

MY SUCCESS PLAN

JULY - DECEMBER 2024



2024 Year at a Glance

	JANUARY								
S	M	T	W	T	F	S			
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FEBRUARY									
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JULY									
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DECEMBER									
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2025 Year at a Glance

JANUARY									
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	JUNE										
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JULY										
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	SEPTEMBER										
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OCTOBER										
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NOVEMBER									
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	DECEMBER									
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28	29	30	31							



QUARTER ATA GLANCE



July - September 2024 At-A-Glance

	JULY								
SUN	MON	TUES	WED	THURS	FRI	SAT			
	1	2	3	4	5	6			
7	8	9	10	11	12	13			
14	15	16	17	18	19	20			
21	22	23	24	25	26	27			
28	29	30	31						

DATES:

July 1: Happy New Seminar Year! July 1: Canada Day (All Corp Offices Closed)
July 1: 1st Qtr Star Begins
July 15: FALL/HOLIDAY PCP Enrollment begin
July 31 - Aug 2: Elevate Seminar 2024

AUGUST								
SUN	MON	TUES	WED	THURS	FRI	SAT		
				1	2	3		
4	5	6	7	8	9	10		
11	12	13	14	15	16	17		
18	19	20	21	22	23	24		
25	26	27	28	29	30	31		

DATES:
August 5: Civic Holiday (All Corp Offices Closed)
August 8: FALL/HOLIDAY PCP Enrollment Deadline
August 26: FALL/HOLIDAY Director Early Order
August 29: FALL/HOLIDAY Look Book Begins Mailing

SEPTEMBER								
SUN	MON	TUES	WED	THURS	FRI	SAT		
1	2	3	4	5	6	7		
8	9	10	11	12	13	14		
15	16	17	18	19	20	21		
22	23	24	25	26	27	28		
29	30							

DATES:

Sept 2: Labour Day
Sept 5-11: Top Director Trip Maui, Hawaii
Sept 11-14: Prestige Trip Kona, Hawaii
Sept 9: FALL/HOLIDAY Early Order Begins for PCP/Stars
Sept 13: Mary Kay 61st Anniversary
Sept 15: WINTER PCP Enrollment begins
Sept 16: FALL/HOLIDAY Product Launch
Sept 22: First Day of Fall
Sept 30: 1st Qtr Star Ends



October - December 2024 At-A-Glance

OCTOBER								
SUN	MON	TUES	WED	THURS	FRI	SAT		
		1	2	3	4	5		
6	7	8	9	10	11	12		
13	14	15	16	17	18	19		
20	21	22	23	24	25	26		
27	28	29	30	31				

DATES:

October 1: 2nd Qtr Star Begins
October 8: WINTER PCP Enrollment Deadline
October 14: Thanksgiving Day
October 16: Bosses Day
October 26: WINTER Director Early Order Begins
October 29: WINTER Look Book Begins Mailing
October 31: Halloween

NOVEMBER								
SUN	MON	TUES	WED	THURS	FRI	SAT		
					1	2		
3	4	5	6	7	8	9		
10	11	12	13	14	15	16		
17	18	19	20	21	22	23		
24	25	26	27	28	29	30		

DATES:

November 3: Daylight Savings Time Ends

November 9: WINTER Early Order Begins for PCP/Stars

November 11: Remembrance Day

November 16: WINTER Official Product Launch

November 29-December 2: PINK Weekend

DECEMBER								
SUN	MON	TUES	WED	THURS	FRI	SAT		
1	2	3	4	5	6	7		
8	9	10	11	12	13	14		
15	16	17	18	19	20	21		
22	23	24	25	26	27	28		
29	30	31						

DATES:

December 2: Cyber Monday

December 15: SPRING PCP Enrollment Begins

December 21: 1st Day of Winter

December 24: Christmas Eve

December 25: Christmas Day

December 25-Jan 2 - Hanukkah

December 26: Boxing Day

December 31: 2nd Qtr Star Ends

December 31: New Year's Eve

My Dream Board

YEAR LONG PERSONAL & UNIT GOALS

Seminar 2024-2025 Personal National Court of Sales Detailed Tracking

\$17,500 Wholesale (\$35,000 Retail) July 1,2024 - June 30, 2025
With every month, fill in the blanks using the example below!
If you want to track by coloring in with each order as a visual, use the other side of this sheet

	,	<u> </u>	,	
Month	Total Personal Retail Sales This Month	Total Amount of Wholesale Orders This Month Typically 50% of what you sell unless you're a New Consultant	Total Amount of Wholesale Orders Year to Date	Goal: \$17,500 With each month, cross out the previous month's amount and write in your new total needed!
Example: This Month	\$2,000	\$1,000	\$1,000 = \$1,000 \$2,500	\$2500 16,500
Next Month:	\$3,000	\$1,500	\$2,500	\$14,000
July				
August				
September				
October				
November				
December				
January				
February				
March				
April				
May				
June				
July 1st Totals!				You Can Do It!

Seminar 2024-2025 Personal National Court of Sales

\$17,500 Wholesale (\$35,000 Retail) July 1, 2024 - June 30, 2025 With every \$350 in wholesale orders, cross out a square! YOU CAN DO IT!



\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350 YOU DID IT!



SEMINAR 2024 - 2025 Personal National Court of Sharing

National Court of Sharing

24 Qualified Team Members with either an initial \$600 Order in Agreement Month (or following)

Or Star at least one Quarter in the Seminar Year

Track Your National Court of Sharing with Each New Team member July 1 - June 30

	NEW TEAM MEMBER	AGMNT. MONTH	INITIAL QUALIFIED ORDER	INITIAL STAR ORDER	AUG				MAR	MAY	JUN	COMM. EARNED
1		MONTH	ORDER	ORDER								EARNED
2												
3												
4												
5												
6												
7												
8												
9												
10												
11												
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17												
18												
19												
20												
21												
22												
23												
24												



A Tracked # Grows 2024-2025 Unit Goals



	Total Production	Unit Size Non T on 1st Day	Unit Size Non T on Last Day	Total new Agreements	# of Qualified NC's	Prod. From NC (A, A+1)	# Leaders in Red	Total Personal Sales	Personal Sharing Appts	Personal NC's	Personal Team Size	Personal Facials	Personal Parties	Total # of Personal & Unit Customers Saw Me Work
July														
Aug														
Sept														
Oct														
Nov														
Dec														
Jan														
Feb														
Mar														
Apr														
May														
Jun														

My Personal Goals: My Unit Goals:





Great Start Tracking



Consultant Name	Start Date:	Month #1	Month #2	Month #3	Month #4	Total WS	Get in RED!		Pearls	
1.							1. 2. 3	1. 2. 3	4. 5.	7. 8. 9
2.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
3.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
4.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
5.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
6.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
7.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
8.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
9.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
10.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
11.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
12.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
13.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
14.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
15.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
16.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
17.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
18.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
19.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
20.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.



65 Great Start Qualified for the year=TRIP!



Great Start Tracking



Consultant Name	Start Date:	Month #1	Month #2	Month #3	Month #4	Total WS Ordered	Get in RED!		Pearls	
21.							1.	1.	4. 4.	7. 7.
22.							2. 3.	2. 3.	5. 6.	8. 9.
23.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
24.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
25.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
26.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
27							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
28.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
29.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
30.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
31.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
32.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
33.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
34.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
35.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
36.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
37.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
38.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
39.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
40.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
41.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
42.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.

Great Start Tracking



Consultant Name	Start Date:	Month #1	Month #2	Month #3	Month #4	Total WS	Get in RED!		Pearls	
43.							1. 2.	1. 2.	4. 5.	7. 8.
44.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
45.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
46.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
47.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
48.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
49							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
50.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
51.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
52.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
53.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
54.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
55.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
56.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
57.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
58.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
59.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
60.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
61.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
62.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
63.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
64.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.
65.							1. 2. 3.	1. 2. 3.	4. 5. 6.	7. 8. 9.

All Quarter STARS in My Unit

Consistency Based on Quarter They Started

Star Consultant	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr

TRACKING MY CAREER CAR

Grand Achiever	Track	len	
Independent Sales Direc	ctor	We Did I	#
	\$42,000		
Qualifications	\$36,000	<u> </u>	
 \$42,000 net adjusted unit sales volume within two consecutive calendar quarters. Max Co-op Lease/Cash Compensation \$500 per month. 	\$32,000		
\$600 car program credit counts toward required sales volume.	\$28,000	<u> </u>	
	\$24,000		
On Target	\$20,000	Half Way! 	
\$21,000 net adjusted unit sales volume within two	\$16,000		
consecutive calendar quarters.	\$12,000		
	\$8,000	<u> </u>	
	\$6,000	<u> </u>	
		TOYOTA	

Premier Club	Tracke	gp	
Independent Sales Direct	ctor	We Did (ft:	<i>-</i>
	\$75,000		
Qualifications	\$65,000		
 \$75,000 net adjusted unit sales volume within two 	\$55,000		ı
 consecutive calendar quarters. Max Co-op Lease/Cash Compensation \$700 per month. \$600 car program credit counts toward required sales 	\$50,000		ı
volume.	\$45,000		ı
	\$40,000	Half Way!	
On Target	\$35,000	7 (mg - 1) (mg:	
 \$37,500 net adjusted unit sales volume within two consecutive calendar quarters. 	\$30,000		l
- Constitution of the cons	\$35,000		
	\$20,000		
	\$15,000		ı
		CHEVROLET	
	DA.		
	N		

Pink Cadillac Tracken

Independent Sales Dire	ector We Did Ut!
	\$114,000
Qualifications	\$107,000
\$114,000 net adjusted unit sales volume within two	\$97,000
 consecutive calendar quarters. Max Co-op Lease/Cash Compensation \$1,200 per month. \$600 car program credit counts toward required sales 	\$87,000 ——
volume.	\$77,000
	\$67,000
On Tonat	\$57,000 Half Way!
 \$57,000 net adjusted unit sales volume within two	\$43,000
consecutive calendar quarters.	\$33,000
	\$25,000
	\$19,000

Cadillac

QUARTERLY STAR GOAL

Money

PLACE THE THF 1ST OTR STAR POSTER HFRE

See the full size version of this poster on your Mary Kay InTouch @ Rewards > Year-Long Programs > Star Consultant Program > MK Total Rewards > Download the Quarterly Hot Prize Picks https://mk.marykayintouch.ca/s/mk-total-rewards

My Star Goal: \$_____ + # New Personal Team Members: ____ = MY TOTAL STAR GOAL: \$_

MY 1ST QTR STAR GOAL TRACKING!

Circle the Prize/Prizes that you're excited to earn or visit MK Total Rewards for MORE!!

