

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)	75	
\$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 "I Won a Prize" 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