



Shining Stars

New Consultant Guide

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\$600,000 Cadillac Unit

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Welcome

WELCOME to our unit!!! Your success is a part of the success of our entire unit! That is the way it works in Mary Kay, as we help each other reach the top. The most important thing for you to know, is that I am here for you at whatever level YOU desire. That means if you set your MK goals and spend time developing your business, then I will be here for you every step of the way. As your business grows, and your goals get bigger, we will continue working together to achieve your MK dreams. Communication is the key! If we have not had a chance to speak on the phone, or in person yet, please call me NOW and let's set up a time to chat about YOU! I cannot wait to get to know you better.

Our unit website is located at www.joannashipe.com It is very user friendly so please visit it soon and become familiar with what is offered there. There is a LOT to hear and learn by watching/listening to our Weekly Zooms. This site is constantly being updated so make sure you are keeping up with your emails from me so you know what's happening!

If you have not made a decision about inventory (the size of your "store"), then that is a first priority. I can walk you through the Great Start Program and, together, we can design a store size best for you so your business will be stress-free. In this packet is my personal Inventory Options chart. Use it to choose where you want to start and the amount of free bonuses you want to receive from Mary Kay and me. Are you the kind of person who loves to track their progress? If so, then check out the Seminar Year Notebook Checklist under My Favorites on the website.

From the very beginning of your business, you can start "building a team." Selling the product is terrific IMMEDIATE income and building your team will result in LONG TERM income and having an effect on other's lives in a huge way! Please consider doing your first 3 interviews for new team members with me on a 3 way call so you can learn the very best way to share our marketing plan. You can use our Facebook group, Shipe Power of Pink (ask your guest to answer our three questions at the end), please email me their answers so I can follow-up. Another tool you can use is the MK Opportunity page on our website.

Remember, your journey can go as fast as YOU choose it to go. You can be on a fast track to a new car or director's suit THIS MONTH. Truly, there are no limits to what you can do!

As your "director", I am your friend, chief cheerleader and trainer and I truly believe that you have said "yes" to the greatest opportunity in the world. In Mary Kay, you can have fun, make new friends and reach ANY goal as long as you are willing to be consistent and follow-through. Remember, you will never "work" another day in your life IF you LOVE what you do!

JoAnna

Checklist #1

NEW CONSULTANT CHECKLIST – DO THIS FIRST!!!!

- ☐ **Call JoAnna** at 770-712-6409 and schedule your initial coaching call. Have your orientation list available for this call!
- ☐ **BEAT the BOX:** Sell 24 items before your starter kit arrives!
- ☐ **Check out** www.joannashipe.com. This is YOUR unit website.
- ☐ **Put the WEEKLY Zoom video calls on your calendar** and in your phone: Every week you will receive a text and it is posted on Shipe Family Superstars Facebook page! 4pm PST, 5pm MST, 6pm CST, 7pm EST <https://zoom.us/j/4504689065>
- ☐ **“Friend” me on Facebook pages:** @jshipe1234 AND on Shipe Shining Stars Facebook page <https://www.facebook.com/groups/1433298400306499>
- ☐ **Download Voxer** on your smart phone –free app! Voxer me ASAP @jshipemk!
- ☐ **Put a recurring event on your datebook** to submit your Weekly Accomplishment Sheets on Mary Kay InTouch EVERY Sunday evening for newsletter recognition as well as tracking for your business.
- ☐ **Send me** the “All About Me” form with a photo! Available on our website www.joannashipe.com (New Consultants Start Here)
- ☐ **Make a list of your 30 people** who you can count on to help you get started and email me your list!
- ☐ **Call ME and let’s set your date** for your initial party or debut.
- ☐ **Assemble your Seminar Year Notebook** w/ tracking forms for the year. www.joannashipe.com (Resources)
- ☐ **Please visit Resources** on our website & start letting your friends and family know about your first 3 parties!
- ☐ **Set up your MyShop** – go to Mary Kay InTouch > Business Tools > MyShop



You're a Shining Star... No matter who you are... Shining bright to see... What you can truly be!



