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 ea.						
Voxer Director w/recap of your day	5 ea.						
Hold a Party (3 guests 18+ yrs)	25 ea.						
Facial/Double Facial (18+ yrs)	15 ea.						
Marketing w/Director Follow-up	20 ea.						
Submit W.A.S. by Sunday	15 ea.						
Weekly Queen of Pers Sales (W.A.S.)	25 ea.						
Court of Pers Sales (W.A.S.) min. $300	15 ea.						
New Faces this Week	5 ea.						
New Team Member	25 ea.						
Grand Week ($1000 retail sales)	100 ea.						
Weekly Totals							

MONTHLY		
Queen of Retail Sales (based on orders to MK)	50	
Court of Retail Sales Top 2-5 (based on orders to MK)	25	
Queen of Personal Sales (Based on WAS)	50	
Court of Personal Sales (based on W.A.S.) Top 2 – 5 Court	25	
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	
Attend Monthly Unit Zoom	100	
Coaching Call with JoAnna	100	
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): _____

Points:

- 0 - 100: Business Builder
- 101+: Take the Amount and divide by 10 = Amount of retail product you earned
- **Ex:** 260 pts = $26 • 375 pts = $37 • 580 pts = $58

Shining Stars Submission Instructions: Please submit by the 5th of each month, for the previous month.

1. Go to www.joannashipe.com, then click Promotions.
2. Open the Scoreboard form and fill it in for the month.
3. Open the I Won a Prize form, fill it in, and submit it to your director for your earned prize level based on your points.

Both the Scoreboard form and the I Won a Prize form must be submitted.
The Scoreboard form will calculate your points for you!