

100 New Faces in 100 Days Challenge

Mary Kay National Area

Here's How to Achieve the Challenge:

During the challenge time frame of March 23 – June 30, 2019, share *Mary Kay*® products with 100 new faces. Sound daunting? Well, when faced with big challenges, Mary Kay Ash always said, "How do you eat an elephant? One bite at a time!" The following chart can help you break this challenge down into bite-sized pieces!

- March 23–31:10 Faces
- April: 30 Faces
- May: 30 Faces
- June: 30 Faces
- _____
- Total: 100 Faces!

In the Tools tab, you'll find a [printable tracking sheet](#) that can help you stay organized and track your progress. When your sheet is complete, send an email to your Sales Force Development Program Manager at the appropriate email address letting them know you have completed the challenge:

Emerald: emeraldMKnationalarea@mkcorp.com

You may also want to let your Sales Director know about your success! Since we have complete faith and trust in you, our Mary Kay National Area, this is an honor system challenge. No exceptions will be made.

Here's Why You Want to Achieve the Challenge:

Every new face you meet gives you the opportunity to share the *Mary Kay*® products women love so much. And with 100 new faces, that can really add to your bottom line! But even more importantly, each of those 100 new faces represents an opportunity to build your team or team of teams, which could mean enriching lives, especially your own! You could walk across the Seminar stage because of this challenge. You could be on your way to earning the use of a Mary Kay Career Car because of this challenge. And you could be enjoying a Bahamas cruise for two, because achieving the *100 New Faces in 100 Days Challenge* could lead to you being a *Destination Red* qualifier! And you KNOW we want to fill that cruise ship with the Mary Kay National Area!

You will also receive a beautiful *100 New Faces in 100 Days* Certificate of Achievement from your Sales Force Development Team to honor and celebrate your success.

Did You Know?

Mary Kay Ash actually challenged herself to do to a 20/20 – holding 20 classes and 20 team-building conversations in one month – all while keeping up with the daily tasks of running her dream Company. And it went on for several months! Did she succeed? You know she did. And so can you!

"Never give up, because you never know if the next try is going to be the one that works. Many times you will be surrounded by adversity, but no matter what, don't give up. Success is just around the corner for the person who refuses to quit. I remember how much courage it takes to ask that 10th person to become a Consultant or book a class when the first nine said no. If that 10th person says yes, you can't wait to make that next call to talk to somebody else! That's how success inspires you."

– Mary Kay Ash