Checklist #2

TOPICS TO REVIEW WITH ME ON YOUR WELCOME COACHING CALL!

- ☐ Let's go over the unit website at www.joannashipe.com and find the location of the Tuesday Zooms
- ☐ Check out Resources: Closing placemat, Flyers, etc.
- ☐ Review all things in this **New Consultant Packet**
- ☐ Year- Long promotions: THE BIG 3 and the Monthly Point Tracking Form
- ☐ **MK Events:** Leadership (for Directors only), Career Conference (virtual or live) & Seminar
- ☐ **Ready Set Sell:** There are time-sensitive opportunities in inventory ordering to receive bonuses
- ☐ Set up your MyShop & Stripe Account (these are included with your eStart) ASAP!
- ☐ Put together YOUR Team Building Notebook!
- ☐ Memorize and use when scheduling faces: Three questions for the profile card
 - What are you currently using to cleanse your skin?
 - If you can change anything about your skin, what would it be? I don't normally go over a lot of supplements at your Initial appt, but JUST FOR YOU I will have a sample of ???? for you to try!
 - If I were to design a look for you, would you prefer a casual, professional or slamming glam look?
- ☐ Opening and closing Shows
- ☐ What to look for ASAP on InTouch:
 - Product Central
 - First Steps Tutorial
 - MK Rewards Visa
 - MK Connections
 - Weekly Accomplishments & how to submit them to me

Inventory Worksheet

WHAT ARE YOUR MARY KAY GOALS? CHECK THE ONE BEST ANSWER FROM EACH CATEGORY BELOW.

DESIRED MONTHLY EARNINGS		SELLING APPOINTMENTS	
4 pts	\$1200+	4 pts	3+ Appointments per week
3 pts	\$800 - \$1,199	3 pts	1 - 2 Appointments per week
2 pts	\$400 - \$799	2 pts	2 - 3 Appointments per month
1 pt	\$100 - \$399	1 pt	1 Appointment per month

SUCCESS MEETINGS	
4 pts	I am committed to attending success meetings each week
3 pts	I am committed to attending success meetings twice per month
1 pt	I am committed to attending success meetings when they fit my schedule

GOALS (CHECK ALL THAT APPLY)	
2 pts	I would like to build a SOLID CUSTOMER BASE
2 pts	I would like to earn the use of a MARY KAY CAREER CAR
2 pts	I would like to become an INDEPENDENT SALES DIRECTOR
1 pt	I would like to earn a little EXTRA CASH

CALCULATE YOUR POINTS TO DETERMINE AN INVENTORY CATEGORY FOR YOUR SELLING GOALS.

TOTAL POINTS	POINTS	WHOLESALE CATEGORY
	13+ points	\$3,600+
	12 points	\$3,000
	11 points	\$2,400
	8 - 10 points	\$1,800
	5 - 7 points	\$1,200
	2 - 4 points	\$600

Inventory Bonuses

INITIAL WHOLESALE ORDER	RETAIL VALUE (WS X 2)	GSQ MAX BONUS VALUE FROM CO.	COLOR LOOK VALUE	BONUS FROM JOANNA when you order in first 15 days	TOTAL RETAIL VALUE when you order in first 15 days
\$3,600	\$7,200	\$1,289.50	\$138.50	\$300	\$8,928
\$3,000	\$6,000	\$1,111.50	\$138.50	\$250	\$7,500
\$2,400	\$4,800	\$933.50	\$138.50	\$200	\$6,072
\$1,800	\$3,600	\$755.50	\$138.50	\$150	\$4,644
\$1,200	\$2,400	\$541.50	\$138.50	\$100	\$3,180
\$600	\$1,200	\$363.50	\$138.50	\$50	\$1,752
less than \$600	Double Wholesale	None	None	None	None

INVENTORY BONUS CHART FOR SHINING STARS

HOW do you determine how much inventory to START with? The "average" customer purchases \$100 at her facial/makeover.

FORMULA:

Basing your business on hours you can put into it the first 90 days:

1. How many hours A WEEK can you invest into your business?
2. If you put MK on 2-3 faces for every 2 hours you "work", how many faces will you be able to work on each week?
3. How many faces is that in the first 12 weeks/90 days?
4. MK recommends that you have \$100.00 retail on your shelves for every face in the first 90 days.

