

WELCOME

to The W.O.W. (Women of Worth) Unit!



SEMINAR 2024

About Us

Our Unit Debuted in the summer of 2010. We live according to the bible chapter: Proverbs 31! We are worthy and blessed !



I'M SO GLAD YOU'RE HERE!

This business is so much more than skincare and makeup! We're a sisterhood ready to cheer each other on and celebrate each other's wins. I can't wait to walk beside you on this new journey.



MEET YOUR DIRECTOR!



About Me:

- 29 years in MK
- 17 career cars - 1 Pink Cadillac!
- Started MK as a 45 - year-old mom of 3!
Joined because Holy Spirit spoke to me at the party I attended and stayed for the unlimited income & incredible friendships!
- Love Steak & Shrimp

HI, I'M DEBRA!

My goal is to help every woman feel important and valued. I love the community that we've built within our Pink family. My favorite thing about Mary Kay is the flexibility to keep my family & faith a priority-I love that get to create a life around my career!

FAVORITE PRODUCTS:
Who can choose?



I can't wait to help you succeed!



LET'S GET CONNECTED!



Debra's Info



(361) 550-4141



voxer.com/dwalla4356



facebook.com/ldebraturnerwallace



instagram.com/Beauty_by_MK



WEEKLY ZOOM MEETING

Our Weekly success meetings are the place to be!! Join us every Monday night at 7:00cst/8:00est for recognition, tips, tricks, and all-around fun girl time!

Meeting ID: 883 3870 8837

Password: Vision

UNIT FB GROUP

Our Unit FB group will keep you informed on all the fun things happening within our Unit, remind you of important company announcements, and keep our Pink family united as we celebrate each other's success! Get inside and turn your notifications ON! Psstt..you just may find a welcome post waiting for you ;)

[www.facebook.com/groups/WOWFactor\(WomenofWorth\)](https://www.facebook.com/groups/WOWFactor(WomenofWorth))



Seminar Affiliation:

Saphire



UNIT Number:

OZ5851



NSD:

National Go Give



WAYS TO EARN!

Seminar 2026

MONTHLY PRIZES:



UNIT MONTHLY CHALLENGES

Earn prizes throughout the month as you reach milestones!

POWER UP & GROW

Grow your sales and earn exclusive rewards when you take part in the Power UP & Grow Selling Challenge! Pursue consistency in your sales and expand your business!

POWER UP &
GROW



QUARTERLY PRIZES:



STAR CONSULTANT

Choose from exciting prizes when you order \$1,800+ ws every quarter! Claim a prize at the end of the quarter or roll over your credits and let them accumulate as you work toward your top prize goal!

Sapphire: \$1,800
Ruby: \$2,400
Diamond: \$3,000
Emerald: \$3,600
Pearl: \$4,800-\$9,600+

YEARLY PRIZES:

SEMINAR PRIZES

From stylish bling for sharing the opportunity and supporting outstanding sales, to bonus prize credits for consistently taking care of your customers as a star consultant, to incredible Director trips around the world, Mary Kay knows how to spoil us with yearly rewards!



**These prizes are only a glimpse at what Mary Kay has to offer!
ask me about cash bonuses, unit-specific prizes, and more!**



MARY KAY

Compensation Plan

INDEPENDENT BEAUTY CONSULTANT

CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.

INDEPENDENT SENIOR BEAUTY CONSULTANT

(1 OR 2 ACTIVE+ PERSONAL TEAM MEMBERS) CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 4% personal team commission.

STAR TEAM BUILDER

(3 OR 4 ACTIVE+ PERSONAL TEAM MEMBERS) CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 4%, 6% or 8% personal team commission.
- Eligibility to purchase and wear a red jacket – 50% off first-time purchase.

TEAM LEADER

(5-7 ACTIVE+ PERSONAL TEAM MEMBERS)

CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 9% or 13% personal team commission.

ELITE TEAM LEADER

(8 OR MORE ACTIVE+ PERSONAL TEAM MEMBERS) CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 9% or 13% personal team commission.

INDEPENDENT SALES DIRECTOR

CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 4%, 9% or 13% personal team commission.
- Unit commission of 9%, 13% or 23%.

