

# West Coast Summit 2016

Menina Givens, Angelique Talbert and Caterina Harris Earl

MAC Productions



Special Guest Speakers

# Star is Born



**Nora Shariff**  
Sr. National Sales Director

**Kathy Oliviera**  
National Sales Director

**JoAnne Barnes**  
National Sales Director

**\$50**  
Guarantee Your Spot Now by 12/31!  
Will sell out and this will ensure you get in when paid by deadline.

## February 27-28, 2016

### REGISTRATION DEADLINES

**Earlybird Registration - DEADLINE January 10, 2016**  
Consultants \$130 & Directors \$150

**General Registration January 11 - February 16, 2016**  
Consultants \$150 & Directors: \$170

**Late Registration After February 17, 2016 (Space Permitting)**  
Consultants \$170 & Directors: \$190

**ABSOLUTE LAST DAY TO REGISTER: FEBRUARY 24, 2016**

**This event will SELL OUT!**  
**Register early to guarantee your Spot!**

*Check out Website for Payment Plans!*

**Book your rooms by January 21st.**  
**Ask for the Mary Kay Room Block**  
*(no holding multiple rooms under the same name)*  
**Rate: King or Double \$95**

PLEASE NOTE ALL ROOMMATES WILL BE REQUIRED TO CHECK IN AND CHECK OUT TOGETHER OR THE ROOM FEE WILL BE PLACED ON ONE PERSON'S CREDIT CARD. TO BREAK UP THE ROOM RATE YOU WILL NEED TO CHECK IN ALL TOGETHER

**No Refunds!! • Transfers Okay!!!**

### Beautiful Location

Wyndam Visalia  
9000 W Airport Dr, Visalia, CA 93277  
(559) 651-5000

### RETREAT DETAILS

<b>Friday</b>	Director's Meeting 3 PM - 6 PM
<b>Saturday</b>	General Session Noon - 4 PM & 6 PM - 11 PM
<b>Sunday</b>	8 AM - 2 PM
<b>Meals</b>	Include Saturday Dinner & Sunday Breakfast <i>(Optional Friday Lunch for Director's Meeting is Available) (Optional Saturday Lunch is Available)</i>
<b>Husbands</b>	Husband's register for \$75

### Director's

Visit Website to be added to Director Mailing List and Voxer Group  
Please note: Director registration includes Director Shirt and Director's Meeting

**f Like Us on Facebook & Twitter**   
**West Coast Summit**

**Don't Delay Register TODAY at [www.westcoastsummit.net](http://www.westcoastsummit.net)**



## AGENDA

### Friday, February 26, 2016

Director Registration Only	2:00 PM - 4:00 PM
Director's Meeting	3:00 PM - 6:00 PM

### Saturday, February 27, 2016

Registration	Opens at 10:00 AM
General Session	12:00 PM - 4:00 PM
Break	4:00 PM - 6:00 PM
Dinner Session	6:00 PM - 11:00 PM

### Sunday, February 28, 2016

Breakfast	6:30 AM - 8:15 AM
Optional Workshop Service	7:00 AM - 8:00 AM
Learn to earn Diva Dollars	
Classes & Closing	8:30 AM - 2:00 PM

No Refunds!!  
Transfers Okay!

## ATTIRE

<b>Friday</b>	Director's Meeting - Business Attire
<b>Saturday</b>	Career Attire
Dinner	Hollywood Chic (Pants Ok! - Jeans Okay)
<b>Sunday</b>	WCS T-Shirt and Slacks (no jeans) (Purchase shirt on website.)

T-shirt Price  
Consultants \$20 Available on the Website  
Director Shirts Included in Registration

## BE A HOLLYWOOD DIVA!

### Stand Out From the Crowd!

Hollywood Divas Will Receive:

- Reserved Seating
- The Diva Treatment throughout the entire conference
- Framed Picture with you and our Guest Speakers

To qualify to be a Diva:

- Option 1 - Be a Diamond Star or have 3,000 points by Sept 16-Dec 15
- Option 2 - Be a Ruby Star or 2,400 points by Dec 16 - Feb 16
- Option 3 - First Month DIQs (Jan 1st or Feb 1st) or OnTarget DIQs

### PROCEDURE FOR SUBMITTING RECOGNITION

Directors ONLY - Submit Recognition Information

Online at [www.westcoastsummit.net](http://www.westcoastsummit.net)

Submit Recognition online by 2/17/16 by Noon - NO EXCEPTIONS

Click on Details Button on Website

## AWARDS DINNER

### SPECIAL RECOGNITION

Stars, On-Targets, DIQ's  
New Directors as of last WCS  
Top in Sales and Team Building

Divas receive reserved seating.

### Star Consultants

Receive Reserved Seating  
The Bigger the Star... the Closer You Are!

"Registration does NOT include Hotel Reservation"  
Go on line or Call the Holiday Inn to reserve your room.

Don't Delay Register TODAY at [www.westcoastsummit.net](http://www.westcoastsummit.net)

**• Deadline •**  
**Must Register by February 16, 2016**  
**NO EXCEPTIONS. ☐**



MAC Productions  
**Recognition Sheet**

*For Directors Only*  
*Submit this form online at*  
**www.westcoastsummit.net**

**February 27-28, 2016**

Director: \_\_\_\_\_ Title: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone Number \_\_\_\_\_ Cell Phone: \_\_\_\_\_  
 Email: \_\_\_\_\_ Car Status: \_\_\_\_\_

**Director Recognition**

_____ # of Unit Stars YTD as of 2/16/16
Unit Retail as of 2/16 (over \$75,000): _____
Personal Retail as of 2/16/16 (over \$15,000): _____
Personal YTD # Qualified Recruits as of 2/16/16 (over 6) : _____
(include commissions earned): _____

**If you experience problems, fax by February 17th by Noon**  
 Fax to (925) 779-7997

**Please NO CALLS. Email: recognition@westcoastsummit.net**

**List consultants who qualified for the Hollywood Divas Contest**

September 16- December 15 \$3000 wholesale/points ☐ December 16th- Feb 16th \$2400 wholesale/points  
 or First Month DIQs (Jan 1st or Feb 1st) or OnTarget DIQs  
 List Consultants who qualify for Hollywood Diva Recognition and pay \$15 for their prize.  
 If submitting on line, please go to www.westcoastsummit.net and pay for your Hollywood Diva winners. \$15 per consultant

	Name		Name
1		6	
2		7	
3		8	
4		9	
5		10	

**Personal Recruits YTD July 1st - February 16th**

Only list recruiters with recruits that are seminar qualified, \$600 wholesale+  
 Example: Jane Doe, 3 recruits \$725 total Commission earned

	Recruiter	#of Qualfd R recruits	Total Comm Earned		Recruiter	#of Qualfd R recruits	Total Comm Earned
1			\$	6			\$
2			\$	7			\$
3			\$	8			\$
4			\$	9			\$
5			\$	10			\$

**List Consultants with retail sales of over \$10,000 YTD July 1st - February 16th**

Example: Jane Doe, \$13,750 YTD Retail

	Consultant Name	Total Retail Sales		Consultant Name	Total Retail Sales
1		\$	6		\$
2		\$	7		\$
3		\$	8		\$
4		\$	9		\$
5		\$	10		\$

**PLEASE SUBMIT ALL RECOGNITION VIA ONLINE FORM • WWW.WESTCOASTSUMMIT.NET**