar 5 - Mar 11					
Mar 12 - Mar 15					
TOTALS					

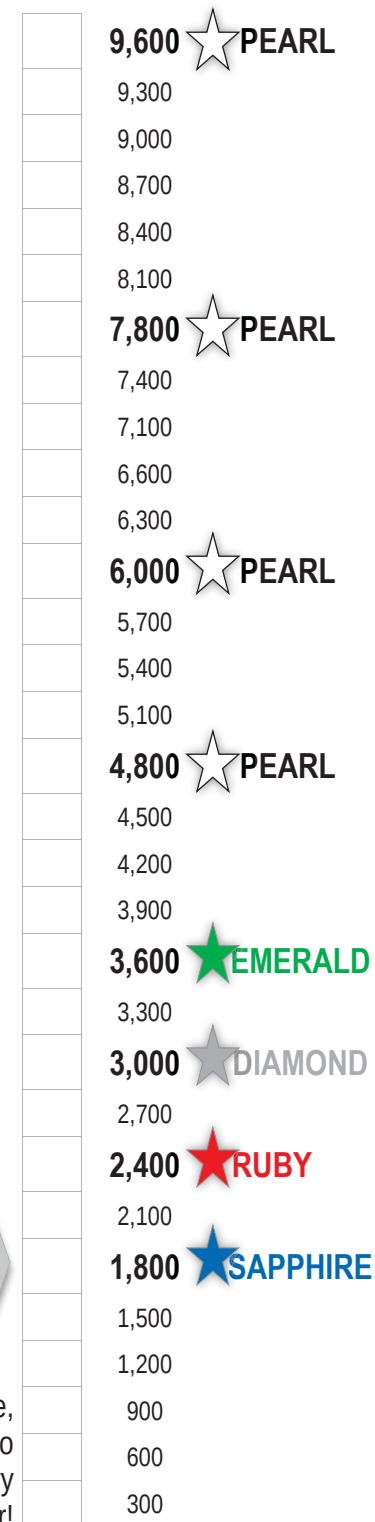
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WEEK OF:	Weekly Retail Sales Total	40% Profit	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Mar 16 - Mar 25					
Mar 26 - Apr 1					
Apr 2 - Apr 8					
Apr 9 - Apr 15					
Apr 16 - Apr 22					
Apr 23 - Apr 29					
Apr 30 - May 6					
May 7 - May 13					
May 14 - May 20					
May 21 - May 27					
May 28 - June 3					
June 4 - June 10					
June 11 - June 15					
TOTALS					

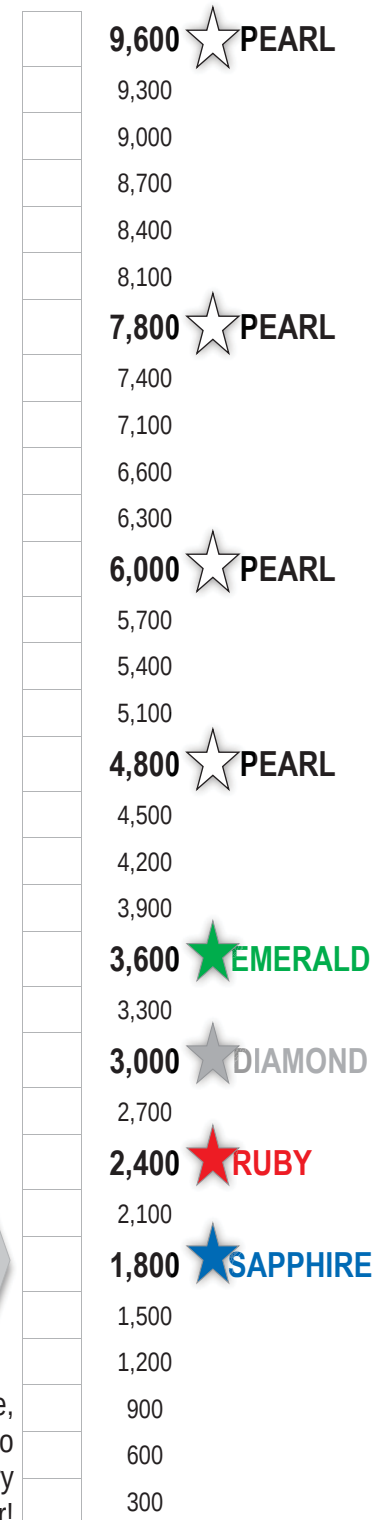
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Seminar 2016-2017 Personal National Court of Sales

\$20,000 Wholesale (\$40,000 Retail) July 1 - June 30

Every \$420 in wholesale orders
cross out a square!

