

“Heels and Wheels” DIQ/Car Tracker

Become a “Director in Qualification”

____ I am an active beauty consultant.

____ I was a Star Consultant last quarter or have finished \$1800 wholesale in the current quarter.

____ I have at least 10 active team members. Write team members here and circle active team members.

| | |
|---|----|
| 1 | 7 |
| 2 | 8 |
| 3 | 9 |
| 4 | 10 |
| 5 | 11 |
| 6 | 12 |

MONTH TWO:

| | |
|---|----|
| 1 | 7 |
| 2 | 8 |
| 3 | 9 |
| 4 | 10 |
| 5 | 11 |
| 6 | 12 |

Month #2 DIQ production (minimum \$4,000): _____

Cumulative production (\$18,000 to finish): _____

Personal wholesale (you may contribute up to \$4,000 toward your total wholesale during qualification) _____ Total: _____

Total active (24 to finish including you): ____

Total qualified (10 of 24 to finish. You do not count as one of the 10): _____

FINAL MONTH:

| | |
|---|----|
| 1 | 7 |
| 2 | 8 |
| 3 | 9 |
| 4 | 10 |
| 5 | 11 |
| 6 | 12 |

Month #4 DIQ production (minimum \$4,000): _____

Cumulative production (\$18,000 to finish): _____

Personal wholesale (you must contribute at least \$1,800 and may contribute up to \$4,000 toward your total wholesale during qualification) _____ Total: _____

Total active (24 to finish): ____

Total qualified (10 of 24 to finish): _____

MONTH ONE: Submit your DIQ request online, then build your unit over the next 1-4 months with \$18,000 wholesale total, ending with 24 active unit members. Circle your active team members. Plus, 10 of the 24 must have \$600 cumulative wholesale during your qualification time. Highlight your qualified team members. Write your name first, because YOU count along with all your recruits' recruits.

| | |
|---|----|
| 1 | 7 |
| 2 | 8 |
| 3 | 9 |
| 4 | 10 |
| 5 | 11 |
| 6 | 12 |

Month #1 DIQ production (minimum \$4,000): _____

Cumulative production (\$18,000 to finish): _____

Personal wholesale (you must contribute at least \$1,800 and may contribute up to \$4,000 toward your total wholesale during qualification) _____

Total active (24 to finish): ____

Total qualified (10 of 24 to finish): _____

MONTH THREE:

| | |
|---|----|
| 1 | 7 |
| 2 | 8 |
| 3 | 9 |
| 4 | 10 |
| 5 | 11 |
| 6 | 12 |

Month #3 DIQ production (minimum \$4,000): _____

Cumulative production (\$18,000 to finish): _____

Personal wholesale (you must contribute at least \$1,800 and may contribute up to \$4,000 toward your total wholesale during qualification) _____ Total: _____

Total active (24 to finish): ____

Total qualified (10 of 24 to finish): _____





STEP ONE: Earn your Chevy Cruz at the same time you qualify as a Sales Director, or independently. Become "On-target" with at least five active team members. Write your team members and circle active members:

- | | |
|----|---|
| 1. | 2 |
| 3 | 4 |
| 5 | 6 |

Month #1 car production (minimum \$5,000):

Cumulative production (\$23,000 to finish): _____

Personal wholesale (\$5000 max during qual): _____

Total active (16 to finish): _____

STEP TWO: Now, keep holding parties and finish the requirements in the next 1-3 months with a total of \$20,000 and 14 active.

Month #2

- | | |
|----|---|
| 1. | 2 |
| 3 | 4 |
| 5 | 6 |

Month #2 car production (minimum \$5,000):

Cumulative production (\$23,000 to finish): _____

Personal wholesale (\$5000 max during qual): _____

Total active (16 to finish): _____

Month #3

- | | |
|----|---|
| 1. | 2 |
| 3 | 4 |
| 5 | 6 |

Month #3 car production (minimum \$5,000):

Cumulative production (\$23,000 to finish): _____

Personal wholesale (\$5000 max during qual): _____

Total active (16 to finish): _____

Month #4

- | | |
|----|---|
| 1. | 2 |
| 3 | 4 |
| 5 | 6 |

Month #4 car production (minimum \$5,000):

Cumulative production (\$23,000 to finish): _____

Personal wholesale (\$5000 max during qual): _____

Total active (16 to finish): _____

What is "active" and "qualified"?

For qualifications, a beauty consultant is "active" during the month she places a \$225 wholesale order and the two following months. For example, if your team member places her \$225 wholesale order in July, she is active for July, August and September, regardless of the day that the order was placed. For qualifications, "qualified" consultants place a cumulative \$600 wholesale during the qualification timeframe (not necessarily in one order). If you have questions, call your sales director or the Mary Kay DIQ or Career Car services.