TOTAL STAR GOAL:
Let's calculate what your personal star & total new qualified team members would look like in order to reach your total goal? This is where you'll map a plan.
Determine Your Personal Star Goal: \$ (wholesale)
Divide the above amount by 3: \$/mo.
Take that total amount for each month & multiply it by 2 to find out what your total retail sales goal needs to be:
\$ x 2 = \$
Take that total and multiply it by .40 to discover what your profit will be each month:
\$ x .40 = \$ Refer to your monthly goal sheet to make a plan and track it!
NEW TEAM MEMBERS: To determine how many new qualified team members you'll need, deduct your Personal Star Wholesale Goal from your TOTAL Star Goal:
Total Star Goal: \$ minus Your Star Goal: \$ =
Take that difference and divide it by \$600 to calculate how many new qualified team members you'll want to bless this quarter!
\$ \$600 =NQTM (New Qualified Team Members)

BE A 1ST QTR STAR!!! JULY 1 - SEPTEMBER 30, 2024

WEEK OF:	WEEKLY RETAIL SALES TOTAL	40% PROFIT TOTAL	WEEKLY WHOLESALE ORDERS TOTAL	# QUALIFIED* NEWTEAM MEMBERS	CONTEST CREDITS
JUL 1 - 6					
JUL 7- 13					
JUL 14 - 20					
JUL 21-27					
JUL 28 - AUG 3					
AUG 4 - 10					
AUG 11 - 17					
AUG 18 - 24					
AUG 25 - 31					
SEP 1 - 7					
SEP 8 - 14					
SEP 15 - 21					
SEP 22- 28					
SEP 29 - 30					
TOTALS	\$	\$	\$	+	=

^{*}A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in retail Sect. 1 orders are postmarked and accepted by the company within the contest quarter.

Every NEW Qualified* Team Member Once YOU Reach Sapphire Star gives you an additional 600 contest credit points!

STAR LEVEL	AVG RETAIL SALES PER WEEK
SAPPHIRE	\$300
RUBY	\$400
DIAMOND	\$500
EMERALD	\$600
PEARL	\$800 OR MORE!!

With every \$300 wholesale, fill in a square!! Once you hit SAPPHIRE STAR, add 600 with every new qualified* team member!



600

300

Track Your Way to Stant July 1st - September 30th

Ć	
	\(\\$100 \) \(\\$200 \) \(\\$300 \) \(\\$400 \) \(\\$500 \) \(\\$600 \)
	\$700 \$800 \$900 \$1,100 \$1,100 \$1,200
	(\$1,300) (\$1,400) (\$1,500) (\$1,600) (\$1,700) (\$1,800)
	(\$1,900) (\$2,000) (\$2,100) (\$2,200) (\$2,300) (\$2,400)
	(\$2,500) (\$2,600) (\$2,700) (\$2,800) (\$2,900) (\$3,000)
	(\$3,100)(\$3,200)(\$3,300)(\$3,400)(\$3,500)(\$3,600)
1	(\$3,700)(\$3,800)(\$3,900)(\$4,000)(\$4,100)(\$4,200)
0 4	(\$4,300) (\$4,400) (\$4,500) (\$4,600) (\$4,700) (\$4,800)
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What is Your Goal This Quarter?

Color in the Circles as you Track Your Way to Star!

With Com

PLACE THE THF 2ND OTR STAR POSTER HFRE

MY 2ND QTR STAR GOAL TRACKING!

Circle the Prize/Prizes that you're excited to earn or visit MK Total **Rewards** for MORE!!

PLAGE THE	TOTAL STAR GOAL:
THE	Let's calculate what your personal star & total new qualified team members would look like in order to reach your total goal? This is where you'll map a plan.
2ND QTR STAR	Determine Your Personal Star Goal: \$ (wholesale) Divide the above amount by 3: \$ 3 = \$/mo. Take that total amount for each month & multiply it by 2 to find out what your total retail sales goal needs to be: \$ x 2 = \$
POSTER HERE	Take that total and multiply it by .40 to discover what your profit will be each month: \$ x .40 = \$ Refer to your monthly goal sheet to make a plan and track it! NEW TEAM MEMBERS: To determine how many new qualified team members you'll need, deduct your Personal Star Wholesale Goal from your TOTAL Star Goal:
	Total Star Goal: \$ minus Your Star Goal: \$ = Take that difference and divide it by \$600 to calculate how many new qualified team members you'll want to
See the full size version of this poster on your Mary Kay InTouch @ Rewards > Year- Long Programs > Star Consultant Program > MK Total Rewards > Download the Quarterly Hot Prize Picks https://mk.marykayintouch.ca/s/mk-total-rewards	la la a a Alada ann amhaml
My Star Goal: \$ + # New Personal Team Members: = MY	TOTAL STAR GOAL: \$

BE A 2ND QTR STAR!!! OCTOBER 1 - DECEMBER 31, 2024

WEEK OF:	WEEKLY RETAIL SALES TOTAL	40% PROFIT TOTAL	WEEKLY WHOLESALE ORDERS TOTAL	# QUALIFIED* NEWTEAM MEMBERS	CONTEST CREDITS
OCT 1 - 5					
OCT 6- 12					
OCT 13 - 19					
OCT 20 - 26					
OCT 27- NOV 2					
NOV 3 - 9					
NOV 10 - 16					
NOV 17 - 23					
NOV 24 - 30					
DEC 1 - 7					
DEC 8 - 14					
DEC 15 - 21					
DEC 22 - 28					
DEC 29-31					
TOTALS	\$	\$	\$	+	=

^{*}A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in retail Sect. 1 orders are postmarked and accepted by the company within the contest quarter.

Every NEW Qualified* Team Member Once YOU Reach Sapphire Star gives you an additional 600 contest credit points!

STAR LEVEL	AVG RETAIL SALES PER WEEK
SAPPHIRE	\$300
RUBY	\$400
DIAMOND	\$500
EMERALD	\$600
PEARL	\$800 OR MORE!!

With every \$300 wholesale, fill in a square!! Once you hit SAPPHIRE STAR, add 600 with every new qualified* team member!



600

300

Frack Yew Way to Stair October 1st - December 30th \$100) (\$200) (\$300) (\$400) (\$500) (\$600) (\$700)(\$800)(\$1,100)(\$1,100)(\$1,200) (\$1,300) (\$1,400) (\$1,500) (\$1,600) (\$1,700) (\$1,800) (\$1,900)(\$2,000)(\$2,100)(\$2,200)(\$2,300)(\$2,400) (\$2,500)(\$2,600)(\$2,700)(\$2,800)(\$2,900)(\$3,000) (\$3,100)(\$3,200)(\$3,300)(\$3,400)(\$3,500)(\$3,600) (\$3,700)(\$3,800)(\$3,900)(\$4,000)(\$4,100)(\$4,200) (\$4,300) (\$4,400) (\$4,500) (\$4,600) (\$4,700) (\$4,800) That is Your Goal This Quarter? Color in the Circles as you Track Your Way to Star!

NOTES	

UNIT REPORTS

INSERT UNIT MEMBERS PRINT OUT FROM BUSINESS TOOLS
& INSERT IN THIS SECTION

NOTES	



MY SUCCESS PLAN

JULY 2024





JULY 2024

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
	1 Canada Day Happy New Seminar Year! Q1 Star Begins	2	3
7	8	9	10
14	15 Fall/Holiday PCP Enrollment Begins	16	17
21	22	23	24
28	29	30	31 Elevate Seminar

"This can be the year of your Dreams." ~ Mary Kay Ash



			_						
THURSDAY	FRIDAY	SATURDAY			AL	JGU	ST		
4	5	6	S	M	T	W	T	F	S
-							1	2	3
			4	5	6	7	8	9	10
			11	12	13	14	15	16	17
			18	19	20	21	22	23	24
			25	26	27	28	29	30	31
11	12	13			No	ote	98:		
18	19	20							
25	26	27							



20 NEW UNIT MEMBERS 5 or more New Personal Team Members (Highlighted) Initial Order: 16 Initial Order: Initial Order: 17 Initial Order: Initial Order 18 Initial Order: Initial Order: 19 Initial Order: Initial Order: 10 20

2ND QUARTER STARS! 5 = \$300 Bonus THIS MONTH + \$50 with each additional one! 1 7 13 2 8 14 3 9 15 4 10 16 5 11 17 6 12 18

Unit Size Goal:

PLACE PICTURE OF TOP DIRECTOR/PRESTIGE TRIP HERE!

WHOL	ESALE GOAL:	\$
Date	Wholesale	Wholesale Needed
5th		
10th		
15th		
20th		
25th		
30th		
Finished	d With:	

LEADERS IN RED!	SENIOR CONSULTANTS

4 OR MORE NEW QUALIFIED CONSULTANTS THIS MONTH! (Highlight Personal Qualified Team Members) 4 Qualified in a Month = \$400 Bonus + \$100 for each additional Qualified Unit Member up to \$1,000!							
1	4	7					
2	5	8					
3	6	9					
PERSONAL & UNIT GOALS	BEGINNING OF THE MONTH:	END OF THE MONTH:					
Unit Club Goal:							
Court of Personal Sales:							
Court of Personal Sharing:							
Car Production:							

My Monthly Sales Goal Tracking Sheet

"Give yourself something to work toward. Constantly. A good goal is like a strenuous exercise - it makes you stretch." - Mary Kay Ash

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
	\$ ÷ .40 =	\$
Ready. Set. GOAL!	Projected Month Totals: 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	Break It Down: My Average per Facial: \$ Retail Goal ÷ Average per Facial = # Faces To Pamper: # Faces to Pamper ÷ 3 guests/party = # Parties to Hold:
B/4 of my Goal! I CAN DO IT! Halfway There! I CAN DO IT!	Picture of Your Goal!	S1,700 \$1,700 every month On Target for Queens Court of Sales! \$1,500 \$1,200 \$850 \$850 every month On Target for Princess Court of Sales! \$600 \$600 every month On Target Star Consultant! \$1,200 \$225
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your director and your sister consultants by the 5th!	
Break your goal into bite size chunks!	Month End ActualTotals: Total Sold: 40% Profit: 50% Wholesale: 5% Section 2/ Supplies: 5% MK Events/PCP:	Orders Placed This Month: Date: Section 1 Section 2

Total:

Cheque Calculator Month 17 **MONTHLY**

Projected Unit Wholesale Production:	Month/Quarter:
Actual Unit Wholesale Production:	Projected Pay:

¢	Personal Sales	
≯	Section 1 @ 50%	
=		

Unit Wholesale Prod.

\$5,500 or more = 23%\$4,500 to \$5,499.99 = 13% 44,499.99 or less = 9%Monthly Production x _____ %

_	_		_			
D-4	ᄾ		:	_	_	_
Pro	υu	uc	JLI	O		=

Personal Team

1-4 active = 4%5 + active = 9%5+ placing \$225 w/s and personal \$600 w/s = 13% \$ Team Prod x

Personal Team =

STAR Bonus

Five Stars = \$300 Six or more Stars = \$50 for ea. addl.

Quarters Ending: Sept 30 / Dec 31 / Mar 31 / Jun 30

of Stars:

Star Bonus =

Personal Team Building

\$100 bonus for each new personal qualified unit member # of New Qual. _____ x \$100

	PTB	Bonus	=
--	------------	--------------	---

Car Cash Compensation

Only if Opting for Cash

	_
Car	Comp.
Grand Achiever	\$500
Premier Club	\$700
Cadillac	\$1,200

_		
Car	Cach	-

Seminar Bonuses

• Each New Offspring Director: \$1,000

• New Cadillac Bonus: \$1,000

• Higher Unit Club: \$1,000

Seminar Bonus =

New Director Bonuses

A new Sales Director is entitled to a \$1,000 First-Year Sales Director Program bonus when she achieves each of the following First-Year Sales Director program challenges:

- On the Move = \$1,000
- Fab 50's = \$1,000
- Honor Society = \$1,000

New Dir. Bonus =

Unit Development

Qualified New Unit Members \$400 bonus with 4 new qual. \$100 for each additional qual. (Maximum of 10)

1.	
2.	
2	

٥.			
4			

5.	