EXAMPLE

10 hrs a week (8 hrs + 2 weekly mtg)
 10 hours = 3 appts/week
 3 appts with 2 in attendance = 6 faces week
 6 faces week x 12 = 72 faces
 72 faces x \$100 retail = \$7200 retail = \$3600 wholesale

Need ideas for financing?

How to apply for the MK Rewards Visa: 12 months interest free/no annual fee

1. Go to MaryKayInTouch.com > Business Tools > Mary Kay Rewards Visa Card

HOW TO REDEEM BONUSES FROM JOANNA

- On or before the 3rd of the following month
- go to <http://www.joannashipe.com>
- Click on Promotions
- Click on I WON A PRIZE and fill it out
- Click SUBMIT!

Great Start!

NEW CONSULTANT PROGRAM OVERVIEW

Amazing amounts of Free Retail Product and Cash Bonuses are available to New Consultants during their Qualifying time period. Your Qualifying time period consists of your first four months.

Qualifying Time period = the month your Independent Beauty consultant Agreement is received and accepted by Mary Kay and the following three Calendar months.

THE GREAT START PROGRAM IS DIVIDED INTO 3 PARTS:

1

READY SET SELL

Place your 1st order of \$600 wholesale or higher to receive \$401 - \$1,391 in Free Retail Product. Maximum Free Product options available if order is placed within your first 15 days.

2

READY SET KEEP SELLING

Continue to build your Customer base and place wholesale orders to receive additional Free Products for each accumulation of wholesale orders that equal \$600.

Maximum Free Product available under Part 2 is \$729 Free Retail Products.

3

TEAM BUILDING

Add New Qualified Team Members during your Qualifying time period and receive additional Free Product Bundles and Cash Bonuses. Whether you add 1 New Qualified Team Member to receive up to \$256 retail in Free Product Bundles, plus a \$50 Cash Bonus . . .

or 10+ New Qualified Team Members to receive up to \$2,560 retail in Free Product Bundles plus multiple Cash Bonuses, the sky is the limit! There is NO LIMIT to the amount of Free Products and Cash Bonuses that can be earned during your Qualifying Time period under the Part 3 section of the Great Start Program.



Ready Set Sell

BE REWARDED WHEN YOU ORDER

FREE Welcome Gift!

With your single initial order of \$600 or more in wholesale Section 1 products in the first 15 days* of starting your business, you can earn a gorgeous color look worth \$160 suggested retail price.



Initial Order Amount		Ultimate Product Bonus Bundles up to \$190 each	Color Look \$160	 Mirror with Tray \$5.50 ea.	 Travel Roll-Up Bag \$40 ea.	Maximum Bonus Value	Star Consultant Category
Wholesale	Suggested Retail Price						
\$3,600	\$7,200	6	1	2	2	\$1,391	Emerald
\$3,000	\$6,000	5	1	2	2	\$1,201	Diamond
\$2,400	\$4,800	4	1	2	2	\$1,011	Ruby
\$1,800	\$3,600	3	1	2	2	\$821	Sapphire
\$1,200	\$2,400	2	1	2	1	\$591	
\$600	\$1,200	1	1	2	1	\$401	

Ready Set Keep Selling

PUT MORE PROFIT IN YOUR POCKET

HERE'S HOW IT WORKS:

Each time you reach \$600 or more in cumulative wholesale Section 1 product orders within your first four months, you'll earn a FREE* Essential Product Bonus Bundle valued at approximately \$128.

