



2018-2019 CONSULTANT GROWTH & PRIZE PLAN

Happy New Year Team Moore!

RECIPE: Definition: A set of specific instructions and list of ingredients to prepare something.

Our Recipe for Growth is just that! A list of specific instructions and ingredients to make your business cook this year. I love this recipe because it gives every consultant a place to play and to WIN! I am excited to see where you choose to grow. The key ingredient in this Growth Recipe is to showcase our amazing products on new faces. We have seen by the record-breaking sales of our Miracle Set 3-D this shows us that we are right-on with our product line and our company is very aggressively pursuing new opportunities to showcase our opportunity and to make it the best in company history.

My prayer for each of you this year is to find your WHY what will create a burning desire to help you go around, over, and through any obstacle that may be in your way. I am so passionate about how this opportunity can change everything for you and your family. Change your finances and Change where you spend your time; Change who you spend time with and Change how you invest your life into the lives of others. Mary Kay is awarding free cars every month Mary Kay is providing finances that pay for vacations and college educations and much, much more. This is year to fine tune your recipe with these specific ingredients and list of instructions to make this year your year for GROWTH and Harvest!

Our Area has a goal to GROW 100 Star Consultants, Grow 25 new RED Jackets, 15 New Car Drivers, and 10 New Sales Directors! The seeds have been planted and the investment of time and care are underway. It is time for the Harvest! If you see yourself in any of these Winners' Circles, please communicate with me so I can support and encourage you as you achieve your goal.

This is our time and this is our season! LET'S GROW TOGETHER!

A handwritten signature in black ink that reads "Jill".



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GROW MOORE ACHIEVE MOORE

CONSULTANT PROGRAMS



Moore Area Promotions:

Moore National Area Recipe for Growth

Working full circle is the key to your success. Follow this recipe for growth every month by completing the required activities, and you'll receive your exclusive Moore Area Pin and subsequent charms, plus other special perks. Check out the NEW! activity requirements on the form online. **Don't forget to complete your Recipe for Growth 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 Achievers

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, 2018 to June 30, 2019 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, 2018 and June 30, 2019 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 Aug 1) can join in on the fun! First week of Oct. tentative trip date. \$200 deposit due by Aug 15.



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Mary Kay Promotions:

You Hold the Key Wholesale Promotion

July 1, 2018 - June 30, 2019

Each month during the 2018 – 2019 Seminar year that an Independent Beauty Consultant places a cumulative \$600* or more wholesale Section 1 order, the door is opened to a monthly jewelry piece from the exclusive Mary Kay You Hold the Key Jewelry Collection by R.J. Graziano. And that's just the beginning!



Mary Kay Courts Recognition

Queens Court of Sales

\$40,000 retail production from July 1, 2018 - June 30, 2019

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, 2018 - June 30, 2019

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!

Achieve Star Consultant all four quarters from June 16, 2018 - June 15, 2019 and earn a prize from the Kate Spade New York Collection!



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.



Great Start: Ready, Set, Sell!

With Great Start: Ready, Set, Sell!, you can get the most profit in your pocket when you place your first order and start your Mary Kay business strong. You can earn free product bonus bundles each valued at up to \$158. Plus, you can take advantage of team building product bonuses too!



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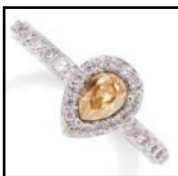
NEW DIRECTOR PROGRAMS

CLASS OF 2018

New Sales Director Rewards from Mary Kay

Class of 2018

Debut as a new Independent Sales Director from Feb. 1, 2018, through Jan. 1, 2019, and receive these gorgeous accessories that coordinate perfectly with your new Director's suit: Nicole Miller Class Ring, Jewelry Set, Handbag, Wallet, and \$100 bonus.



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

Monday Night Rally

Be recognized for all your achievements in the previous month the first Monday of each month! Jill will award consultants prizes and lavish you with the recognition you deserve.

- Monday, August 6th
- Tuesday, September 4th
- Monday, October 1st (*tentative date)
- Monday, November 5
- Monday, December 3

DIQ Huddle

Team Leaders & above join NSD Jill Moore for special training & inspiration via Zoom

- Dates & times TBA

New Consultant Training - Skills. Time. Emotional Management. (STEM)

Tune in twice for Jill's training specifically for new consultants

- 8pm via Zoom, stay tuned for specific details
 - July 30
 - August 13
 - August 27
 - September 10
 - September 24
 - October 8
 - October 29
 - November 12
 - November 26
 - December 17

Consultant Bootcamp

Sharpen your skills as a consultant and learn the basics of Mary Kay success

- Saturday, September 15, 2018 Time TBA
- MK Studio, 1417 E I-30, Ste. 3, Garland 75043

Moore Area Red Jacket Retreat

- Lone Star Lakehouse on November 2-3, 2018 for all Red Jackets and above

Star Party

- September 22, 2018 - Pool Party at Jill's new pool for all 1st quarter Stars (4-6pm)
- December 15, 2018 - Christmas Party for all 2nd quarter Stars at Jill's home

Career Conference 2019

- March 22 & 23 (Moore Area week in Ft. Worth) or
- March 29 & 30 or
- March 31-April 1

Seminar 2019

- Diamond
- Summer 2019 - Details TBA