U.				
7				

8.				

9.	

10.						

Devel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

Wholesale Amount x % Paid

		% P	aid
Pers. Unit Monthly W/S	# Offspring Units	1st Line	2nd Line
\$4,500	One to Two	5.0%	
	Three to Four	6.0%	
	Five to Seven	7.0%	1.0%
	Eight or more	7.0%	1.0%

Offspring Bonus =

Monthly Expense Tracking

Track your Expenses for the month here. Keep all your business receipts for the month in an envelope or file folder. You will also want to track your mileage on paper or with an app. At the end of the year turn in your Monthly Expense pages, Mileage Trackers and receipts in to your accountant, or use them to file your taxes yourself.

Tax Deduction Categories:	Expense:	Category:	Amount:	Receipt:
Advertising Expenses: • Booths	1			YES. NO:
Product Gifts (Including the retail tax you paid)	2			
Demo Products (Including the retail tax you paid) Printed Material				
Preferred Customer Program	3			
Bad Debts: • Uncollected Sales or Sales Tax	4			YES. NO:
Charitable Donations:	5		-	YES. NO:
• Cash/Product Donations	6			YES. NO:
Car Expenses: Gas/Car Wash (If you drive a company vehicle)	7			
 Maintenance/Repairs/Oil Insurance/Lease Car Payments/Auto Loan Interest / 				
License & Registration	8			
 Parking/Tolls Education/Training: 	9			YES. NO:
 Conferences/Workshops/Meeting Fees 	10			YES. NO:
Books/Audio Training Meals & Entertainment:	11			
Coffee Appointments/Luncheons/Brunches				
Meals on trips (@50%)Star Party or other outings	12			
Office Expenses:	13			YES. NO:
Computer/Internet ExpensesPhone Expenses	14			YES. NO:
Office Equipment (computers, desk, printers, etc)	15			
Misc Office Supplies				
Travel Expenses: • Airfare	16			YES. NO:
• Hotel	17			YES. NO:
Cabs, Parking, Rental CarTips	18			YES NO:
Outside Services/Contracted Labor:	19			
Office Help/Office Manager/Office AssistantCleaning Services				
Repairs and Maintenance	20			YES. NO:
Other Business Expenses:	21			YES. NO:
 Bank/Propay/Credit Card service charges, fees Dovetailing paid to another Consultant 	22			YES. NO:
 Dues & Subscriptions (magazines, publications, networking meetings, chamber of commerce, etc) 	23			
• Equipment Rentals				YES. NO:
Finance Charges/Interest paid on business loansNon-Product Gifts	24			YES. NO:
• Insurance (business liability on Inventory)	25			YES. NO:
 Legal and Professional Fees (accountants, attorneys) Licenses and Fees 	Marttela Tatal			_
 Meeting Room Rentals/Studio Rent Non-collected sales tax on personal use products 	Monthly Totals	R	etail Sales	tor
Postage and Delivery	Child Care:			
 Team/Unit Prizes Section 2 Items (look books, party supplies, Starter Kit) 	Health Insurance: Mortgage/Rent:			
 Red Jacket/Director or National Suit 	Lifether			
Buzz Kit (Directors)Miscellaneous Business Supplies	Mileage:			

KEY LEADERS I'M WORKING WITH THIS MONTH!			
LEADER:	LEADER:		
LEADED	LEADED		
LEADER:	LEADER:		
LEADER:	LEADER:		

KEY LEADERS I'M WORKING WITH THIS MONTH!			
LEADER:	LEADER:		
LEADED	LEADED		
LEADER:	LEADER:		
LEADER:	LEADER:		

PERSONAL RETAIL SALES MONTHLY GOAL: \$

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax. Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

<u>Date</u>	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
1		Total Sales on the 1st	Deduct Sales on 1st from goal
2		+ Total Sales for the 2nd	- Total Sales for the 2nd
		= Total of Sales to Date	= New Total from your Goal
3		+	
		=	
4		+	
		=	
5		+	
		=	
6		+	
		=	
7		+	
		=	
8		+	
		=	
9		+	
		=	
10		+	
		=	
11		+	
		=	
12		+	
		=	
13		+	
		=	
14		+	
		=	
15		+	
		=	

N// NNI	TH OF:		
1016 71 8	11111.		

<u>Date</u>	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
	Totals transferred from the front		
16		+	
		=	
17		+	
		=	
18		+	
		=	
19		+	
		=	
20		+	
		=	
21		+	
		=	
22		+	
		=	
23		+	
		=	
24		+	
		=	
25		+	
		=	
26		+	
		=	
27		+	
		=	
27		+	
		=	
29		+	
		=	
30			
31			

PERFECT START (15 Faces) OR POWER START (30 Faces) TRACKING SHEET Appt Date # of Total 2nd Appt Shared the **New Team** Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places! Appt Date # of Total 2nd Appt Shared the **New Team** Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

SHARING THE MARY KAY OPPORTUNITY

MARY KAY

THE 4 P's QUESTIONS

You can use the 4 P's questions as a tool to connect with potential team members on a deeper level. These questions focus on the driving force behind their success, which has more to do with their attitude and what motivates them rather than their skill or knowledge.

- 1. Would you mind telling me a little about yourself? (PICTURE)
- 2. What brings you joy? (PURPOSE)
- Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- Let's dream for a minute. If money and time were not an issue, what dream would you like to be living a year from now? (POSSIBILITIES)

You can write her answers down and refer to her responses during subsequent conversations.

These questions help you to:

- Find out who she is.
- Understand what brings her joy.
- Understand what she is most passionate about.
- ✓ Bring her back to her "why" to keep her motivated.
- Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

1. Busy People

- They know how to prioritize.
- Typically good time managers
- Easy to train
- Average consultant works a full time job, is married &/or has children.

2. More Month Than Money

- Motivated to find a way to make more money
- Goal oriented and ambitious
- Women tend to be more creative with money

3. Not The Sales Type

- Not pushy, but informative
- Like people and want to build relationships instead of just "getting a sale".
- Not aggressive.
- · Genuinely want to serve.

4. Don't Know A Lot of People

- Friends and Family will not be best clients
- Wonderful way to meet new people and circles of friends.
- Developing clients is covered in training resources, tips and ideas from other consultants.

5. Family Oriented

- Motivated by the needs of their family
- Their family is their reason, not their excuse
- Want more for their family.
- · Pass on good work ethic to children
- Want a balanced life with priorities in order.

6. Decision Maker

- Does not procrastinate
- Takes one step at a time on their time-table.
- Live by their dreams and not their circumstances.

6 Reasons People Choose a Mary Kay Business

1. Money

- 50% Profit
- 2 Avenues of Income: Selling & Sharing
- Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.

2. Recognition

- Prizes weekly, monthly, quarterly & yearly.
- Many people don't get recognized for a job well done!
- Praise People to Success!

3. Self Esteem & Personal Growth

- Like a college education in people skills but getting paid while learning.
- Learn to step out of their comfort zone.
- Spiritual, Emotional, & Professional Growth

4. Cars (As a Director)

- Approximately 85% insurance is paid by Mary Kay
- Build a team from 5 to 16 in 1-4 months with wholesale requirements.
- Cash Option: \$425, \$525, \$925 or \$1400 monthly.

5. Advantages & Advancement

- Advance at their own pace with flexibility.
- Tax deductions, mileage, and so much more.
- No quotas or territories
- Family Security Retirement Plan for NSD's.

6. Being Your Own Boss

- \$130 Investment to get started
- Inventory is optional with a 90% buyback guarantee
- Get to decide your own income, schedule and future.

^{*}Avg amounts are estimates. Your results may vary.

MY SHARING APPOINTMENTS AT-A-GLANCE

DETAILED INFO UNDER THE SHARING SECTION

MONTH:		
--------	--	--

MY PERSONAL SHARING APPOINTMENTS: HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!					
NAME:	NAME:				
1.	11.				
2.	12.				
3.	13.				
4.	14.				
5.	15.				
6.	16.				
7.	17.				
8.	18.				
9.	19.				
10.	20.				
MY UNIT SHARING APPOINTMENTS: HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!					
1.	21.				
2.	22.				
3.	23.				
4.	24.				
5.	25.				
6.	26.				
7.	27.				
8.	28.				
9.	29.				
10.	30.				
11.	31.				
12.	32.				
13.	33.				
14.	34.				
15.	35.				
16.	36.				
17.	37.				
18.	38.				
19.	39.				
20.	40.				

MY UNIT SHARIN	G APPOINTMENTS	: HIGHLIGHT THE (ONES THAT START	THEIR BUSINESS	THIS MONTH!	
41.			71.			
42.			72.			
43.			73.			
44.			74.			
45.			75.			
46.			76.			
47.			77.			
48.			78.			
49.			79.			
50.			80.			
51.			81.			
52.			82.			
53.			83.			
54.			84.			
55.			85.			
56.			86.			
57.			87.			
58.			88.			
59.			89.			
60.			90.			
61.			91.			
62.			92.			
63.			93.			
64.			94.			
65.			95.			
66.			96.			
67.			97.			
68.			98.			
69.			99.			
70.			100.			
		SHARING	RESULTS			
Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non-Personal Unit Members	TOTAL	
	+	=	+	=		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	1.		
	2.		
	3.		
	4.		
	5.		
	6.		
	7.		
	8.		
	0		
	9.		
	10.		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	11.		
	12.		
	40		
	13.		
	14.		
	15.		
	16.		
	17.		
	40		
	18.		
	19.		
	20.		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	21.		
	22.		
	23.		
	24.		
	<u></u>		
	25.		
	26.		
	27.		
	28.		
	29.		
	<i>L</i> J.		
	30.		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	31.		
	32.		
	33.		
	34.		
	ОТ.		
	35.		
	36.		
	37.		
	38.		
	39.		
	00.		
	40.		

Cell Guest Event/ PPP Notes	
41. 42. 43. 44. 45.	
42.	
43.	
43. 44. 45.	
43. 44. 45.	
44.	
44.	
44.	
45.	
45.	
45.	
46.	
46.	
46.	
47.	
40	
48.	
49.	
50.	

