



SEMINAR 2027 NOTEBOOK

This notebook is designed to help you track and stay organized throughout the seminar year.

Materials needed:

- 2" notebook/binder
- 3 hole punch
- 12-15 tab dividers
- sheet protectors/pockets to hold multiple copies of forms
- ("website" it refers to www.joannashipe.com)

Tracking Section (daily, weekly, monthly, quarterly, yearly)

Daily/Weekly

- 6 most important things list (make 10-12 copies and put in sheet protector) Weekly
- Weekly Plan Sheet – YOUR LIFE each week (make 10-12 copies and put in sheet protector)
- **Sundays:** Submit WAS on InTouch w/ hostess names, #guests, # of sets sold and total retail sales
- **Sundays:** Update your tracking forms: Shining Stars Scorecard, Sales Court, Sharing Court, Star Consultant quarter and monthly challenge from MK
- **Tuesdays:** Zoom Meeting 4pst/7est

Monthly

- Submit your "new seminar theme" daily, weekly, monthly tracking form by 3rd of the following month: Go to www.joannashipe.com, click on Promotions, click on I Won A Prize and fill out, press submit

Calendar

- Record ALL MK dates such as Star Quarter dates which are: June 16 – Sept 15, Sept 16-Dec 15, Dec 16 – March 15, March 16 – June 15
- Zoom Meetings each week on Tuesdays at 4 pm PST, 5 pm MST, 6 pm CST, 7 pm EST

- **Career Path Rules & Guidelines** Rules for DIQ, Car Program rules, etc. from InTouch (Resources/Publications/Advance Brochure)
- **Communication** from YOUR DIRECTOR/Go-Give Area/Company –important emails, letters, cards, etc.
- **New Consultant Packet** - located at website on Home Page; print off pages 2-4 with welcome letter and checklist to show new team members. Be familiar with the Great Start Program in the packet as well
- **Prizes:** Each month, fill out your I WON A PRIZE form (website under Promotions) to track what your director owes you and check it off as you receive it!
- **Product Information** – new products coming up, what's being discontinued, etc
- **Prospects:** Customers (Booking: Power Booking Plan: Amazing "booklet" on booking and tracking customers! AND...Booking scripts on website under Resources/Education/Booking and Coaching
- **Prospects:** Team members - use the Team-Building Layering Chart in the New Consultant Packet
- **Scripts:** There are scripts for calling, texting and emailing on the website/Resources/Education/Scripts. Print off your favorites and put here!
- **Team:** Information on your team members (address, family info, etc)
- **Travel/Workshops/Conferences Information** – YOUR MK TRAVEL – Leadership, Seminar, Career Conference Dates and copies of your itineraries for hotel, flights, etc.
- **Virtual Parties:** website Resources/Virtual Parties for slide show
- **Zoom Video Notes** – take notes!!!
- **Personal Notes & Information** – things you are working on; inspirational notes, your stuff!

6

MOST IMPORTANT THINGS TO DO



1

2

3

4

5

6

Different roads often lead to
beautiful destinations!

6

MOST IMPORTANT THINGS TO DO



1

2

3

4

5

6

Different roads often lead to
beautiful destinations!

MY WEEKLY PLAN

For the Week of: _____

SUN

MON

TUE

WED

THU

FRI

SAT

Morning

Afternoon

Evening

WEEKLY GOALS

Shining Stars

SCORECARD

Consultant's Name: _____

Contest Month: _____

Daily/Weekly Activity	Points	Week 1	Week 2	Week 3	Week 4	Week 5	Total
1 New Contact & w/phone # called	1 each						
Voxer Director w/recap of your day	1 each						
Hold a Party (3 guests 18+ yrs)	25						
Facial/Double Facial (18+ yrs)	15						
Marketing w/Director Follow-up	20 each						
Attend ZOOM meeting or post recap	15 each						
Submit W.A.S. by Sunday	15						
Weekly Queen of Pers Sales (W.A.S.)	25						
Court of Pers Sales (W.A.S.) min. \$300	15						
New Faces this Week	5 each						
New Team Member	25						
Grand Week (\$1000 retail sales)	25						
Weekly Totals							