1

Miracle Set@
Bundle, \$128



2

Open for
Business
Bundle,
\$112



3

Lip and Lash
Bundle, \$118



Cumulative Order Amount		Essential Product Bonus Bundles up to \$128 each	Mirror with Tray \$5.50 ea.	Maximum Bonus Value	Star Consultant Category
Wholesale	Suggested Retail Price				
\$3,600	\$7,200	6	6	\$801	Emerald
\$3,000	\$6,000	5	5	\$667.50	Diamond
\$2,400	\$4,800	4	4	\$534	Ruby
\$1,800	\$3,600	3	3	\$400.50	Sapphire
\$1,200	\$2,400	2	2	\$267	♥
\$600	\$1,200	1	2	\$133.50	♥

Ready Set Team Building

BUILD YOUR DREAM TEAM

HERE'S HOW IT WORKS:

When you add a new personal team member within your first four months of business, you can earn two Team-Building Product Bonus Bundles valued at up to a total of \$256 suggested retail price and a \$50 Team-Building Cash Bonus when your new personal team member becomes a Great Start™-qualified Independent Beauty Consultant. No limits!

1

Miracle Set®
Bundle, \$128



2

Open for
Business
Bundle,
\$112



3

Lip and Lash
Bundle, \$118



Your first four months means the month your Independent Beauty Consultant Agreement is received and accepted by the Company and the following three calendar months.

The actual total value of the product bonus bundles earned will depend on the suggested retail value of the product bonus bundles selected and is subject to any required tax obligations. Sales tax is required on the suggested retail value of the wholesale Section 1 products included in the product bonus bundles. You will receive your product bonus bundles with your next wholesale Section 1 order placed after the product bonus bundles are earned. To receive your product bonus bundles, your wholesale Section 1 order must be placed in the month they are earned or within the following three calendar months.

In the month your new team member's initial or cumulative \$600 or more wholesale Section 1 orders are received by the Company, you must be in active status to receive the bonus. An Independent Beauty Consultant is considered active with personal retail sales of \$225 in wholesale Section 1 products and will remain active for two months following any month with this amount in sales.

A Great Start™-qualified Independent Beauty Consultant is one who has personal retail sales of \$600 or more in wholesale Section 1 products within the Great Start™ time frame. The wholesale order(s) to support this retail sales amount can be a single order or cumulative orders. The Great Start™ time frame is the month her/his Agreement is received and accepted by the Company plus the following three calendar months.

SHARE THE LOVE!



The Business Power Plan

YOU ARE A BRAND NEW BEAUTY CONSULTANT! NOW WHAT?

1 WHO DO YOU KNOW....

Make a comprehensive list of 30 facial/skin care class hostess prospects. No need to prejudge her response. The only requirement-she must have skin! Family, friend, work associate, acquaintance, neighbor. (Also put an * by every name you think would be great in this business - Your first team members!)

1.	11.	21.
2.	12.	22.
3.	13.	23.
4.	14.	24.
5.	15.	25.
6.	16.	26.
7.	17.	27.
8.	18.	28.
9.	19.	29.
10.	20.	30.

2 IT'S YOUR TIME, INVEST IT WISELY.

The Skin Care Class

\$250 average sales

3 to 6 people attending

takes 2 to 3 hours

The Facial

\$90 average sale

1 to 2 people attending

takes 45 minutes to an hour

*results will vary based on time invested

BY HOLDING WEEKLY....	GROSS PROFIT WEEKLY	GROSS PROFIT MONTHLY
1 SCC & 1 Facial	\$170	\$680
2 SCCs & 1 Facial	\$295	\$1,180
3 SCCs & 2 Facials	\$465	\$1,860
3 SCCs & 3 Facials	\$510	\$2,040

The Business Power Plan cont'd.

3 HOW MANY FACES...

To determine the amount of product you'll want to consider having on your shelf, let's take a look at the number of faces you'll be working with. With your current schedule, if a Class takes 2-3 hours and a Facial takes 45 minutes to an hour, howmany are you willing to fit into your week?

of Classes weekly _____ x 4 Faces per Class _____ = _____ Faces
of Facials weekly _____ x 1 Face per Facial _____ = _____ Faces
FACES WEEKLY _____

Now determine how many faces you will be putting the product on MONTHLY?

Total Faces Weekly _____ x 4 Weeks = _____ FACES MONTHLY

4 HOW MUCH INVENTORY DO I NEED?

Refer to the Ready, Set, Sell Brochure. Go through each package highlighting the # of faces each will cover. (With Product on Shelf, Time Management is EFFICIENT and CASH FLOW is IMMEDIATE!!!) Based on my projected# of Faces Monthly, I will need to invest in the ...

