

Time	Career Status	Class Descriptions
3:30 - 5 p.m.	<p>Star Team Builders Team Leaders</p> <p>FSDs DIQs</p>	<p>Operation Ignite: A Strategy Session for Wall to Wall Leaders</p> <p>Have you ever asked yourself the following question: Are you a committee chairman or commando leader? Regardless of the level of difficulty or opposition, which do you think really accomplishes the mission? Whether you're leading a small team or a large unit, there are some essential leadership skills to igniting your Mary Kay business.</p> <p>The session is designed to help you refine your essential leadership competencies, crystalize your mission and intensify your desire to implement the plan like never before!</p>
	<p>ISDs</p>	<p>Sales Director Workshop: Building Unit Strength Focused on Sales</p> <p>Have you stopped lately to evaluate all your avenues of selling? If not, you could be missing out on powerful tools to help you continue to maintain and build your unit's strength.</p> <p>You won't want to miss out on learning why and how the best sellers in Mary Kay use their marketing skills and digital tools to connect with customers. Plus, find out simple systems to increase your sales that you can delegate to free up time to focus on your main priorities!</p>
8 p.m.	<p>All</p>	<p>NSD Forum</p> <p>The NSD Forum is a special time for Independent National Sales Directors to participate in an inspirational, power-packed panel discussion for YOU! Panelists will respond to the "most asked questions" shared by Independent Beauty Consultants during the Power Class live chats during the past year. Enjoy as they share their best practices, insights and experiences!</p>

Time	Career Status	Class Descriptions
<p>10:15 – 11 a.m.</p> <p>(45 minutes each)</p>	<p><i>IBCs to Senior IBCs</i></p>	<p>Mary Kay Sales Academy 101: First Things First</p> <p><i>Mary Kay said, "The more I thought about how embarrassed I was about trying on makeup at stores, the more I thought it would be wonderful for a skin care person to come to my house and, in the privacy of my home, show me what would be the best look for my face." If you haven't held your BEST party yet, it's time to sharpen your skills to create the most enjoyable and profitable parties ever!</i></p> <p><i>Watch a snippet of the brand-new Skin Care Class DVD and learn how you can improve this lifeline to your Mary Kay business!</i></p>
	<p><i>Star Team Builders to Team Leaders</i></p>	<p>Mary Kay Sales Academy 201: If I Can Do It, You Can Do It Too.</p> <p><i>Congratulations! You're moving up and are now ready to tackle the tough stuff! Be ready to take notes as your teacher shares the various ways to get bookings, the importance of being willing to put in the extra effort, getting referrals, sharing the opportunity and more!</i></p> <p><i>Brace yourself for an inspirational class designed to help you handle what can be some of the more challenging elements of the business!</i></p>
	<p><i>FSDs to DIQs</i></p>	<p>Special Symposium: Living the Law of Attraction</p> <p><i>Mary Kay said it years ago, "What you think about, you bring about!" Other experts have asserted, "It's as though every time we think a thought, every time we speak a word, the universe is listening and responding to us." This class is designed to discuss the skills and mindset to help you finish strong, raise your expectations and eliminate limiting beliefs.</i></p>
	<p><i>New ISDs</i></p>	<p>Mary Kay Leadership Academy 101: Building a Strong Foundation</p> <p><i>If you debuted between March 1, 2013, and March 1, 2014, you're invited to attend a power-packed Mary Kay leadership class! Your class will focus on business basics, time management and simple systems. With this information, you should have a basic understanding of what to focus on as a new ISD to keep you right on track for success!</i></p>

	<i>ISDs through EESDs</i>	<p>Mary Kay Leadership Academy 201: Building Wall to Wall Leaders</p> <p><i>As you lay the foundation for your future by building wall to wall leaders this year, you may have questions about how to sustain your momentum. Get the tools to help you stay motivated and expand on your strategy to build new offspring ISDs.</i></p>
1:15 – 2 p.m. (45 minutes each)	<i>IBCs to Senior IBCs</i>	<p>Mary Kay Sales Academy 102: Marketing Your Business</p> <p><i>After an exciting and informative message from a Mary Kay corporate executive, learn more ways you can build your business. Learn as a Mary Kay ISD gives you the inside scoop on marketing yourself and your Mary Kay business!</i></p> <p><i>You reviewed the skin care party, now sharpen your marketing skills as you increase your customer base, your color confidence, sharpen your closing skills and more!</i></p>
	<i>Star Team Builders to Team Leaders</i>	<p>Mary Kay Sales Academy 202: Earn More Right Away</p> <p><i>Let's talk about other ways you can earn right away! Wherever you are in your life, there are tried-and-true methods to help put you on the track to success. Your potential is only limited by you! This class will review how you can expand on the basic party, hold theme parties, hold selling appointments with one or two people, upselling, selling on the go and more! Whatever your situation, you can do this! Starved for time, more month than money? This class is designed to teach formulas for success.</i></p>
	<i>FSDs to DIQs</i>	<p>Executive Roundtable Discussion: Your Top Questions</p> <p><i>We did it! After surveying FSDs and DIQs, we compiled a list of frequently asked questions! Come ready to grow, laugh and learn as you glean what YOU wanted to know!</i></p>
	<i>New ISDs</i>	<p>Mary Kay Leadership Academy 201: Identify Rising Leaders!</p> <p><i>Now that you have debuted as an ISD, you are without a doubt looking for the next rising leaders within your unit. Learn how to identify and partner with those who are ready right now to follow in your footsteps to a position of leadership.</i></p>

ISDs through EESDs

Mary Kay Leadership Academy 202: Coaching Rising Leaders!

Learn how the pros coach to build confidence and provide clarity and vision to rising leaders! Discover the questions you can ask that could lead to commitment, action and developing new offspring ISDs.