



The very act of saying yes is not just
life-changing, it is lifesaving.

Shonda Rhimes' Year of Yes

YES definition: *exclamation* – used to give a positive answer or response.

The year of YES: Our goal this year is to continue to grow by seizing opportunities to say yes. When we say yes more we will be in contact with more new people and more opportunities to grow our own personal business as well as our teams and unit size.

What does the year of yes look like????

- Yes to meeting more new people through lead generation events and just networking
- Yes to committing to more personal parties. A minimum of 2 parties a week
- Yes to being consistent with the processes we use to attract and qualify and retain more consultants.
- Yes to pushing ourselves to do not only the necessary work, but the “and then some” that will create the momentum to truly grow your business.
- Yes to leading by example • example • example
- Yes to eliminating excuses and drama.
- Yes to doing, not just dreaming.
- Yes to changing the small things that could be holding you back from a BIG victory.
- Yes to being coached ... truly coached ... not just encouraged, but coached

Happiness comes from living as you need to as you want to. Happiness comes from being who you actually are instead of who you think you're supposed to be. *Shonda Rhimes*

The plan is in place; the opportunities are all around us. It is simply up to us to go out and claim our victory. We are in the right season, we have the right skills; we are not just dreamers, but doers. This is our year of YES!

YES: To new company CARS.

YES: To personal accomplishments of \$1,000 retail sales a week.

YES: To pacing MK courts – Sales, Sharing

YES: To owning our own business and not allowing anyone to compromise its growth.

YES: To growing a strong team.

YES: To being financially sound through the marketing plan of Mary Kay.

YES: To WINNING!



2017-2018 CONSULTANT GROWTH & PRIZE PLAN

GROW MOORE - *The Year of Yes!*

CONSULTANT PROGRAMS



Moore Area Promotions:

Moore Area CHAMP Pin

Working full circle is the key to your success. Be a CHAMP every month by completing the required activities, and you'll receive your exclusive Moore Area CHAMP Pin and subsequent charms. Check out the activity requirements on the form online. **Don't forget to complete your CHAMP form by the 5th of the month online at jillmoorensd.com or turn in a paper form to your Director.**



Moore Area Monthly Top 10

See your name in lights on our area website when you are tops! Each month the Top 10 in wholesale and sharing will receive a special prize from Jill and recognition on jillmoorensd.com.



Moore Area Consultant Courts Recognition

Court of Sales

All consultants that retail \$20,000 from July 1, 2017 to June 30, 2018 will be recognized at the Moore Area Awards Dinner. These champions will receive a beautiful prize hand-selected by NSD Jill Moore.

The QUEEN of the Moore Area will receive a gorgeous sash and tiara to recognize her Queen Status. She will also receive a special prize selected by NSD Jill Moore.



Court of Sharing

All Champion Consultants who build 10 or more qualified* new team members between July 1, 2017 and June 30, 2018 will receive recognition at our Moore Area Awards Dinner. They will be awarded a prize selected especially for them by NSD Jill Moore.

The QUEEN will receive a gorgeous sash and tiara as well as a special prize selected by NSD Jill Moore. It's good to be Queen!

*For a new team member to be qualified, her Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders must be received and accepted by the Company during the Seminar contest period.



Red Jacket Shoe Shopping

Within your first 60 days as a consultant, become a Red Jacket by adding 3 active new team members and receive an invitation to a super fun shoe shopping trip with NSD Jill Moore! If at least 2 of the new team members are qualified, you get some cash for shoe shopping!\$ Fun!



"Girlfriends go to Mexico" Trip

A family that plays together, stays together! And this year DIQs (by Sept 1) can join in on the fun! Details TBA



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CONSULTANT PROGRAMS

**NEW
FACES
take you
PLACES**



Mary Kay Promotions:

New Faces Take You Places Wholesale Promotion

July 1, 2017 - June 30, 2018

Work hard, stay on-target for Star Consultant, and earn a beautiful prize from Mary Kay each month you place a \$600+ wholesale order.* For each month during the 2017 - 2018 Seminar year that an Beauty Consultant places a cumulative \$600+* wholesale Section 1 order, she will earn an exclusive designer charm bracelet that features a different power word to focus her business on for that month. *Orders may be cumulative.



New Faces Take You Places Team Building Promotion

For each month during the challenge period (July through December 2017), the Independent Beauty Consultant with the highest number of new personal team members in her unit (minimum of two) will receive a prize.* July's prize is a super cute journal.



Grand Prize Achievers

The five Independent Beauty Consultants in each Seminar affiliation with the highest number of qualified** new personal team members over the six-month challenge period (July 1 – Dec. 31, 2017) will each earn a trip voucher valued at \$5,000.



Mary Kay Courts Recognition

Queens Court of Sales

\$40,000 retail production from July 1, 2017 - June 30, 2018

Not only will you be celebrated on Mary Kay's Seminar Stage, you'll earn a beautiful Cinderella prize that is sure to impress!