NEW CONSULTANTS

NEW PERSONAL & UNIT MEMBERS Month: _____

	START DATE	NAME	15TH DAY	Cell #	Started NC Info Sheet	First Order Amount
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						

	START DATE	NAME	15TH DAY	Cell #	Started NC Info Sheet	First Order Amount
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						
32						
33						
34						
35						
36						
37						
38						
39						
40						



Girls Love Pearls Tracking

Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket



Girls Love Pearls Tracking

Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

SUNDAY BRAIN DUMP for the week of JUNE 30 - JULY 6 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!
3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Weekly Plan Sheet from JUNE 30

Sunday, June 30	Monday, July 1	Tuesday, July 2	Wednesday, July 3
6	6 :15	6 :15	6 115
:15	:30	:30	30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
·45 8	:45	:45 8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11 :15	11 :15	11 :15	11 :15
:30	:30	:30	130
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1 :15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3 :15	3 :15	3 :15	3
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30 :45	:30 :45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:45	:45	:30
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8 :15	8 :15
:15	:15	:15	:15
:45	:45	:45	:30
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Thursday, July 4	Friday, July 5	Saturday, July 6	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 :15	6 :15	6	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15 :30	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
8 :15	:15	8 :15	Exercise, Hair, Nails, Coffee with
:30 :45	:30 :45	:30 :45	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15 :30	ACTIVITY Booking Appointments
:45	:45	:45	Coaching Calls Team Phone Calls
10 :15	10 :15	10 :15	Team Phone Calls Facials/ Parties/Virtual Events
30	:30	:30	Customer Follow-Up Calls
^{:45}	:45 11	:45 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30 :45	:30 :45	:30 :45	BOOKINGS/TACLS RESULTS
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:45	:45	:45	
1 :15	1:15	1 :15	# Faces This Week:
:30	:30	:30	PERSONAL SALES RESULTS
:45	:45	:45	
:15	2 :15	:15	Total Sales This Week:
:30 :45	:30	:30 :45	
3	3	3	400/ Droft.
:15	:15	:15	40% Profit:
:30 :45	:30 :45	:30 :45	TRACKING MY STAR
4	4	4	
:15	:15	:15	Wholesale Orders This Week:
:45	:45	:45	
5 :15	5 :15	5 :15	Amount Nooded to Finish Ctar
:30	:30	:30	Amount Needed to Finish Star:
6	:45 6	·45 6	·
:15	:15	:15	Unit Stars to Date:
:45	:30	:30 :45	
7	7	7	CHADING THE OPPORTUNITY
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS
:45	:45	:45	Personal Sharing Appts:
8 :15	:15	8 :15	
:30	:30	:30	New Personal Team Members
9	9	·45 9	Team Sharing Appts:
:15	:15	:15	il l
:30 :45	:30 :45	:30 :45	New Team Members:

SUNDAY BRAIN DUMP for the week of JULY 7 - JULY 13 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list: WERLING Paper or Process that Supports Records or JOW: Delegate it like to do with people or JOW: Del
HIGH : Has to do with people -or- MEDIUM : Paper or Process that Supports People -or- LOW : Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Weekly Plan Sheet from **JULY 7**

Sunday, July 7	Monday, July 8	Tuesday, July 9	Wednesday, July 10
6 ::15	6 :15	6	6 115
:30	:30	:30	:30
45	:45	:45	:45
7	7	7	7
15	:15	:15	:15
30	:30	:30	:30
45 B	·45 8	8	·45 8
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
	9	9	9
30	:15	:15	:15
45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
45	:45	45	:45
11 :15	11 :15	11 :15	11 :15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
1 :15	1 :15	.15	1 :15
30	:30	:30	:30
45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
30 45	:45	:30	:30
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
45	:45	:45	:45
4 :15	4 :15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
15	:15	:15	:15
30	:30	:30	:30
6 6	:45 6	6	:45
b :15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
7	7	7	7
15	:15	:15	:15
30 45	:45	30 45	:30
8	8	8	8
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
15	9	9 :15	9 :15
30	:15	:30	:15
45	:45	:45	:45

			PLAN YOUR WEEK IN COLOR!
Thursday, July 11	Friday, July 12	Saturday, July 13	Color each box with a color that excites you!
6	6	6	GOD: Devotion, Church, Bible Study, Faith
:15	:15	:15	•
:45	:45	:45	Family Time
7 :15	7	7 ::15	Date Night
:30	:30	:30	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	·45 9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:30	:30	:30	Booking Appointments
10	:45 10	·45 10	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30	:30 :45	:30	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30 :45	:30 :45	:30	BOOKINGS/TACES RESOLTS
12	12	12	# Booking Held This Week:
:15	:15	:15	# Packings Novt Wook:
:30 :45	:30 :45	:30	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15	:15	
:30	:45	:30	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15	Total Sales This Week.
:45	:30	:30	
3	3	3	40% Profit:
:15	:15	:15	40% Profit
:45	:45	:30	TDACKING MV STAD
4	4	4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:45	:45	:30	
5	5	5	
:15	:15	:15	Amount Needed to Finish Star:
:45	:45	:45	
6	6	6	
:15	:15	:15	Unit Stars to Date:
:45	:45	:45	
7	7	7	CHADING THE ODDODTHNITY
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS
:45	:45	:45	
8	8	8	Personal Sharing Appts:
:15	:15 :30	:15	New Personal Team Members
:45	:45	:45	
9	9	9	Team Sharing Appts:
:15	:15	:15	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of JULY 14 - JULY 20 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Weekly Plan Sheet from **JULY 14**

Sunday, July 14	Monday, July 15	Tuesday, July 16	Wednesday, July 17
6 ::15	6 :15	6 :15	6 115
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:45	:30 :45	:30
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
9	9	;45 9	:45 9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10 ::15	10 :15	10 :15	10 :15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30 :45	:30	:30 :45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1 :15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
4	:45	:45 4	·45 4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5 ::15	5	5 :15	5 :15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30			

T	5:1, 11, 40	0 4 4 4 00	PLAN YOUR WEEK IN COLOR!			
Thursday, July 18	Friday, July 19	Saturday, July 20	Color each box with a color that excites you!			
6	6 :15	6	GOD: Devotion, Church, Bible Study, Faith			
:30	:30	:30	Family Time			
7	:45	·45 7	· · · · · · · · · · · · · · · · · · ·			
:15	:15	:15	Date Night			
:30 :45	:30	:30 :45	Mary Kay Time: Meetings, Networking, Training, etc			
8	8	8				
:15 :30	:15	:15	Exercise, Hair, Nails, Coffee with Friends, etc			
:45	:45	:45				
9 :15	9 :15	9 :15	INCOME PRODUCING ACTIVITY			
:30	:30	:30	Booking Appointments			
:45	:45	:45	Coaching Calls Team Phone Calls			
:15	10 :15	10 :15	Facials/ Parties/Virtual Events			
:30	:30	:30	Customer Follow-Up Calls			
11	^{.45}	:45	Sharing the Opportunity			
:15	:15	:15	BOOKINGS/ FACES RESULTS			
:30	:30 :45	:30	BOOKINGS/ FACES RESULTS			
12	12	:45 12	# Booking Held This Week:			
:15	:15	:15	# Bookings Next Week:			
:30 :45	:30	:30 :45				
1	1	1	# Faces This Week:			
:15	:15	:15				
:45	:45	:45	PERSONAL SALES RESULTS			
2	2	2	Total Sales This Week:			
:15	:15	:15 :30				
:45	:45	:45				
3 :15	3 :15	3 :15	40% Profit:			
:30	:30	:30				
:45	:45	:45	TRACKING MY STAR			
:15	:15	:15	Wholesale Orders This Week:			
:30	:30	:30	wholesale Orders This Week.			
·45 5	·45 5	·45 5				
:15	:15	:15	Amount Needed to Finish Star:			
:30	:30	:30	Amount Needed to Finish Star.			
6	:45	:45				
:15	:15	:15	Unit Stars to Date:			
:45	:30	:30 :45	Onit otalo to bato.			
7	7	7				
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS			
:30 :45	130 145	:45				
8	8	8	Personal Sharing Appts:			
:15	:15	:15	New Personal Team Members			
:45	:45	:45				
9	9	9	Team Sharing Appts:			
:15	:15	:15 :30	New Team Members:			
:45	:45	:45				

SUNDAY BRAIN DUMP for the week of JULY 21 - JULY 27
 This is a master to do list! List everything on your mind, emails to send, errands to do, etc Prioritize your list:
HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!
3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Weekly Plan Sheet from JULY 21

Sunday, July 21	Monday, July 22	Tuesday, July 23	Wednesday, July 24
6 ::15	6 :15	6	6 :15
:30	:30	:30	:30
45	:45	:45	:45
7	7	7	7
15	:15	:15	:15
30 45	:45	:30	:30 :45
3	8	8	8
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
) 15	9 :15	9 :15	9 :15
30	:30	:30	:30
45	:45	:45	:45
10	10	10	10
15	:15	:15	:15
30 45	:45	:30	:30 :45
<u>45</u> 11	11	11	11
:15	:15	:15	:15
30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
30	:15	:15	:15 :30
45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
2 15	2 :15	2 :15	2 :15
30	:30	:30	:30
45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
30 45	:45	:30	:30 :45
4	4	4	4
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
5 15	5 :15	5 :15	5 :15
30	30	:30	:30
45	:45	:45	:45
6	6	6	6
15	:15	:15	:15
30	:30	:30	:30
45 7	:45	·45 7	;45 7
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
8	8	8	8
15	:15	:15	:15
30 45	:30 :45	:30	:30 :45
9	9	9	9
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45

Thursday, July 25	Friday, July 26	Saturday, July 27	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 ::15	6 :15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
8 :15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:30	:30 :45	:30	Booking Appointments Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15 :30	Facials/ Parties/Virtual Events Customer Follow-Up Calls
:45	:45	:45	Sharing the Opportunity
11 :15	11 ::15	11 :15	
:30	:30	:30	BOOKINGS/ FACES RESULTS
:45	:45	:45	# Booking Held This Week:
12 ::15	12 :15	12 :15	
:30	:30 :45	:30 :45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15	:15	
:30	:30 :45	:30 :45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15 :30	
:45	:45	:45	
3 ::15	3 :15	3 :15	40% Profit:
:30	:30	:30	
4	:45 4	:45	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30 :45	:30 :45	
5	5	5	
:15	:15	:15	Amount Needed to Finish Star:
:45	:45	:45	
6 :15	15	6 :15	
:30	:30	:30	Unit Stars to Date:
:45 7	·45 7	·45 7	
:15	:15	:15	SHARING THE OPPORTUNITY
:30	:30 :45	:30 :45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:45	:45	:45	
9	9	9	Team Sharing Appts:
:15	:15	:15 :30	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of JULY 28 - AUGUST 3
1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!
3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Weekly Plan Sheet from **JULY 28**

Sunday, July 28	Monday, July 29	Tuesday, July 30	Wednesday, July 31
6 115	6 115	6 :15	6 115
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
8	·45 8	:45 8	·45 8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11 ::15	11 ::15	11 :15	11 ::15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30 :45	:30 :45	:45	:30 :45
1	1	1.45	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	.45	:45
4 ::15	4 :15	4 :15	4 :15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30 :45	:30 :45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7:15	115	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	30	:30
9	9	:45	·45 9
:15	:15	9 :15	:15
:30	:30	:30	:30
:45	:45	:45	:45

to AUGUST 3

Thursday, August 1	Friday, August 2	Saturday, August 3	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 ::15	6 :15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:30	:30	:30	Booking Appointments Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30	:30 :45	:30	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	orienting the opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:45	:45	# De aline Hald This West.
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:45	:45	:45	# Faces This Week
1 :15	1:15	1 :15	# Faces This Week:
:30	30	:30	PERSONAL SALES RESULTS
:45	:45	:45	T ENGONAL SALES NESOLIS
:15	115	2 :15	Total Sales This Week:
:30	:30	:30	
3	3	:45	
:15	:15	:15	40% Profit:
:30	:30	:30	
4	:45 4	:45	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30	:30	-
5	5	5	
:15	:15	:15	Amount Needed to Finish Star:
:30	:30 :45	:45	
6	6	6	
:15	:15	:15	Unit Stars to Date:
:45	:45	:45	
7	7	7	SHARING THE OPPORTUNITY
:15	:15	:15	RESULTS
:45	:45	:45	Personal Sharing Appts:
8 :15	8 :15	8 :15	
:30	:30	:30	New Personal Team Members
:45	:45	:45	Team Sharing Appts:
9 :15	9 :15	9 :15	
:30	:30	:30	New Team Members:
:45	:45	:45	