July	\$420	\$420	\$420	\$420
August	\$420	\$420	\$420	\$420
September	\$420	\$420	\$420	\$420
October	\$420	\$420	\$420	\$420
November	\$420	\$420	\$420	\$420
December	\$420	\$420	\$420	\$420
January	\$420	\$420	\$420	\$420
February	\$420	\$420	\$420	\$420
March	\$420	\$420	\$420	\$420
April	\$420	\$420	\$420	\$420
May	\$420	\$420	\$420	\$420
June	\$420	\$420	\$420	\$420



Month	Total Personal Retail Sales This Month	Total Amount of Wholesale Orders This Month (Typically 50% of what you sell unless you don't yet have your full store)	Goal \$20,000 With each month, cross out the previous month's amount and write in your new total needed!
Example: This month	\$2,000	\$1,000	\$20,000 - \$1,000 = \$19,000
Next Month	\$3,000	\$1,500	\$19,000 - \$1,500 = \$17,500
July			
August			
September			
October			
November			
December			
January			
February			
March			
April			
May			
June			
June 30 Totals			

Team Member	Month 1	Month 2	Month 3	Month 4
1 Senior Beauty Consultant				
2				
3 Star Team Builder (Red Jacket)				
4				
5 Team Leader (9-13% Commission)				
6				
7				
8 Future Director (9-13% Commission)				
9				
10 Eligible Submit for DIQ				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
21				
22				
23				
24				
PERSONAL ORDERS				

RED JACKET, CAREER CAR & MORE!

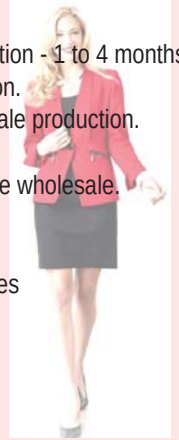
DIRECTOR IN QUALIFICATION (DIQ)

♥ Requirements

- ♥ \$18,000+ cumulative wholesale unit production - 1 to 4 months.
- ♥ \$4,000+ per month wholesale unit production.
- ♥ DIQ must have \$1,800+ in personal wholesale production.
- ♥ 24+ active unit members (includes the DIQ)
- ♥ 10+ active unit members w/\$600+ cumulative wholesale.

♥ Compensation

- ♥ Eligible to become Director
- ♥ Eligible for Unit commission and unit bonuses
- ♥ Eligible for \$100 Team-building bonus



CAREER CAR

♥ Requirements

- ♥ You & 14+ active personal team members
- ♥ \$20,000 wholesale production in 1 to 4 months

♥ Compensation

- ♥ 9% or 13% personal team commission
- ♥ \$50 Team-building bonus
- ♥ Career Car or \$375 per month



FUTURE DIRECTOR

♥ Requirements - You & 8+ active personal team members

♥ Compensation

- ♥ 9% or 13% personal team commission
- ♥ \$50 Team-building bonus



TEAM LEADER

♥ Requirements - You & 5 - 7 active personal team members

♥ Compensation

- ♥ 9% or 13% personal team commission
- ♥ \$50 Team-building bonus

STAR TEAM BUILDER

♥ Requirements - You & 3 - 4 active personal team members

♥ Compensation

- ♥ 4% personal team commission
- ♥ \$50 Team-building bonus

SENIOR CONSULTANT

♥ Requirements - You & 1 - 2 active personal team members

♥ Compensation - 4% personal team commission



Seminar 2016-2017 Personal National Court of Sharing

24 Qualified* (\$600+ ws order month of signing or following month) New Team Members July 1 - June 30

[illegible]

Team Member	Personal Team	Month 1	Month 2	Month 3	Month 4	10 w/\$600+
1 Senior Beauty Consultant						
2						
3 Star Team Builder (Red Jacket)						
4						
5 Team Leader (9-13% Commission)						
6						
7						
8 Future Director (9-13% Commission)						
9						
10 Eligible Submit for DIQ						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
21						
22						
23						
24						
Personal Team (Car Qualification)						Personal \$1800+
TOTAL						