INDEPENDENT SENIOR SALES DIRECTOR

CAN EARN:

- All of the compensation opportunities of an Independent Sales Director, plus:
 - First-Line Offspring Commission of 5%.
 - First-Line Offspring Sales Director Bonus.

INDEPENDENT FUTURE EXECUTIVE SENIOR SALES DIRECTOR

CAN EARN:

- All of the compensation opportunities of an Independent Sales Director, plus:
 - First-Line Offspring Commission of 6%.
 - First-Line Offspring Sales Director Bonus.

INDEPENDENT EXECUTIVE SENIOR SALES DIRECTOR

CAN EARN:

- All of the compensation opportunities of an Independent Sales Director, plus:
 - First-Line Offspring Commission of 7%.
 - First-Line Offspring Sales Director Bonus.
 - Second-Line Offspring Commission of 1%.

INDEPENDENT ELITE EXECUTIVE SENIOR SALES DIRECTOR

CAN EARN:

- All of the compensation opportunities of an Independent Sales Director, plus:
 - First-Line Offspring Commission of 7%.
 - First-Line Offspring Sales Director Bonus.
 - Second-Line Offspring Commission of 2%.

INDEPENDENT NATIONAL SALES DIRECTOR THROUGH ELITE EXECUTIVE NATIONAL SALES DIRECTOR

CAN EARN:

- 50% profit potential on personal retail product sales.
- Earned Discount Privilege.
- 4%, 9% or 13% personal team commission.
- 13% Sales Director personal unit commission and 10% NSD personal unit volume commission.
- 9% offspring commission on first-line, 4% on second-line and 2% on third-line.
- 2% top 10 fourth-line and beyond commission for all NSDs.
- 2% fourth-line offspring commission for Elite NSDs only.
- Opportunity to develop leaders in designated international markets.

CAREER CAR PROGRAM



CHEVY TRAX



CHEVY EQUINOX



CADILLAC XT5



CADILLAC ESCALADE



CONTACT LIST

Name	Phone/Email
1 _____	_____
2 _____	_____
3 _____	_____
4 _____	_____
5 _____	_____
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49 _____	_____
50 _____	_____



MANAGING YOUR TIME

My Week Includes:

Green:
Coaching
(Hostess,
Guests)

B -Booking
A -Affirmation
T -Training
H -Hotline
E -Exercise
D -Devotional

[illegible]

MONTHLY GOALS

The WOW Factor Unit

NAME: _____ MONTH: _____

I'M SAVING FOR:

I NEED TO PROFIT:

\$

RETAIL GOAL:

\$

PROJECTED BREAKDOWN:

100% Retail: _____

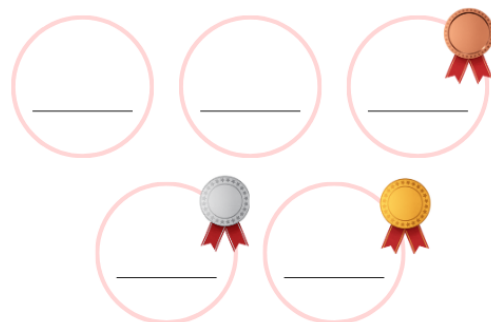
50% Wholesale: _____

10% Section 2/supplies: _____

40% Profit: _____



NEW TEAM MEMBERS:



MY "WHY"

Track your Star

For each \$200 w/s you order, color in a Star & track your progress.
Once you are a Sapphire Star, every new qualified team member you add in the quarter boosts you to the next star level!

Q1 June 16-Sept 15

Q2 Sept 16-Dec 15

Q3 Dec 16-Mar 15

Q4 Mar 16-June 15



Save, carryover and accumulate credits from quarter to quarter! Redeem credits for multiple prizes at once or save for bigger, more valuable prizes! Redeem any time and use every last credit earned. No credits are lost.



MONTHLY TRACKING

The WOW Factor Unit

Daily Bathed

Faces Take Your Places

B 1 NEW BOOKING (virtual or in person)
OR 5 BOOKING ATTEMPTS

A AFFIRMATIONS
(Say out loud!)

T TRAINING - MILLION \$ MESSAGE
OR UNIT ZOOM

H Hotline - Call the Million \$ Hotline!
641-715-3900 ACCESS CODE 44336#

E Exercise - Take care of yourself!