NOTES



MY SUCCESS PLAN

AUGUST 2024





AUGUST 2024

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
4	5 Civic Holiday (All Corp Offices Closed)	6	7
11	12	13	14
18	19	20	21
25	26 Fall/Holiday Director Early Order Begins	27	28

"The only difference between successful people & unsuccessful people is EXTRAORDINARY DETERMINATION." ~ Mary Kay Ash



THURSDAY	FRIDAY	SATURDAY	SEPTEMBER								
1	2	3	S	M	T	W	T	F	S		
Flevate	Seminar		8	9	3 10	11	5 12	6 13	7		
Liovato	Comman		15	16	17	18	19	20	21		
			22 29	23	24	25	26	27	28		
8 Fall/Holiday PCP Enrollment Deadline	9	10	Notes:								
15	16	17									
22	23	24									
29 Fall/Holiday Look Books Begin Mailing	30	31									



20 NEW UNIT MEMBERS 5 or more New Personal Team Members (Highlighted) Initial Order: Initial Order: Initial Order: Initial Order: Initial Order: Initial Order: Initial Order Initial Order: Initial Order: Initial Order: Initial Order: Initial Order 16 Initial Order: Initial Order: 17 Initial Order: Initial Order: 18 Initial Order: Initial Order: 19 Initial Order: Initial Order 10 20

2ND QUARTER STARS! 5 = \$300 Bonus THIS MONTH + \$50 with each additional one! 1 7 13 2 8 14 3 9 15 4 10 16 5 11 17 6 12 18

Unit Size Goal:

PLACE PICTURE OF TOP DIRECTOR/PRESTIGE TRIP HERE!

WHOL	ESALE GOAL:	\$
Date	Wholesale	Wholesale Needed
5th		
10th		
15th		
20th		
25th		
30th		
Finished	d With:	

LEADERS IN RED!	SENIOR CONSULTANTS

4 OR MORE NEW QUALIFIED CON 4 Qualified in a Month = \$400 Bonus + \$100 for each addit	NSULTANTS THIS MONTH! (Highlight ional Qualified Unit Member up to \$1,000!	Personal Qualified Team Members)
1	4	7
2	5	8
3	6	9
PERSONAL & UNIT GOALS	BEGINNING OF THE MONTH:	END OF THE MONTH:
	DECIMANA OF THE MOTTH.	END OF THE MOTTH.
Unit Club Goal:		
Court of Personal Sales:		
Court of Personal Sharing:		
Car Production:		

My Monthly Sales Goal Tracking Sheet

"Give yourself something to work toward. Constantly. A good goal is like a strenuous exercise - it makes you stretch." - Mary Kay Ash

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
	Ψ	40 = \$
Ready. Set. GOAL!	Projected Month Totals: 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT! Halfway There! I CAN DO IT!	Picture of Your Goal!	## Track Your Wholesale! \$1,700
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your director your sister consultants by the 5t	i and th!
Break y goal in bite si chunk	to 5% Section 2/ Supplies:	

Total:

Cheque Calculator Month 17 **MONTHLY**

Projected Unit Wholesale Production:	Month/Quarter:
Actual Unit Wholesale Production:	Projected Pay:

¢	Personal Sales	
≯	Section 1 @ 50%	
=		

Unit Wholesale Prod.

\$5,500 or more = 23%\$4,500 to \$5,499.99 = 13% 44,499.99 or less = 9%Monthly Production x _____ %

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Personal Team

1-4 active = 4%5 + active = 9%5+ placing \$225 w/s and personal \$600 w/s = 13% \$ Team Prod x

Personal Team =

STAR Bonus

Five Stars = \$300 Six or more Stars = \$50 for ea. addl.

Quarters Ending: Sept 30 / Dec 31 / Mar 31 / Jun 30

of Stars:

Star Bonus =

Personal Team Building

\$100 bonus for each new personal qualified unit member # of New Qual. _____ x \$100

	PTB	Bonus	=
--	------------	--------------	---

Car Cash Compensation

Only if Opting for Cash

	_
Car	Comp.
Grand Achiever	\$500
Premier Club	\$700
Cadillac	\$1,200

_		
Car	Cach	-

Seminar Bonuses

• Each New Offspring Director: \$1,000

• New Cadillac Bonus: \$1,000

• Higher Unit Club: \$1,000

Seminar Bonus =

New Director Bonuses

A new Sales Director is entitled to a \$1,000 First-Year Sales Director Program bonus when she achieves each of the following First-Year Sales Director program challenges:

- On the Move = \$1,000
- Fab 50's = \$1,000
- Honor Society = \$1,000

New Dir. Bonus =

Unit Development

Qualified New Unit Members \$400 bonus with 4 new qual. \$100 for each additional qual. (Maximum of 10)

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10.						

Devel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

Wholesale Amount x % Paid

		% Paid		
Pers. Unit Monthly W/S	# Offspring Units	1st Line	2nd Line	
\$4,500	One to Two	5.0%		
	Three to Four	6.0%		
	Five to Seven	7.0%	1.0%	
	Eight or more	7.0%	1.0%	

Offspring Bonus =

Monthly Expense Tracking

Track your Expenses for the month here. Keep all your business receipts for the month in an envelope or file folder. You will also want to track your mileage on paper or with an app. At the end of the year turn in your Monthly Expense pages, Mileage Trackers and receipts in to your accountant, or use them to file your taxes yourself.

Tax Deduction Categories:	Expense:	Category:	Amount:	Receipt:
Advertising Expenses:	1		VE	
 Booths Product Gifts (Including the retail tax you paid) 				
 Demo Products (Including the retail tax you paid) 	2		YE	S. NO:
Printed MaterialPreferred Customer Program	3			s. No: N
Bad Debts:				
 Uncollected Sales or Sales Tax 	4			
Charitable Donations:	5		YE	S. NO:
 Cash/Product Donations 	6			
Car Expenses: Gas/Car Wash (If you drive a company vehicle)				
Maintenance/Repairs/Oil	7		YE	S. NO:
Insurance/Lease Car Payments/Auto Loan Interest /	8		VE	S. NO: N
License & Registration • Parking/Tolls				
Education/Training:	9		YE	S. NO:
Conferences/Workshops/Meeting Fees	10			s. No: N
Books/Audio Training				
Meals & Entertainment: Coffee Appointments/Luncheons/Brunches	11			
 Meals on trips (@50%) 	12		YE	S. NO:
Star Party or other outings	13			
Office Expenses:				
 Computer/Internet Expenses Phone Expenses 	14		YE	S. NO:
 Office Equipment (computers, desk, printers, etc) 	15		VE	s \square NO: \square
• Misc Office Supplies				
Travel Expenses: • Airfare	16		YE	S. NO:
• Hotel	17		VE	s \square NO: \square
• Cabs, Parking, Rental Car				
Tips Outside Services/Contracted Labor:	18			
Office Help/Office Manager/Office Assistant	19		YE	s. No:
Cleaning Services	20			
Repairs and Maintenance				
Other Business Expenses: • Bank/Propay/Credit Card service charges, fees	21		YE	S. NO:
 Dovetailing paid to another Consultant 	22		YE	s. No: N
 Dues & Subscriptions (magazines, publications, 			1 L	J INU:
networking meetings, chamber of commerce, etc) • Equipment Rentals	23		YE	S. NO: L
Finance Charges/Interest paid on business loans	24		YE	s. No:
Non-Product GiftsInsurance (business liability on Inventory)			12	
Legal and Professional Fees (accountants, attorneys)	25		YE	S NO:
• Linnan and Fran	<i>Monthly</i> Totals		مامال (مامم الم	
Meeting Room Rentals/Studio Rent Non-collected sales tax on personal use products	,	Ke	etail Sales for	<u> </u>
Postage and Delivery	Child Care:			
 Team/Unit Prizes Section 2 Items (look books, party supplies, Starter Kit) 	Health Insurance:			
Red Jacket/Director or National Suit	Mortgage/Rent:			
Buzz Kit (Directors)				
 Miscellaneous Business Supplies 	Mileage:			

KEY LEADERS I'M WORKING WITH THIS MONTH!				
LEADER:	LEADER:			
LEADED	LEADED			
LEADER:	LEADER:			
LEADER:	LEADER:			

KEY LEADERS I'M WORKING WITH THIS MONTH!				
LEADER:	LEADER:			
LEADED	LEADED			
LEADER:	LEADER:			
LEADER:	LEADER:			

PERSONAL RETAIL SALES MONTHLY GOAL: \$

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax. Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

<u>Date</u>	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
1		Total Sales on the 1st	Deduct Sales on 1st from goal
2		+ Total Sales for the 2nd	- Total Sales for the 2nd
		= Total of Sales to Date	= New Total from your Goal
3		+	
		=	
4		+	
		=	
5		+	
		=	
6		+	
		=	
7		+	
		=	
8		+	
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9		+	
		=	
10		+	
		=	
11		+	
		=	
12		+	
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13		+	
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14		+	
		=	
15		+	
		=	

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<u>Date</u>	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
	Totals transferred from the front		
16		+	
		=	
17		+	
		=	
18		+	
		=	
19		+	
		=	
20		+	
		=	
21		+	
		=	
22		+	
		=	
23		+	
		=	
24		+	
		=	
25		+	
		=	
26		+	
		=	
27		+	
		=	
27		+	
		=	
29		+	
		=	
30			
31			

PERFECT START (15 Faces) OR POWER START (30 Faces) TRACKING SHEET Appt Date # of Total 2nd Appt Shared the **New Team** Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places! Appt Date # of Total 2nd Appt Shared the **New Team** Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

SHARING THE MARY KAY OPPORTUNITY

MARY KAY

THE 4 P's QUESTIONS

You can use the 4 P's questions as a tool to connect with potential team members on a deeper level. These questions focus on the driving force behind their success, which has more to do with their attitude and what motivates them rather than their skill or knowledge.

- 1. Would you mind telling me a little about yourself? (PICTURE)
- 2. What brings you joy? (PURPOSE)
- Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- Let's dream for a minute. If money and time were not an issue, what dream would you like to be living a year from now? (POSSIBILITIES)

You can write her answers down and refer to her responses during subsequent conversations.

These questions help you to:

- Find out who she is.
- Understand what brings her joy.
- Understand what she is most passionate about.
- ✓ Bring her back to her "why" to keep her motivated.
- Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

1. Busy People

- They know how to prioritize.
- Typically good time managers
- Easy to train
- Average consultant works a full time job, is married &/or has children.

2. More Month Than Money

- Motivated to find a way to make more money
- Goal oriented and ambitious
- Women tend to be more creative with money

3. Not The Sales Type

- Not pushy, but informative
- Like people and want to build relationships instead of just "getting a sale".
- Not aggressive.
- · Genuinely want to serve.

4. Don't Know A Lot of People

- Friends and Family will not be best clients
- Wonderful way to meet new people and circles of friends.
- Developing clients is covered in training resources, tips and ideas from other consultants.

5. Family Oriented

- Motivated by the needs of their family
- Their family is their reason, not their excuse
- Want more for their family.
- · Pass on good work ethic to children
- Want a balanced life with priorities in order.

6. Decision Maker

- Does not procrastinate
- Takes one step at a time on their time-table.
- Live by their dreams and not their circumstances.

