

Income Projection for the month of:

My Unit Production Goal is:

My Income Goal is:



Avenue 1

Unit Wholesale

\$5,000+ = 13% (*9% changing)

_____ X 13% =

Unit Wholesale

Avenue 1 Commission Earned

Avenue 2

Unit Volume Bonus

\$5000-5999 = \$500

\$6000—6999 = \$600

Keep going adding \$100 per \$1000

Avenue 2 Commission Earned

Avenue 3

Personal Team Commission

4%, 9%, or 13%

4% for 1-4 active; 9% for 5+ active

13% for 5 + placing \$225 ws or more and a personal of \$600 ws or more

_____ X _____ % =

Personal Team WS

Avenue 3 Commission Earned

Avenue 4

Personal Team Building

\$100 bonus for each new personal qualified unit member in the same or following month she joins

Avenue 4 Commission Earned

Avenue 5

Star Consultant Bonus

# of Stars	Bonus
5-9	\$300
10-14	\$400
15+	\$500

Avenue 5 Commission Earned

Avenue 6

Car or Cash

Car	Bonus
Grand Achiever	\$375
Premiere Club	\$500
Pink Cadillac	\$900

Additional benefit of insurance to be added.

Avenue 6 Commission Earned

Avenue 7

Unit Development Bonus

Qualified New Unit Members

\$300 bonus for 3 or 4 qualified or

\$500 bonus for 5+ qualified in one month

(order placed in same or following month of joining.)

1 _____

2 _____

\$300 _____

4 _____

\$500 _____

Avenue 7 Commission Earned

Avenue 8

Personal Product Sales

Figured at 40%

Week 1 Sales: \$ _____

Week 2 Sales: \$ _____

Week 3 Sales: \$ _____

Week 4 Sales: \$ _____

Week 5 Sales: \$ _____

\$ _____ X 40% =

Sales minus sales tax

Avenue 8 Commission Earned

Avenue 9

Annual Bonus Opportunities

_____ Wellness Bonus paid in January

Based on Calendar Year Circle your bonus

Total Annual W/S Production	Bonus
\$60,000—\$124,999	\$800
\$125,000—\$186,999	\$1,300
\$187,000 and above	\$2,000

_____ \$1,000 bonus when do a unit club higher than the year before

_____ \$1,000 bonus when you earn the use of a Pink Cadillac

Avenue 9 Commission Earned

Income Projection for the month of:

My Unit Production Goal is:

My Income Goal is:



Avenue 10

New Director Bonus Plan

The following is part of the Track to Run on program for brand new directors.

Achievement	# of months from Director's Debut	Amount of bonus paid
On the Move	3rd month	\$1000
Fabulous 50's	6th month	\$1000
Honor Society	12th month	\$1000

Additional Money Saving Perks

Free Leadership Conference
Registration Fabulous 50 (\$145 value)

Free Seminar Registration with
Honor Society (\$185 value)

Avenue 11

Senior Director Bonus

The following is part of the Track to Run on program for a director who off springs a new director. The bonus for each is paid to the

senior director when the new offspring achieves each program. She wins you win.

Achievement	# of months from Director's Debut	Amount of bonus paid
On the Move	3rd month	\$500
Fabulous 50's	6th month	\$50
Honor Society	12th month	\$500

**** multiple off spring directors does equal multiple bonus potential**

Avenue 12

Offspring Director's Commission

Personal Unit Monthly W/S Production	# of Offspring Units	% Paid
Tier 1 \$4,000 to \$11,999	One to Three	4.0%
	Four to Six	4.5%
	Seven or more	5.0%
Tier 2 \$12,000 or more	One to Three	5.0%
	Four to Six	5.5%
	Seven or more	6.0%

Director 1 production: \$ _____

Director 2 production: \$ _____

Director 3 production: \$ _____

Director 4 production: \$ _____

Director 5 production: \$ _____

Director 6 production: \$ _____

Director 7 production: \$ _____

Director 8 production: \$ _____

Director 9 production: \$ _____

If you have filled in all 9 you need to check out the NSD commission schedule

Total _____ X _____ % =

Avenue 10 Commission Earned

Avenue 11 Commission Earned

Avenue 12 Commission Earned

Avenue 1	\$
Avenue 2	\$
Avenue 3	\$
Avenue 4	\$
Avenue 5	\$
Avenue 6	\$
Avenue 7	\$
Avenue 8	\$
Avenue 9	\$
Avenue 10	\$
Avenue 11	\$
Avenue 12	\$
____ of 12 Avenues Earned	\$



I earned \$ _____ this month.

“Mary Kay, Inc.’s third component in the company’s strategic plan is building and maintaining financial strength.”
from the book, **It’s more than a Pink Cadillac**

**Notes to why this month worked or did not work.
Save and file for future comparisons.**