D Devotional

1. B A T H E D
2. B A T H E D
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4. B A T H E D
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31. B A T H E D

Name	Phone #	# of Referrals	\$ Sold	SCC	Rebook Date	Appt. Date	2 Day FU	2 wk FU	2 Mo FU	Added to PCP	Int. in Joining	# Items Sold
1.												
2.												
3.												
4.												
5.												
6.												
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31.												

U = Ultimate Set, M = Miracle Set, S = Basic Set, R = Repair, B = Botanicals, C = Clearproof, K = Mens Set



THE WOW FACTOR UNIT

Party & Pass It On

	Hostess	Party Sales		Hostess	Party Sales
1.			6.		
2.			7.		
3.			8.		
4.			9.		
5.			10.		

Sharing the Opportunity & Pass It On

Use this chart below to track the ways you layer your customer with service and team building information.

S = on skin care H = hostess P = given recruiting packet V = watched opportunity video & did survey
G = guest to event Y = yes N = no M = maybe J = joined

	Name	Phone #	Email	Circle all that apply	Notes
1.				SHPVGYNMJ	
2.				SHPVGYNMJ	
3.				SHPVGYNMJ	
4.				SHPVGYNMJ	
5.				SHPVGYNMJ	
6.				SHPVGYNMJ	
7.				SHPVGYNMJ	
8.				SHPVGYNMJ	
9.				SHPVGYNMJ	
10.				SHPVGYNMJ	
11.				SHPVGYNMJ	
12.				SHPVGYNMJ	
13.				SHPVGYNMJ	
14.				SHPVGYNMJ	
15.				SHPVGYNMJ	

Monthly Totals

# New SCC	_____
# Faces	_____
Face Avg \$	_____
Party Average \$	_____
Total \$	_____
# Items Old	_____
# \$100 Days	_____
# Guests to Events	_____
# of New Names	_____
# Shares	_____
# New TM's	_____
Wholesale Order \$	_____
Amt Towards Star	_____
Amt to Finish Star	_____

Stretch Club

- ☐ 15 Faces in a month
- ☐ 30 Faces in a month
- ☐ 3 + Team Members
- ☐ 10 Full Circle Shares

Benchmarks

- ☐ \$700 Company Prize
- ☐ \$1,200 Wholesale
- ☐ 1 Team Member

POWER PLUS = 30 FACES, 6 CAREER CHATS, AND 1 NEW TEAM MEMBER

Earn your Company Prize
with \$1,400 in sales!

	\$100	\$200	\$300	\$400	\$500	\$600
\$700	\$800	\$900	\$1,000	\$1,100	\$1,200	\$1,300
						\$1,400



NEW CONSULTANT

checklist



It's time to jump into your business! Get ready for the ride of your life. Whether you're in it for the girl friends, a career car, or some extra cash in your pocket, you're in the right place! Here are some great steps to get you on the right track:



Send a Headshot to Debra!

Get cute, girlfriend! Choose a favorite picture that you'd like me to use for recognition and text or Voxer to Debra (361)550-4141



Add the Great Start App to your phone and start learning



Schedule your Orientation

Let's chat! I'm ready to hear about your goals for the future and talk to you about your fun Great Start bonuses!



Login to InTouch

Check your email for a message from Mary Kay! Head to www.marykaintouch.com and create an account with your consultant ID.



Set up a separate (non business) account for your MK funds



Set up Propay

This is where you do credit card processing! Go to InTouch > Ordering > ProPay



Setup Your Personal Website

Nothing says 'ready for business' like your personal MK website! Go to InTouch > Business Tools > Personal Website Manager



Create Your Contact List

Who do you know with skin? Write out as many names as you can think of! Use the sheet of paper in this packet.



Schedule Your Launch Party

Let's get a date on the calendar for your launch party!



Have 5 Career Chats with me

Everything is better with friends! Ask them to help you with your training by having a Career Chat with you and me. I do a fun Q & A with them and share the reasons women love being part of Mary Kay.



Place your Order

The big day is here! Remember the list we made in your orientation? Head to InTouch to place your order and bring a smile to your customers' faces!



Checklist Challenge

Complete your checklist with **30 days** and earn your Essential Brush Collection from Debra!