6 Reasons People Choose a Mary Kay Business

1. Money

- 50% Profit
- 2 Avenues of Income: Selling & Sharing
- Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.

2. Recognition

- Prizes weekly, monthly, quarterly & yearly.
- Many people don't get recognized for a job well done!
- Praise People to Success!

3. Self Esteem & Personal Growth

- Like a college education in people skills but getting paid while learning.
- Learn to step out of their comfort zone.
- Spiritual, Emotional, & Professional Growth

4. Cars (As a Director)

- Approximately 85% insurance is paid by Mary Kay
- Build a team from 5 to 16 in 1-4 months with wholesale requirements.
- Cash Option: \$425, \$525, \$925 or \$1400 monthly.

5. Advantages & Advancement

- Advance at their own pace with flexibility.
- Tax deductions, mileage, and so much more.
- No quotas or territories
- Family Security Retirement Plan for NSD's.

6. Being Your Own Boss

- \$130 Investment to get started
- Inventory is optional with a 90% buyback guarantee
- Get to decide your own income, schedule and future.

^{*}Avg amounts are estimates. Your results may vary.

MY SHARING APPOINTMENTS AT-A-GLANCE

DETAILED INFO UNDER THE SHARING SECTION

MONTH:		
--------	--	--

MY PERSONAL SHARING APPOINTMENTS: HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!					
NAME:	NAME:				
1.	11.				
2.	12.				
3.	13.				
4.	14.				
5.	15.				
6.	16.				
7.	17.				
8.	18.				
9.	19.				
10.	20.				
MY UNIT SHARING APPOINTMENTS: HIGHLIGHT THE ON	NES THAT START THEIR BUSINESS THIS MONTH!				
1.	21.				
2.	22.				
3.	23.				
4.	24.				
5.	25.				
6.	26.				
7.	27.				
8.	28.				
9.	29.				
10.	30.				
11.	31.				
12.	32.				
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15.	35.				
16.	36.				
17.	37.				
18.	38.				
19.	39.				
20.	40.				

MY UNIT SHARIN	G APPOINTMENTS	: HIGHLIGHT THE (ONES THAT START	THEIR BUSINESS	THIS MONTH!	
41.			71.			
42.			72.			
43.			73.			
44.			74.			
45.			75.			
46.			76.			
47.			77.			
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51.			81.			
52.			82.			
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65.			95.			
66.			96.			
67.			97.			
68.			98.			
69.			99.			
70.			100.			
		SHARING	RESULTS			
Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non-Personal Unit Members	TOTAL	
	+	=	+	=		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	1.		
	2.		
	3.		
	4.		
	5.		
	6.		
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Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	11.		
	12.		
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	40		
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	19.		
	20.		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	21.		
	22.		
	23.		
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	26.		
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	28.		
	29.		
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	30.		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	31.		
	32.		
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Cell Guest Event/ PPP Notes	
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49.	
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NEW CONSULTANTS

NEW PERSONAL & UNIT MEMBERS Month: _____

	START DATE	NAME	15TH DAY	Cell #	Started NC Info Sheet	First Order Amount
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
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13						
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20						

	START DATE	NAME	15TH DAY	Cell #	Started NC Info Sheet	First Order Amount
21						
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Girls Love Pearls Tracking

Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket



Girls Love Pearls Tracking

Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

SUNDAY BRAIN DUMP for the week of AUGUST 4 - AUGUST 10 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.	

Weekly Plan Sheet from **AUGUST 4**

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to AUGUST 10

Thursday, August 8	Friday, August 9	Saturday, August 10	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 ::15	6 ::15	6 ::15	GOD: Devotion, Church, Bible Study, Faith
:45	:30	:30	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
8 :15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
:45	:45	:45	INCOME PRODUCING
9 ::15	9 :15	9 ::15	ACTIVITY
:30	:30	:30	Booking Appointments
10	:45	:45 10	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
:45 11	:45	:45	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30	:30	-
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:30	:30	:30	1
1	1	1	# Faces This Week:
:15	:15	:15	
:45	:45	:45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15	-
:45	:45	:45	
3 :15	3 :15	3 :15	40% Profit:
:30	:30	:30	
:45	:45	:45	TRACKING MY STAR
4 :15	4 :15	4 :15	Wholesele Orders This Week
:30	:30	:30	Wholesale Orders This Week:
:45	·45 5	±45 5	
5 :15	:15	:15	Amount Needed to Finish Star:
:30	:30	:30	Amount Needed to Fillion Star.
:45	:45	:45	┨
:15	:15	:15	Unit Stars to Date
:30	:30	:30	Unit Stars to Date:
7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:45	:45	:45	
9	9	9	Team Sharing Appts:
:15	:15	:15	New Team Members:
:45	:45	:45	Total Total Monitorio.

SUNDAY BRAIN DUMP for the week of AUGUST 11 - AUGUST 17 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!
3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Weekly Plan Sheet from **AUGUST 11**

Sunday, August 11	Monday, August 12	Tuesday, August 13	Wednesday, August 14
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30 :45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9 ::15	9 :15	9 :15	9 :15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30 :45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1 :15	1 :15	:15	1 :15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30 :45	:30 :45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
7	:45	·45 7	·45 7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

to AUGUST 17

Thursday, August 15	Friday, August 16	Saturday, August 17	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 ::15	6	6 ::15	GOD: Devotion, Church, Bible Study, Faith
:30	:30	:30	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
8 :15	8 :15	:15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY Booking Appointments
:30	:30	:30	Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	Chaining the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30	:30	B001(III100) 17(020 1(2002))
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:30	:30	:30	# bookings next week
1	1	1	# Faces This Week:
:15	:15	:15	
:30	:30	:30	PERSONAL SALES RESULTS
2	2	2	T
:15	:15	:15	Total Sales This Week:
:30	:30	:30	
3	3	3	-
:15	:15	:15	40% Profit:
:30	:30	:30	
4	45	:45 4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30	:30	Wholesale Orders This Week.
:45	5	5	-
5 ::15	:15	:15	Amount Nooded to Finish Ctar
:30	:30	:30	Amount Needed to Finish Star:
:45	:45	:45	
6 ::15	6 ::15	6 ::15	
:30	:30	:30	Unit Stars to Date:
:45	:45	:45	
7 ::15	7 ::15	<u>7</u> :15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
:45	:45	:45	Personal Sharing Appts:
8 :15	8 ::15	8 :15	
:30	:30	:30	New Personal Team Members
:45	:45	:45	Team Sharing Appter
9:15	9 :15	9 :15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of AUGUST 18 - AUGUST 24 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.	
o. I all o riigh and o inculant from your to do not and transfer them to your daily business a personal to do note.	

NOTES

Weekly Plan Sheet from **AUGUST 18**

Sunday, August 18	Monday, August 19	Tuesday, August 20	Wednesday, August 21
6 ::15	6 :15	6	6 :15
:30	:30	:30	:30
45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
30 45	:30	:30 :45	:30 :45
8	8	8	8
15	:15	:15	:15
:30	:30	:30	:30
45	:45	:45	:45
9	9 :15	9 :15	9 :15
:15	:30	:30	:30
45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
445	:45	:45	:45
11 :15	11 :15	11	11 :15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:45	:30 :45	:30 :45	:30 :45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15 :30	:15	:15	:15
45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 ::15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
.30 .45	:30	:30 :45	:30 :45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
30	:30	:30	:30
45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
245	:45	45	:45
9 :15	9 :15	9 :15	9 :15
:30	:30	:30	:30
45	:45	:45	:45

to AUGUST 24

Thursday, August 22	Friday, August 23	Saturday, August 24	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 :115	6 :15	6 ::15	GOD: Devotion, Church, Bible Study, Faith
:30	:30 :45	:30	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
8 :15	:15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
:45	:45	:45	INCOME PRODUCING
9 :15	9 :15	9 :15	ACTIVITY
:30	:30	:30	Booking Appointments
:45 10	:45 10	10	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30	:30	-
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:30	:30 :45	:30	
1	1	1	# Faces This Week:
:15	:15 :30	:15	
:45	:45	:45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15	_
:45	:45	:45	
3 :15	:15	3 :15	40% Profit:
:30	:30	:30	
:45	:45	:45	TRACKING MY STAR
:15	4 :15	:15	NAMe aleccia Ordera This Machin
:30	:30	:30	Wholesale Orders This Week:
:45	:45	:45	-
5 :15	5 :15	5 :15	Amount Needed to Finish Star:
:30	:30	:30	Amount Needed to Finish Staf.
:45	:45	:45	┨
:15	:15	:15	Unit Stare to Date:
:30	:30	:30 :45	Unit Stars to Date:
:45 7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY
:30 :45	:30 :45	:30	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:45	:30 :45	:30	I 146M I GISONAL IGANI MENDEIS
9	9	9	Team Sharing Appts:
:15	:15	:15	New Team Mombors:
:30	:45	:30	New Team Members:

SUNDAY BRAIN DUMP for the week of AUGUST 25 - AUGUST 31 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list:
HIGH : Has to do with people -or- MEDIUM : Paper or Process that Supports People -or- LOW : Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Weekly Plan Sheet from **AUGUST 25**

Sunday, August 25	Monday, August 26	Tuesday, August 27	Wednesday, August 28
6 ::15	6 :15	6 :15	6 115
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30 :45	:30	:30
8	8	8	8
:15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
9	9 :15	9 :15	9 :15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15 :30	:15
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2 :15	2 :15	2 :15	2 :15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45 7	:45	:45	:45
7 :15	7 :15	7 :15	115
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:45	:30 :45	:30	:30
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

to AUGUST 31

Thursday, August 29	Friday, August 30	Saturday, August 31	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 :15	6 :15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
8 :15	:15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
:45	:45	:45	INCOME PRODUCING
:15	9	9	ACTIVITY
:30	:30	:30	Booking Appointments
:45	:45	:45	Coaching Calls Team Phone Calls
:15	10 :15	10 :15	Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
:45	:45	:45	Sharing the Opportunity
11 :15	11	11 :15	
:30	:30	:30	BOOKINGS/ FACES RESULTS
:45	:45	:45	# Booking Held This Week:
12 :15	.15	12 :15	-
:30	:30	:30	# Bookings Next Week:
:45	:45	:45	# Faces This Week:
:15	:15	:15	" T deed Thie Week.
:30	:30	:30	PERSONAL SALES RESULTS
:45	2	:45	_
2 :15	Z	Z :15	Total Sales This Week:
:30	:30	:30	
3	:45 3	:45	
:15	:15	:15	40% Profit:
:30	:30	:30	
:45 4	:45	:45 4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30	:30	Wholosaid Grasis This Wook.
5	:45	:45	-
:15	:15	:15	Amount Needed to Finish Star:
:30	:30	:30	/ amount nocucu to r illish otal.
:45	:45	:45	┨
:15	:15	:15	Unit Stars to Dato:
:30	:30	:30 :45	Unit Stars to Date:
:45 7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY
:30 :45	:30 :45	:30 :45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	Now Personal Toom Marchan
:30 :45	:30 :45	:30 :45	New Personal Team Members
9	9	9	Team Sharing Appts:
:15	:15	:15	
:30	:30 :45	:30	New Team Members:
:45	.40	.40	

NOTES



MY SUCCESS PLAN

SEPTEMBER 2024





SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1	2 Labour Day	3	4
8	9 Fall/Holiday Products Early Order for PCP/Stars Begins	10	11
	Top Director Trip 2	2024, Maui, Hawaii	Top Director Prestige Trip 2024, Kona, Hawaii
15 Winter PCP Enrollment Begins	16 Fall/Holiday Products Official Launch	17	18
22 1st Day of Fall	23	24	25
29	30 Q1 Star Ends		

"Give yourself something to work toward constantly." ~ Mary Kay Ash



THURSDAY	FRIDAY	SATURDAY	OCTOBER						
5	6	7	S	M	T	W	T	F	S
			6	7	8	9	3 10	11	5 12
Top Di	rector Trip 2024, Maui,	Hawaii	13	14	15	16	17	18	19
134			20	21	22	23	24	25	26
			27	28	29	30	31		
12	13 Mary Kay 61st Anniversary	14			No	ote	es:		
Top Directo	or Prestige Trip 2024, Ko	ona, Hawaii	_						
19	20	21							
26	27	28							



20 NEW UNIT MEMBERS 5 or more New Personal Team Members (Highlighted) Initial Order: Initial Order: Initial Order: Initial Order: Initial Order: Initial Order: Initial Order Initial Order: Initial Order: Initial Order: Initial Order: Initial Order: 16 Initial Order: Initial Order: 17 Initial Order: Initial Order 18 Initial Order: Initial Order: 19 Initial Order Initial Order 10 20

2ND QUARTER STARS! 5 = \$300 Bonus THIS MONTH + \$50 with each additional one! 1 7 13 2 8 14 3 9 15 4 10 16 5 11 17 6 12 18

PLACE PICTURE OF TOP DIRECTOR/PRESTIGE TRIP HERE!

