

A Comparison Of Consultant Grand Achiever Program And

Independent Sales Director-in-Qualification Program (DIQ)

The purpose of this document is to highlight the differences between production that counts towards Consultant Grand Achiever Program qualification requirements and Independent Sales Director-in-Qualification Program (DIQ) qualification requirements. This document does not contain complete qualification requirements for either program. Complete qualification requirements for both of these programs can be found on the Mary Kay InTouch® Web site and through Advance Online.

Consultant Grand Achiever Program	Independent Sales Director-in-Qualification Program																
<p><u>Team</u> – includes you and your personal team members.</p> <p>Monthly on-target and qualification requirements are based on “combined personal/team Section 1 wholesale production”.</p> <p>Below is an example of how an Independent Beauty Consultant’s combined personal/team Section 1 wholesale production counts towards monthly Consultant Grand Achiever on-target and qualification requirements. <i>(Your team members’ recruits do not count towards Consultant Grand Achiever production requirements and are identified below by an “X” through the box.)</i></p> <div style="text-align: center; margin: 10px 0;"> </div> <table style="width: 100%; border: none;"> <tr> <td style="width: 70%;">Personal Production</td> <td style="text-align: right;">= \$ 600</td> </tr> <tr> <td>Personal Recruits 8 X \$600</td> <td style="text-align: right;">= \$4,800</td> </tr> <tr> <td>Team Members Recruits 5 X \$600</td> <td style="text-align: right;">= \$3,000</td> </tr> <tr> <td>Total production counted towards Consultant Grand Achiever on-target and qualification requirements</td> <td style="text-align: right;">= \$5,400</td> </tr> </table>	Personal Production	= \$ 600	Personal Recruits 8 X \$600	= \$4,800	Team Members Recruits 5 X \$600	= \$3,000	Total production counted towards Consultant Grand Achiever on-target and qualification requirements	= \$5,400	<p><u>DIQ Unit</u> – includes you, your personal team members and their personal team members.</p> <p>Monthly DIQ production requirements are based on DIQ unit Section 1 wholesale production.</p> <p>Below is an example of how an Independent Beauty Consultant’s monthly DIQ unit Section 1 wholesale production counts towards Independent Sales Director-in-Qualification requirements. <i>(Team members’ recruits whose Independent Beauty Consultant Agreements are accepted by the Company <u>on</u> or <u>after</u> the first day of the month in which the DIQ begins Sales Director qualification will be members of the new qualifying unit. Team members’ recruits whose Independent Beauty Consultant Agreements were accepted by the Company <u>prior</u> to her first month of qualification remains in the parent unit and their production does not count towards DIQ.)</i></p> <div style="text-align: center; margin: 10px 0;"> </div> <table style="width: 100%; border: none;"> <tr> <td style="width: 70%;">Personal Production</td> <td style="text-align: right;">= \$ 600</td> </tr> <tr> <td>Personal Recruits 8 X \$600</td> <td style="text-align: right;">= \$4,800</td> </tr> <tr> <td>Team Members Recruits 5 X \$600</td> <td style="text-align: right;">= \$3,000</td> </tr> <tr> <td>Total production counted towards Independent Sales Director-in-Qualification requirements</td> <td style="text-align: right;">= \$8,400</td> </tr> </table>	Personal Production	= \$ 600	Personal Recruits 8 X \$600	= \$4,800	Team Members Recruits 5 X \$600	= \$3,000	Total production counted towards Independent Sales Director-in-Qualification requirements	= \$8,400
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Consultant Grand Achiever Tracking Sheet

Personal Team Member's Name	Wholesale Section 1 Production	Wholesale Section 1 Production	Wholesale Section 1 Production	Wholesale Section 1 Production
	Month 1	Month 2	Month 3	Month 4
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
14.				
15.				
16.				

On-Target*

- Five or more active personal team members
- \$5,000 combined personal/team wholesale Section 1 production in a calendar month.
- You must be active.
- These requirements must be met each month to be considered on-target.

Qualification*

- You may qualify as a Grand Achiever in one, two, three or four months, based on when you achieve the following:
 - \$20,000 combined personal/team wholesale Section 1 production
 - 14 active personal team members
- You may contribute up to \$5,000 in personal wholesale Section 1 production toward the total \$20,000 requirement.
- Your team must contribute a minimum of \$15,000 wholesale Section 1 production toward the total \$20,000 requirement.
- You must have a minimum of \$5,000 combined personal/team wholesale Section 1 production each month of the qualification period while maintaining five or more active personal team members.
- You must be active.

★ *Complete qualification requirements can be found on the Mary Kay InTouch® Web site and through Advance Online.*

(A) Total Personal Team Wholesale Production	_____	_____	_____	_____	=	+ _____ ^(D) (\$15,000 or Greater)
(B) Your Personal Wholesale Production	+ _____	+ _____	+ _____	+ _____	=	+ _____ ^(E) (\$5,000 or Less)
(C) Total Wholesale Production Counting Towards On-Target Production Requirements	=====	=====	=====	=====	=	===== ^(F) (\$20,000 or Greater)
Set Your Goal To Achieve a Minimum \$5,000 Each Month	\$5,000	\$5,000	\$5,000	\$5,000	=	\$20,000

(A) Add the above lines 1 through 16 for each month.

(B) Your monthly personal wholesale production.

(C) Add lines (A) and (B) for each month.

(D) Add (A) across for months 1 through 4.

(E) Add (B) across for months 1 through 4.

(F) Add lines (D) and (E).