____ Career 3,600 (18) ____ Premium 2,400 (12) ____ Enhanced 1,200 (6)
____ Professional 3,000 (15) ____ Superior 1,800 (9) ____ Basic 600 (3)

*(#) indicates the number of Travel Roll Ups that could be assembled

DOESN'T IT MAKE SENSE TO BE "ON PROFIT"?!

5 LET'S MAKE IT HAPPEN!

- Watch the video about Inventory Options on www.joannashipe.com
- Inventory Package Needed
- Find Investor Options:
 1. _____
 2. _____
- Call JoAnna with your decision ASAP and LET'S GO

Start on Profit

(3600) and STAY on Profit

with 60-40 Split!

But How Do I Pay Back \$4200??

If you hold 2 classes a week at average \$300, you have \$120 PROFIT from each class@ 40%. That's \$240 a week, \$960 a month. In 4 months, that is \$4200. in 17 weeks, you can have your business on COMPLETE PROFIT.

If you hold 3 classes a week at that same average, that is \$360 profit each week. You would be completely ON PROFIT in 12 weeks if you invested in an EMERALD STAR order

If you hold 1 class a week at an average of \$300, you have \$120 profit at 40%. That is \$480 a month. In 8 months, you would have paid your investment to zero.

A \$3000 inventory could be paid down in 3 ½ months w/ 2 classes a week.

A \$2400 inventory could be paid down in 11 weeks w/ 2 classes a week.

An \$1800 inventory could be paid down in 2 mos (9 wks) w/ 2 classes a week.

KEY

- Consistently holding the 1-3 classes a week
- 60-40 split
- Good Money Management and reinvestment

CONSIDER

- \$500-\$1000 Business Debuts and sec that are being held today!
- A POWER START
- Your Business Debut!
- Recruiting Commissions
- Recruiting Bonuses

SHE who has it can SELL IT! **Are you on the date book with 8+ Booked, Coached and Pre-profiled** Skin Care Classes! Are you working from a comprehensive list of people in your life who have SKIN!!!!

THE RATE YOU PAY YOURSELF FROM YOUR BUSINESS IS YOUR BUSINESS! You are in business for yourself, just not by yourself!!

Manage Your Mary Kay Business from the Beginning

CLASSES/FACIALS:

NO DISCOUNTS - not your mother, sister, best friend, no one.

Why not discount?

Your family may not see you as "being in business" - you will be dabbling in Mary Kay in their eyes. DO NOT DEVALUE THE PRODUCT!

As you build your team, set the example of valuing the company and the product by not advising your team members to discount the product

HOSTESS PROGRAM

My favorite Hostess Program is \$75 in product for \$35 when you have 3+ guests (over 18) and \$200+ in sales. Or, you can use the company hostess brochure.

HELLO, HOSTESS!
DO YOU LOVE SKIN CARE AND BEAUTY PRODUCTS?

Host a party, and earn FREE* Mary Kay* products!

MARY KAY

**HOSTESS REWARDS
FREE* MARY KAY* PRODUCTS**
Here is a suggested guide to how you can earn hostess rewards.

HOW IT WORKS

IF TOTAL PARTY SALES AMOUNT TO:	10% OF PARTY SALES <i>with no new bookings</i>	15% OF PARTY SALES <i>with one new booking</i>	20% OF PARTY SALES <i>with two new bookings</i>
\$500	\$50	\$75	\$100
\$400	\$40	\$60	\$80
\$300	\$30	\$45	\$60
\$200	\$20	\$30	\$40

The chart above is for example purposes only; it is not a guarantee of results or rewards nor does it represent minimums or maximums.
*Availability and criteria to earn free products are established by participating Independent Beauty Consultants only.

BEAUTIFUL SKIN. BEAUTIFUL COLOR. BEAUTIFUL YOU.
Mary Kay* products are innovative, exciting and make you feel good in your own skin.

Heartfelt Small Gift Bags can be found on mknconnections.com.
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Manage Your Mary Kay Business from the Beginning cont'd.