MONTHLY

Queen of Retail Sales (based on orders to MK)	25	
Court of Retail Sales Top 2-5 (based on orders to MK)	15	
Queen of Personal Sales (Based on WAS)	25	
Court of Personal Sales (based on W.A.S.) Top 2 – 5 Court	15	
Queen of Sharing (Great Start Qualified = GSQ)	100	
Court of Sharing Top 2 – 5 Court (GSQ)	15	
\$225-\$399 Wholesale placed this month	10	
\$400-\$599 Wholesale placed this month	25	
\$600 Wholesale placed this month	50	
\$1,000+ Wholesale placed this month	75	
Move up the Career Path (1st time this Seminar year)	50	
Turn in W.A.S. every week in the month	20	
Monthly Total		

QUARTERLY (BEE CHARMS AND POINTS)

Star Level	Points	6/16-9/15	9/16-12/15	12/16-3/15	3/16-6/15	Total Star Points
Sapphire	100pt					
Ruby	200pt					
Diamond	300pt					
Emerald	400pt					
Pearl	500pt					

Bonuses for the month: Fill in the drawing, challenge or bonus you achieved offered by JoAnna this month

Drawings: _____

Challenges: _____

Retail Bonus (when offered): _____

Shining Stars Submission Instructions: Please submit by the 3rd of every month for the month prior. Just go to www.joannashipe.com, then Promotions, click on the ***** form and fill in for the month. Then go to "I WON A PRIZE" and fill in form & submit to director for your earned prize level based on your points

POINTS:

- 50 - 99: Business Builder
- 100+: Take the amount, divide by 10 = Amount of retail product you earned
 - EX:** 260 points = \$26 retail, 375 points = \$37 retail, 580 points = \$58 retail

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

★ TOGETHER WE SPARKLE ★

Seminar Courts 2027

JULY 1, 2026 - JUNE 30, 2027



COURT OF SALES • \$45,000 RETAIL

\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail
\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail
\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail
\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail
\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail
\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail
\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail	\$600 Retail



COURT OF SHARING • 24 GSQ

1 GSQ	1 GSQ	1 GSQ	1 GSQ	1 GSQ	1 GSQ	1 GSQ	1 GSQ	1 GSQ	1 GSQ
1 GSQ	1 GSQ	1 GSQ	1 GSQ	1 GSQ	1 GSQ	1 GSQ	1 GSQ	1 GSQ	1 GSQ
1 GSQ	1 GSQ	1 GSQ	1 GSQ						



Star Consultant Tracking Sheet

Contest Dates:

Color in a Star for every \$200 in wholesale orders placed.
Color all 9 Stars to complete Star Consultant status this quarter!



WHOLESALE
ORDER TOTAL _____







WHOLESALE
ORDER TOTAL _____







WHOLESALE
ORDER TOTAL _____





You can add 600 Star Points towards your Star Prizes for every New Qualified* Team Member who is added to your Team during the Star Contest period and becomes Qualified* during the Star Contest period.

NEW CONSULTANT		GSQ	NEW CONSULTANT		GSQ
1.			6.		
2.			7.		
3.			8.		
4.			9.		
5.			10.		