Queens Court of Sharing

24 qualified new team members from July 1, 2017 - June 30, 2018

Carrying on Mary Kay's mission and legacy is so important. With a bee pin or ring, you'll shine on the Mary Kay Seminar Stage with pride.

Four Quarter Star Consultants are All-Stars!

Jill's FAVORITE category! The prize at the Moore Area Awards Dinner is always reserved for our 4-quarter stars! These are truly the CHAMPIONS of the Moore Area.

Being a Star Consultant every quarter definitely has it perks! ALL four-quarter Star Consultants who attend Seminar 2018 will receive a fifth prize exclusively for All-Star Star Consultant Consistency Challenge achievers.



Plus, Consultants and Directors who achieve Star Consultant status all four quarters from June 16, 2017, through June 15, 2018, with at least 14,400 or more in total year-end contest credit will be invited to a special luncheon.



Boost your star status! When you achieve Star Consultant status for each quarter of the 2017 – Seminar 2018 year and achieve the New Faces Take You Places Challenge for all 12 months of the 2017 – Seminar 2018 year, you'll earn:

-An additional 2,400 in All-Star contest credits toward your All-Star prize. That's enough to move you to a higher All-Star level!

Car Winners

WOW...What an accomplishment! A true trophy on wheels; and we will be rolling out the RED Carpet for the champions in our Moore Area that make this a reality. You will receive a Car Party, a fabulous prize from NSD Jill Moore, as well as an amazing amount of recognition! You will also be featured on our National Website.





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NEW CONS. PROGRAMS



New Consultant Perks

Starting your own business has so many rewards! These prizes are designed to help you stay on track to big success and to look amazing while you work!

Sign up to become an Independent Beauty Consultant & choose your BONUS:

- FREE Microdermabrasion Set (\$55 value)
- OR
- FREE Satin Hands & Satin Lips (\$52 value)

PLUS when you place an initial order of \$600 wholesale or higher by the end of your agreement month, you also earn the following when you attend your first Success Meeting:

- \$25 REBATE on your starter kit OR
- \$100 in FREE MK products from me!



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NEW DIRECTOR PROGRAMS



New Sales Director Rewards from NSD Jill Moore

Our mission is growth this year in the Moore Area and nothing will be celebrated more than the NEXT GENERATION of leaders! You will be treated like the winner you are, with amazing prizes and recognition. Our goal this year is to develop 10 new sales directors in our area.

New Directors will receive recognition on our area website and in our unit newsletter. They also will be awarded a beautiful Michael Kors watch from Jill when they achieve Sales Director Status by January 1st of 2018. Their Sr. Director will receive a special prize from Jill as well!!!!



New Sales Director Rewards from Mary Kay Class of 2017

Debut as a new Independent Sales Director from Feb. 1, 2017, through Jan. 1, 2018, and receive: Ali Khan class ring, necklace & earrings set, Ralph Lauren handbag, and \$500 when you attend Seminar.



On the Move

Achieve a total of at least \$15,000 in adjusted unit wholesale production, and add three or more qualified* new personal team members by the end of the third month following your debut date. Receive the NEW Stack Ring No. 1 and a \$1,000 bonus.



Fabulous 50s Club

Achieve a total of at least \$30,000 in adjusted unit wholesale production, and build and maintain 50 non-terminated unit members by the end of the sixth month following your debut date. Receive the NEW Stack Ring No. 2, a \$1,000 Bonus and FREE Leadership Registration.



Honors Society

Achieve a total of at least \$60,000 in adjusted unit wholesale production, and build and maintain 50 non-terminated unit members by the end of the 12th month following your debut date. Receive the NEW Stack Ring No. 3, a \$1,000 Bonus and FREE Seminar registration.



Dean's List

Achieve the Honors Society milestone, be one of the top three with the highest adjusted unit wholesale production of your debut class, and maintain at least 50 unit members by the end of the 12th month following your debut date.

Receive a Topaz Ring. Its 13-carat lonzenge-cut London blue topaz is flanked by two 1-carat half-moon-cut sky blue topaz stones and set in a handmade custom mounting with the MK® initials, leaving a lasting impression.



Triple Crown

Achieve On the Move, Fabulous 50s and Honors Society by the end of the 12th month following your debut date.

Receive the NEW Triple Crown Ring. This stunning, unique ring features a 5-carat royal purple amethyst set in 14-karat white gold in a silhouette reminiscent of a crown. Beautiful pavé diamonds are placed strategically around the base and shank of the ring to accentuate the center stone.



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AREA EVENTS-CONS

Red Jacket Retreat

- Details TBA

Star Party to celebrate all 2nd quarter Stars for a Christmas Party at Jill's home

- Tentative date Dec. 16, 2017

Career Conference 2018

- Spring 2018 - Details TBA

Seminar 2018

- Diamond
- Summer 2018 - Details TBA

Consultant Bootcamp

- Sharpen your skills as a consultant and learn the basics of Mary Kay success.
- Stay tuned for date.

Go Director Fast

- Learn how you can move up the career path and join the Moore Area Leadership Team.
- Stay tuned for date.