DOUBLE BOOK

When you book/schedule a beauty experience, don't be afraid to schedule TWO experiences at the same time. Cancellations will happen!

1. If both classes hold, offer one of the hostesses another \$25 in hostess credit for having the second experience join her experience; offer to bring extra cookies.
2. Remember that double booking is "insurance" that you will have a party at that date and time since we have instances of rescheduling - this idea will work in your behalf because you have not set aside a day and time and then have nothing happen.

PREFERRED CUSTOMER PROGRAM

This is a Company program offered to the entire sales force that allows you to send a Look Book with an exclusive sample to your customers. Each Look Book can be mailed for \$.95 each and enrollment is open only during certain times of the year. Be on the look out for an email and text from me as to when these times are open!

If you are following along your First Steps online tutorial on InTouch, enrolling your customers for the latest Look Book, is part of the process.

60% of Consultants who use this program are contacted by their customers and 42% receive orders from their customers after the Look Book arrives.





CUSTOM
Use the c
team-bui

NAME	Uses the Product	Is a Hostess	Is a Preferred Hostess	Has a Team Building Packet	Listened to the 5-Minute Marketing Plan	Attended a Guest Evnt	Been Interviewed	Given an Answer
1	Y N	Y N	Y N	Y N	Y N	Y N	Y N	Y N
2	Y N	Y N	Y N	Y N	Y N	Y N	Y N	Y N
3	Y N	Y N	Y N	Y N	Y N	Y N	Y N	Y N
4	Y N	Y N	Y N	Y N	Y N	Y N	Y N	Y N
5	Y N	Y N	Y N	Y N	Y N	Y N	Y N	Y N
6	Y N	Y N	Y N	Y N	Y N	Y N	Y N	Y N
7	Y N	Y N	Y N	Y N	Y N	Y N	Y N	Y N
8	Y N	Y N	Y N	Y N	Y N	Y N	Y N	Y N
9	Y N	Y N	Y N	Y N	Y N	Y N	Y N	Y N
10	Y N	Y N	Y N	Y N	Y N	Y N	Y N	Y N
11	Y N	Y N	Y N	Y N	Y N	Y N	Y N	Y N
12	Y N	Y N	Y N	Y N	Y N	Y N	Y N	Y N
13	Y N	Y N	Y N	Y N	Y N	Y N	Y N	Y N
14	Y N	Y N	Y N	Y N	Y N	Y N	Y N	Y N
15	Y N	Y N	Y N	Y N	Y N	Y N	Y N	Y N

✦ TOGETHER WE SPARKLE ✦

Seminar Goals 2027



I WILL BE A... CAREER LEVEL

_____ by July 31st
 _____ by August 31st
 _____ by September 30th
 _____ by October 31st
 _____ by November 30th
 _____ by December 31st
 _____ by January 30th
 _____ by February 28th
 _____ by March 31st
 _____ by April 30th
 _____ by May 31st
 _____ by June 30th

OTHER GOALS

Monthly Retail Goal \$ _____

Number of Monthly
Selling Appointments _____

Monthly Wholesale Goal \$ _____

Quarterly Wholesale Goals

June 16-Sept 15 _____

Sept 16 - Dec 15 _____

Dec 16 - Mar 15 _____

Mar 16 - June 15 _____

Monthly Team Building Appointments _____

Number of New Team Members _____

DIRECTORS ONLY

Unit Club Goal \$ _____

Growth # 50+ GSQ _____

Career Path Title
6/30/2027 _____

CAREER LEVEL ACTIVE TEAM MEMBERS

Senior Consultant	1-2
Star Team Builder	3-4
Team Leader	5-7
Elite Team Leader	8+
DIQ	8+

Team Member is active in the month a \$225 wholesale order is placed and the 2 months following the order.