*Qualified = New Team Members added during Star Contest period and completes a total of \$600 in wholesale orders by midnight June 15, 2027

The Career Path

NATIONAL SALES DIRECTOR

20 total offspring Independent Sales Directors (12/3/8), (11/3/9) or (10/3/10)
Cadillac Career Car or Cash
4%, 9%, or 13% Personal Team Commission
13% Personal Unit Commission • 10% Unit Volume Commission
9% First Line, 4% Second Line, 2% Third Line Commission
Multiple Bonuses and Yearly Luxury Trip

SALES DIRECTOR

30+ unit Members • Earn profit based on retail sales
9-23% Unit commission • 9-13% Personal Team Commission
One-time \$200-\$500 Bonus when you debut with 2+ active Red Jackets

Eligible for:

Personal Team Building Bonus \$100 or more
Unit Development Bonus of \$400 - \$1,000
Star Consultant Bonus of \$300 or more
Wellness Award Bonus Program of \$800, \$1,300, or \$2,000
Cadillac Bonus, New Independent Sales Director Program Bonus
Independent Senior Sales Director Bonus
Earn the use of a Sales Director Career Car or Cash Compensation option
Quarterly Star Sales Director recognition and year long consistency prizes
Attend Leadership Conference
Qualify for Top Sales Director Trip

DIRECTOR-IN-QUALIFICATION

8+ active personal team members • Earn profit based on retail sales
9% or 13% personal team commission
\$50 Team-building bonus for each qualified personal team member
Eligible to go on-target for Grand Achiever status (Grand Achiever Career Car or Cash Compensation option)
One-time \$200 Bonus when you enter with 1+ active Red Jackets

ELITE TEAM LEADER

8+ active personal team members
Earn profit based on retail sales
9% or 13% personal team commission
\$50 Team-building bonus for each qualified personal team member
Eligible to go on-target for Grand Achiever status (Grand Achiever Career Car or Cash Compensation option)

TEAM LEADER

5 to 7 active personal team members • Earn profit based on retail sales
9% or 13% personal team commission
\$50 Team-building bonus for each qualified personal team member
Eligible to go on-target for Grand Achiever status (Grand Achiever Career Car or Cash Compensation option)

STAR TEAM BUILDER

3 to 4 active personal team members • Earn profit based on retail sales
4%, 6%, or 8% personal team commission
\$50 Team-building bonus for each qualified personal team member

SENIOR CONSULTANT

1 to 2 active personal team members • Earn profit based on retail sales
4% personal team commission
\$50 Team-building bonus for each qualified personal team member

CONSULTANT

Star Consultant, Company & Unit Prizes, Bonus Products
50% Discount on all Section 1 product
50% Profit with each customer purchase



Perfectly Pink



Track Your Path to DIQ

Complete interviews to add new team members! On average, it takes sharing career information at least 5 times to add one new team member. Sometimes it takes less and sometimes it may take a couple more, but on average it is one out of five! As you add a new team member write her name in pencil. When she places her first order and becomes active, write her name in pen or marker!

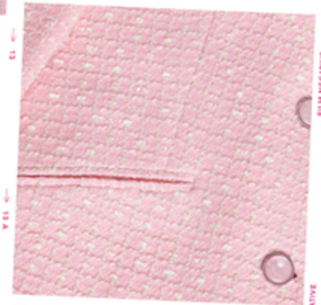
DIQ

Elite Team Leader



Team Member #8

1. _____
2. _____
3. _____
4. _____
5. _____



Team Leader

Team Member #5

1. _____
2. _____
3. _____
4. _____
5. _____

Team Member #6

1. _____
2. _____
3. _____
4. _____
5. _____

Team Member #7

1. _____
2. _____
3. _____
4. _____
5. _____



Senior Consultant



Star Team Builder

Team Member #1

1. _____
2. _____
3. _____
4. _____
5. _____

Team Member #2

1. _____
2. _____
3. _____
4. _____
5. _____

Team Member #3

1. _____
2. _____
3. _____
4. _____
5. _____

Team Member #4

1. _____
2. _____
3. _____
4. _____
5. _____

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



ROME
TOP INDEPENDENT SALES
DIRECTOR TRIP
2027

TOP DIRECTOR TRIP

July 1, 2026 - June 30, 2027

\$800,000+ Rome Italy + Cash Option

\$650,000+ Rome, Italy



Creatively
PINK