

Mt. Movers! You are INCREDIBLE!!!

**To think that we have *just begun* (Oct. '02)you continue to
BLOW MY MIND!!**

**We've had a tremendous year and with the momentum & the
charisma that I see happening with you guys, there's *no reason* we
can't ***break some more records*** and return to Seminar
2005 and BLOW the socks off with the**

FABULOUS FIVE Burnett Directors!

**Be a part of our winning team! They will all be talking about YOU &
asking what's in the water!!
Just tell them a lot of love, a lot of excitement, and a lot of
determination.**

I'm looking for our next Director. Will it be YOU?

**DIQ IN 2005 STEP UP AND JOIN THE
BURNETT MOMENTUM!!**

Arlene Lenarz's 21 weeks plan to Directorship

Could you get excited about becoming a Sales
Director in 21 weeks? Would you like to be a Sales
Director in 21 weeks? Well O.K. here is the game
plan straight from NSD Arlene Lenarz! It is simple!

***21 weeks from now if you do the following you
will be a New Sales Director driving free!***

Plan A

Hold 3 Classes/wk = 63 total

Hold 2 Interviews/class = 126 interviews

1 out 4 recruit = 31 New Recruits

Plan B

21 weeks from now if you do the following you will have a free car and almost be finished with DIQ!

Hold 2 Classes/wk = 42 total

Hold 2 Interviews/class = 84 interviews

1 out 4 recruit = 21 New Recruits

Plan C

21 weeks if you do the following you will be an On-Target Car Driver and 1st month of DIQ!

Hold 1 Class = 21 total

Hold 2 interviews/class = 42 interviews

1 out 4 recruits = 10.5 New Recruits

If you only added 3 more classes during this 21 weeks for Plan C you would be On-Target for the free car and 1st month DIQ!

**Remember, you are just 16 classes away from
DIQ!**

**Take this Gift Mary Kay has given you and be
committed to reach the goals you have set for
yourself.**

**Imagine what will it feel like when you go to pick
up your New Car?**

**What will your family be saying and feeling about
your accomplishment?**

**What would it do for your family to have the
additional income and a New Car?**

**In order to have your victory you've gotta believe!
Visualize yourself across the finish Line.**