WHOLESALE GOAL: \$				
	Date	Wholesale	Wholesale Needed	
	5th			
	10th			
	15th			
	20th			
	25th			
	30th			
	Finished	d With:		

LEADERS IN RED!	SENIOR CONSULTANTS

4 OR MORE NEW QUALIFIED CONSULTANTS THIS MONTH! (Highlight Personal Qualified Team Members) 4 Qualified in a Month = \$400 Bonus + \$100 for each additional Qualified Unit Member up to \$1,000!					
1	4	7			
2	5	8			
3	6	9			
PERSONAL & UNIT GOALS	BEGINNING OF THE MONTH:	END OF THE MONTH:			
Unit Club Goal:					
Court of Personal Sales:					
Court of Personal Sharing:					
Car Production:					
Unit Size Goal:					

My Monthly Sales Goal Tracking Sheet

"Give yourself something to work toward. Constantly. A good goal is like a strenuous exercise - it makes you stretch." - Mary Kay Ash

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
	Ψ	40 = \$
Ready. Set. GOAL!	Projected Month Totals: 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT! Halfway There! I CAN DO IT!	Picture of Your Goal!	## Track Your Wholesale! \$1,700
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your director your sister consultants by the 5t	i and th!
Break y goal in bite si chunk	to 5% Section 2/ Supplies:	

Total:

Cheque Calculator Month 17 **MONTHLY**

Projected Unit Wholesale Production:	Month/Quarter:
Actual Unit Wholesale Production:	Projected Pay:

¢	Personal Sales	
≯	Section 1 @ 50%	
=		

Unit Wholesale Prod.

\$5,500 or more = 23%\$4,500 to \$5,499.99 = 13% 44,499.99 or less = 9%Monthly Production x _____ %

_	_		_			
D-4	ᄾ		:	_	_	_
Pro	υu	uc	JLI	O		=

Personal Team

1-4 active = 4%5 + active = 9%5+ placing \$225 w/s and personal \$600 w/s = 13% \$ Team Prod x

Personal Team =

STAR Bonus

Five Stars = \$300 Six or more Stars = \$50 for ea. addl.

Quarters Ending: Sept 30 / Dec 31 / Mar 31 / Jun 30

of Stars:

Star Bonus =

Personal Team Building

\$100 bonus for each new personal qualified unit member # of New Qual. _____ x \$100

	PTB	Bonus	=
--	------------	--------------	---

Car Cash Compensation

Only if Opting for Cash

	_
Car	Comp.
Grand Achiever	\$500
Premier Club	\$700
Cadillac	\$1,200

_		
Car	Cach	-

Seminar Bonuses

• Each New Offspring Director: \$1,000

• New Cadillac Bonus: \$1,000

• Higher Unit Club: \$1,000

Seminar Bonus =

New Director Bonuses

A new Sales Director is entitled to a \$1,000 First-Year Sales Director Program bonus when she achieves each of the following First-Year Sales Director program challenges:

- On the Move = \$1,000
- Fab 50's = \$1,000
- Honor Society = \$1,000

New Dir. Bonus =

Unit Development

Qualified New Unit Members \$400 bonus with 4 new qual. \$100 for each additional qual. (Maximum of 10)

1.	
2.	
2	

٥.			
4			

5.	

U.				
7				

8.				

9.	

10.						

Devel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

Wholesale Amount x % Paid

		% P	aid
Pers. Unit Monthly W/S	# Offspring Units	1st Line	2nd Line
\$4,500	One to Two	5.0%	
	Three to Four	6.0%	
	Five to Seven	7.0%	1.0%
	Eight or more	7.0%	1.0%

Offspring Bonus =

Monthly Expense Tracking

Track your Expenses for the month here. Keep all your business receipts for the month in an envelope or file folder. You will also want to track your mileage on paper or with an app. At the end of the year turn in your Monthly Expense pages, Mileage Trackers and receipts in to your accountant, or use them to file your taxes yourself.

Tax Deduction Categories:	Expense:	Category:	Amount:	Receipt:
Advertising Expenses:	1		VE	
 Booths Product Gifts (Including the retail tax you paid) 				
 Demo Products (Including the retail tax you paid) 	2		YE	S. NO:
Printed MaterialPreferred Customer Program	3			s. No: N
Bad Debts:				
 Uncollected Sales or Sales Tax 	4			
Charitable Donations:	5		YE	S. NO:
 Cash/Product Donations 	6			
Car Expenses: Gas/Car Wash (If you drive a company vehicle)				
Maintenance/Repairs/Oil	7		YE	S. NO:
Insurance/Lease Car Payments/Auto Loan Interest /	8		VE	S. NO: N
License & Registration • Parking/Tolls				
Education/Training:	9		YE	S. NO:
Conferences/Workshops/Meeting Fees	10			s. No: N
Books/Audio Training				
Meals & Entertainment: Coffee Appointments/Luncheons/Brunches	11			
 Meals on trips (@50%) 	12		YE	S. NO:
Star Party or other outings	13			
Office Expenses:				
 Computer/Internet Expenses Phone Expenses 	14		YE	S. NO:
 Office Equipment (computers, desk, printers, etc) 	15		VE	s \square NO: \square
• Misc Office Supplies				
Travel Expenses: • Airfare	16		YE	S. NO:
• Hotel	17		VE	s \square NO: \square
• Cabs, Parking, Rental Car				
Tips Outside Services/Contracted Labor:	18			
Office Help/Office Manager/Office Assistant	19		YE	s. No:
Cleaning Services	20			
Repairs and Maintenance				
Other Business Expenses: • Bank/Propay/Credit Card service charges, fees	21		YE	S. NO:
 Dovetailing paid to another Consultant 	22		YE	s. No: N
 Dues & Subscriptions (magazines, publications, 			1 L	J INU:
networking meetings, chamber of commerce, etc) • Equipment Rentals	23		YE	S. NO:
Finance Charges/Interest paid on business loans	24		YE	s. No:
Non-Product GiftsInsurance (business liability on Inventory)			12	
Legal and Professional Fees (accountants, attorneys)	25		YE	S NO:
• Linnan and Fran	<i>Monthly</i> Totals		مامال (مامم الم	
Meeting Room Rentals/Studio Rent Non-collected sales tax on personal use products	,	Ke	etail Sales for	<u> </u>
Postage and Delivery	Child Care:			
 Team/Unit Prizes Section 2 Items (look books, party supplies, Starter Kit) 	Health Insurance:			
Red Jacket/Director or National Suit	Mortgage/Rent:			
Buzz Kit (Directors)				
 Miscellaneous Business Supplies 	Mileage:			

KEY LEADERS I'M WORKING WITH THIS MONTH!					
LEADER:	LEADER:				
LEADED	LEADED				
LEADER:	LEADER:				
LEADER:	LEADER:				

KEY LEADERS I'M WORKING WITH THIS MONTH!					
LEADER:	LEADER:				
LEADED	LEADED				
LEADER:	LEADER:				
LEADER:	LEADER:				

PERSONAL RETAIL SALES MONTHLY GOAL: \$

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax. Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

<u>Date</u>	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
1		Total Sales on the 1st	Deduct Sales on 1st from goal
2		+ Total Sales for the 2nd	- Total Sales for the 2nd
		= Total of Sales to Date	= New Total from your Goal
3		+	
		=	
4		+	
		=	
5		+	
		=	
6		+	
		=	
7		+	
		=	
8		+	
		=	
9		+	
		=	
10		+	
		=	
11		+	
		=	
12		+	
		=	
13		+	
		=	
14		+	
		=	
15		+	
		=	

N// NNI	TH OF:		
1016 71 8	11111.		

<u>Date</u>	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
	Totals transferred from the front		
16		+	
		=	
17		+	
		=	
18		+	
		=	
19		+	
		=	
20		+	
		=	
21		+	
		=	
22		+	
		=	
23		+	
		=	
24		+	
		=	
25		+	
		=	
26		+	
		=	
27		+	
		=	
27		+	
		=	
29		+	
		=	
30			
31			

PERFECT START (15 Faces) OR POWER START (30 Faces) TRACKING SHEET Appt Date # of Total 2nd Appt Shared the New Team Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places! Appt Date # of Total 2nd Appt Shared the **New Team** Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

SHARING THE MARY KAY OPPORTUNITY

MARY KAY

THE 4 P's QUESTIONS

You can use the 4 P's questions as a tool to connect with potential team members on a deeper level. These questions focus on the driving force behind their success, which has more to do with their attitude and what motivates them rather than their skill or knowledge.

- 1. Would you mind telling me a little about yourself? (PICTURE)
- 2. What brings you joy? (PURPOSE)
- Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- Let's dream for a minute. If money and time were not an issue, what dream would you like to be living a year from now? (POSSIBILITIES)

You can write her answers down and refer to her responses during subsequent conversations.

These questions help you to:

- Find out who she is.
- Understand what brings her joy.
- Understand what she is most passionate about.
- ✓ Bring her back to her "why" to keep her motivated.
- Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

1. Busy People

- They know how to prioritize.
- Typically good time managers
- Easy to train
- Average consultant works a full time job, is married &/or has children.

2. More Month Than Money

- Motivated to find a way to make more money
- Goal oriented and ambitious
- Women tend to be more creative with money

3. Not The Sales Type

- Not pushy, but informative
- Like people and want to build relationships instead of just "getting a sale".
- Not aggressive.
- · Genuinely want to serve.

4. Don't Know A Lot of People

- Friends and Family will not be best clients
- Wonderful way to meet new people and circles of friends.
- Developing clients is covered in training resources, tips and ideas from other consultants.

5. Family Oriented

- Motivated by the needs of their family
- Their family is their reason, not their excuse
- Want more for their family.
- · Pass on good work ethic to children
- Want a balanced life with priorities in order.