STAR LEVEL

Sapphire	\$1800
Ruby	\$2400
Diamond	\$3000
Emerald	\$3600
Pearl	\$4800



QUEEN'S COURT OF SALES

July 1, 2026 - June 30, 2027

\$45,000 Retail Production

QUEEN'S COURT OF SHARING

July 1, 2026 - June 30, 2027

24 Great-Start Qualified



TOP DIRECTOR TRIP

July 1, 2026 - June 30, 2027

\$800,000+ Rome Italy + Cash Option

\$650,000+ Rome, Italy



ROME
TOP INDEPENDENT SALES
DIRECTOR TRIP
2027



Creatively
PINK



PARTY PAGE

Hostess Name: _____

Address: _____

Email: _____

Phone: (____) _____ - _____

HOSTESS CHECKLIST

- ☐ Provided Guest List
- ☐ 3+ Guests 18 & older
- ☐ \$200+ in Sales
- ☐ 2+ Future Bookings
- ☐ \$100+ in Outside Sales

PARTY PREP

- ☐ Invites Sent
- ☐ Guest List Received
- ☐ Review Hostess Packet
- ☐ Pre-Profile Guests
- ☐ Arrive 1 hour before party to prep

HOSTESS CHECKLIST

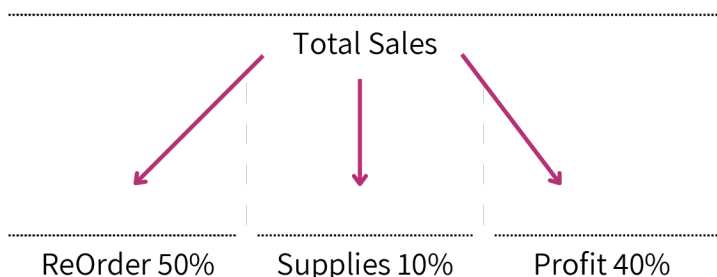
___ / ___ / ___ DATE

___ : ___ TIME (AM / PM)

PARTY PREP

Name & Phone	Tried MK?	Skin Tone Ivory, Beige, or Bronze	Skin Type Normal/Dry Combo/Oily	1 Thing to Change	Notes
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					

MANAGE YOUR \$\$\$



PARTY WRAP-UP

Sets Sold: _____

Parties Booked: _____

Interviews Scheduled: _____

New Team Members: _____

Follow Up Scheduled: _____

fabulous

friends & family



Gift a pampering session to the most fabulous people in your life.

	 name	 phone	 or 
Funny/Witty			
Courageous (Someone battling cancer or has battled cancer)			
Intelligent/Smart			
Outgoing/Bubbly			
Professional/Well Put Together			
Generous/Giving/Kind			
Someone You Admire			
Professionals Medical Field Retail Cosmetology Food Service Teacher			
Friends/Family that deserve pampering			

Your Name:

Date:



Seminar 2027

JULY 1, 2026 - JUNE 30, 2027

"THE BIG THREE" COURT QUALIFICATIONS



MARY KAY'S NATIONAL COURTS

Court of Retail Sales\$45,000
Court of Sharing24 Qualified Recruits

Earn from MK Corporate:

Winners Receive Beautiful Ring for Court of Retail Sales
Diamond Bee with Emerald Eyes for Court of Recruiting
Attend Seminar Royalty Reception



MARY KAY NATIONAL AREA PRINCESS COURTS

Court of Retail Sales\$22,500
Court of Sharing 12 Qualified Recruits

Earn from MK Corporate:

Recognition on MK National Area Awards Night
Prizes at each level • Ribbon Recognition

JOANNA SHIPE'S SHINING STARS COURTS

Court of Retail Sales\$11,250
Court of Sharing6 Qualified Recruits
Court of Personal Sales.....\$10,000
(based on WAS submissions on InTouch)

Top Achievers Receive:
Special Gift

Special Recognition:
Four Quarter Stars
Unit Miss Go Give
Unit Rookie of the Year
Unit Most Improved
Star Recruiters & Above!

Be A Pearl Girl

the new PEARLS OF SHARING!



6
shares

3
shares

+ 1 new
qualified personal
team member.



BOSS

HOW TO REDEEM PRIZES FROM JOANNA

On or before the 3rd of the following month, go to <http://www.joannashipe.com>, click on Promotions, click on I WON A PRIZE and fill it out, click SUBMIT!



Notes

