

MARY KAY® The Queen's Path

Description: This path is for the consultant who has a TOTAL PASSION for the Queen's Court of Sales. Obviously, consultants on other Paths can also reach the Queens Court of Sales!!! The Queen's Court of Sales may be a consultant's goal without necessarily being her actual Path. (ONLY ONE MAIN PATH PER CONSULTANT....ALL PATHS MUST BE CRYSTAL CLEAR) [Please note: anyone desiring to be in the Queen's Court of Sharing \(Recruiting\)](#) obviously is going to desire a path to [Move Up](#) thus involving one of the [other](#) Paths. The Recruiting Court is an EXCELLENT added [goal](#) for anyone who really wants to move up the career path but in most cases is not likely their actual MOVE UP PATH!!! See the Home page of our website for a tracking sheet for the Court of Sharing. However, the consultant who wants to totally be on the Queen's Path is saying that THIS IS HER MAIN PATH. Her path to the Queen's Court of Sales is Crystal Clear!!! Her sales are more important than anything else right now. She understands that if she chooses to work FULL CIRCLE, she too can move up the career path as well if she so desires! However, her main focus is to be in the QUEEN'S COURT OF SALES and this is her ultimate PATH!!!

Name: _____

_____ I am totally committed to selling \$3000 or more a month and placing a minimum \$1500 wholesale order into the company each month.

_____ I am totally committed to calling my customers daily and SELLING the products!

_____ I am committed to booking however many appointments necessary (minus reorders) to meet my weekly sales goal of \$750. (i.e., if you have zero reorders, 3 classes of \$250 are necessary for the week!) If you have a large customer base, set a reorder goal and new sales goals each week. Reorders are maintaining your business. New customers are GROWING your business!

_____ I am committed to coaching every appointment I book to make them as productive as possible.

_____ I am committed to \$36,000 in retail sales for the year! This is \$18,000 in wholesale orders into the company!

I, _____, am totally committed to the Queen's Path for the month of _____, 20___. I will attend my success meetings and communicate with my Director. I am committed to being a consistent Emerald or Pearl Star Consultant. I will fill myself with motivational material by listening to "positive" tapes, cds and reading "positive" books. I will recite my affirmations daily and visualize myself on Mary Kay's National Stage in the Queen's Court of Sales!

Consultant's Signature: _____