6. Decision Maker

- Does not procrastinate
- Takes one step at a time on their time-table.
- Live by their dreams and not their circumstances.

6 Reasons People Choose a Mary Kay Business

1. Money

- 50% Profit
- 2 Avenues of Income: Selling & Sharing
- Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.

2. Recognition

- Prizes weekly, monthly, quarterly & yearly.
- Many people don't get recognized for a job well done!
- Praise People to Success!

3. Self Esteem & Personal Growth

- Like a college education in people skills but getting paid while learning.
- Learn to step out of their comfort zone.
- Spiritual, Emotional, & Professional Growth

4. Cars (As a Director)

- Approximately 85% insurance is paid by Mary Kay
- Build a team from 5 to 16 in 1-4 months with wholesale requirements.
- Cash Option: \$425, \$525, \$925 or \$1400 monthly.

5. Advantages & Advancement

- Advance at their own pace with flexibility.
- Tax deductions, mileage, and so much more.
- No quotas or territories
- Family Security Retirement Plan for NSD's.

6. Being Your Own Boss

- \$130 Investment to get started
- Inventory is optional with a 90% buyback guarantee
- Get to decide your own income, schedule and future.

^{*}Avg amounts are estimates. Your results may vary.

MY SHARING APPOINTMENTS AT-A-GLANCE

DETAILED INFO UNDER THE SHARING SECTION

MONTH:		
--------	--	--

MY PERSONAL SHARING APPOINTMENTS: HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!					
NAME:	NAME:				
1.	11.				
2.	12.				
3.	13.				
4.	14.				
5.	15.				
6.	16.				
7.	17.				
8.	18.				
9.	19.				
10.	20.				
MY UNIT SHARING APPOINTMENTS: HIGHLIGHT THE ON	NES THAT START THEIR BUSINESS THIS MONTH!				
1.	21.				
2.	22.				
3.	23.				
4.	24.				
5.	25.				
6.	26.				
7.	27.				
8.	28.				
9.	29.				
10.	30.				
11.	31.				
12.	32.				
13.	33.				
14.	34.				
15.	35.				
16.	36.				
17.	37.				
18.	38.				
19.	39.				
20.	40.				

MY UNIT SHARIN	G APPOINTMENTS	: HIGHLIGHT THE (ONES THAT START	THEIR BUSINESS	THIS MONTH!
41.			71.		
42.			72.		
43.			73.		
44.			74.		
45.			75.		
46.			76.		
47.			77.		
48.			78.		
49.			79.		
50.			80.		
51.			81.		
52.			82.		
53.			83.		
54.			84.		
55.			85.		
56.			86.		
57.			87.		
58.			88.		
59.			89.		
60.			90.		
61.			91.		
62.			92.		
63.			93.		
64.			94.		
65.			95.		
66.			96.		
67.			97.		
68.			98.		
69.			99.		
70.			100.		
		SHARING	RESULTS		
Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non-Personal Unit Members	TOTAL
	+	=	+	=	

SHARING APPOINTMENT DETAILS

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	1.		
	2.		
	3.		
	4.		
	5.		
	6.		
	7.		
	8.		
	0		
	9.		
	10.		

Cell Guest Event/ PPP Notes	
11.	
12.	
13.	
13.	
13.	
14.	
15.	
16.	
17.	
40	
18.	
19.	
20.	

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	21.		
	22.		
	23.		
	24.		
	<u></u>		
	25.		
	26.		
	27.		
	28.		
	29.		
	<i>L</i> J.		
	30.		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	31.		
	32.		
	33.		
	34.		
	ОТ.		
	35.		
	36.		
	37.		
	38.		
	39.		
	00.		
	40.		

Cell Guest Event/ PPP Notes	
41. 42. 43. 44. 45.	
42.	
43.	
43. 44. 45.	
43. 44. 45.	
44.	
44.	
44.	
45.	
45.	
45.	
46.	
46.	
46.	
47.	
40	
48.	
49.	
50.	

NEW CONSULTANTS

NEW PERSONAL & UNIT MEMBERS Month: _____

	START DATE	NAME	15TH DAY	Cell #	Started NC Info Sheet	First Order Amount
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						

	START DATE	NAME	15TH DAY	Cell #	Started NC Info Sheet	First Order Amount
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						
32						
33						
34						
35						
36						
37						
38						
39						
40						



Girls Love Pearls Tracking

Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket



Girls Love Pearls Tracking

Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

SEPTEMBER

SUNDAY BRAIN DUMP for the week of SEPTEMBER 1 - SEPTEMBER 7 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Weekly Plan Sheet from **SEPTEMBER 1**

Sunday, September 1	Monday, September 2	Tuesday, September 3	Wednesday, September 4
6 :15	6	6	6 :15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15 :30	:15	:15
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15 :30	:15 :30	:15
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15 :30	:15	:15
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15 :30	:15 :30	:15
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5 :15	5
:15	:15 :30	:30	:15
145	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
.00	130 145	:45	:45

to **SEPTEMBER 7**

		1	
Thursday, September 5	Friday, September 6	Saturday, September 7	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 ::15	6 :15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:30 :45	:30 :45	:30 :45	Booking Appointments Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:45	:45	:30	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:45	:45	# Booking Held This Week:
12 :15	12 :15	12 :15	1
:30	:30	:30	# Bookings Next Week:
:45	:45	:45	# Faces This Week:
1 :15	:15	115	
:30	:30	:30	PERSONAL SALES RESULTS
2 2	·45 2	·45 2	
:15	:15	:15	Total Sales This Week:
:30 :45	:30 :45	:30 :45	
3	3	3	40% Profit:
:15	:15	:15	-TO /0 1 1011t
:45	:30	i30 i45	TRACKING MY STAR
4	4	4	
:15	:15	:15	Wholesale Orders This Week:
:45	:45	:45	
5:15	5 :15	5 :15	
:30	30	:30	Amount Needed to Finish Star:
:45	:45	:45	
:15	:15	:15	Halt Oleve L. D. :
:30	:30	:30	Unit Stars to Date:
7	·45 7	·45 7	
:15	:15	:15	SHARING THE OPPORTUNITY
:30	30 45	:30 :45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:45	30 45	:30	
9	9	9	Team Sharing Appts:
:15	:15	:15	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of SEPTEMBER 8 - SEPTEMBER 14 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Weekly Plan Sheet from **SEPTEMBER 8**

Sunday, September 8	Monday, September 9	Tuesday, September 10	Wednesday, September 11
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
7	·45 7	:45	7
:15	:15	:15	:15
:30	:30	:30	:30
8	8	8	:45 8
:15	:15	:15	:15
:30	:30	:30	:30
:45	45	:45	:45
9 :15	9 :15	9 :15	9 ::15
:30	:30	:30	:30
:45	:45	:45	:45
10 :15	10 :15	10 :15	10 :15
:30	:30	:30	:30
:45	:45	:45	:45
11 :15	11 :15	11 :15	11 :15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12 :15
:15	:15 :30	:15	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:45	:30 :45	:30	:30
3	3	3	3
:15	:15	:15	:15
:45	:30 :45	:30	:30
4	4	4	4
:15	:15	:15	:15
:30	30	:30	:30
5	·45 5	5	5
:15	:15	:15	:15
:30	30	:30	:30
6	·45 6	:45	·45 6
:15	:15	:15	:15
:30	:30	:30	:30
7	·45 7	:45	·45 7
:15	<i>I</i> :15	:15	:15
:30	:30	:30	:30
:45	·45	:45	:45
8 :15	8 :15	8 :15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9 :15	9 :15	9 :15	9 :15
:30	:30	:30	:30
:45	:45	:45	:45

to **SEPTEMBER 14**

Thursday, September 12	Friday, September 13	Saturday, September 14	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6	6 :15	6	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
8 :15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:30	:30	:30	Booking Appointments
10	:45 10	·45 10	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30	:30	30	Customer Follow-Up Calls
·45 11	:45 11	:45 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30	:30	BOOKINGS/TACES RESULTS
¹⁴⁵	:45 12	:45 12	# Booking Held This Week:
:15	:15	:15	# Pookings Nevt Week
:30	:30 :45	:30 :45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15	:15	
:30	:30 :45	:30 :45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15	Total Sales Trils Week.
:30	:30 :45	:30 :45	
3	3	3	400/ Draft
:15	:15	:15	40% Profit:
:30	:30	:30 :45	TDACKING MAY STAD
4	4	4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30	:30 :45	
5	5	5	
:15	:15	:15	Amount Needed to Finish Star:
:30	:45	:30 :45	
6	6	6	
:15	:15	:15 :30	Unit Stars to Date:
:45	:45	:45	
7	7	7	CHADING THE ODDODTHNITY
:15	:15 :30	:15	SHARING THE OPPORTUNITY RESULTS
:45	:45	:45	
8	8	8	Personal Sharing Appts:
:15	:15	:15 :30	New Personal Team Members
:45	:45	:45	
9	9:15	9 :15	Team Sharing Appts:
:15	:15	:30	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of SEPTEMBER 15 - SEPTEMBER 21 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.
o. I dil o riigit di do modianti fronti yodi to do liot di di danolo: di citi to yodi daliy basinoso di personali to do lioto.

NOTES

Weekly Plan Sheet from **SEPTEMBER 15**

Sunday, September 15	Monday, September 16	Tuesday, September 17	Wednesday, September 18
	6 :15	6 :15	6 :15
:30	:30	:30	:30
:45	:45	:45	:45
	7	7	7
:15	:15	:15	:15
:30 :45	:30	:30	:30 :45
	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
	9	9	9
:15	:15	:15	:15
	:30 :45	:30	:30 :45
45 10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
45	:45	:45	:45
12 ::15	12 :15	12 :15	12 :15
:30	:30	:30	:30
	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2 :15	2	2	2
:10	:15	:15	:15
:45	:45	:45	:45
	3	3	3
	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
	4	4	4
:15	:15	:15	:15
:30	:45	:45	:45
	5	5	5
	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
	6	6	6
	:15	:15	:15
45	:30 :45	:30	:30 :45
7	7	7	7
	:15	:15	<i>f</i> :15
	:30	:30	:30
:45	:45	:45	:45
	8	8	8
	:15	:15	:15
	:30	:30	:30
:45	:45	:45	:45
9:15:	9 :15	9 :15	9 :15
:30	:30	:30	:30

to **SEPTEMBER 21**

Thursday, September 19	Friday, September 20	Saturday, September 21	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 :15	6 :15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
8 :15	115	8 :15	Exercise, Hair, Nails, Coffee with
:30	30	:30	Friends, etc
:45	:45	:45	INCOME PRODUCING
9 :15	9 :15	9 :15	ACTIVITY
:30	:30	:30	Booking Appointments
10	:45 10	:45 10	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
11	:45 11	:45 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30 :45	:30	:30 :45	BOOKINGS/ FACES RESULTS
12	12	12	# Booking Held This Week:
:15	:15	:15	# Rookings Novt Wook:
:45	:30 :45	:30 :45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15	:15	
:45	:30 :45	:30 :45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15	Total Sales This Week.
:45	:30 :45	:30 :45	
3	3	3	40% Profit:
:15 :30	:15 :30	:15 :30	40 /8 1 1011t.
:45	:45	:45	TRACKING MY STAR
4	4	4	TRACKING WIT STAK
:15	:15	:15 :30	Wholesale Orders This Week:
:45	:45	:45	
5	5	5	
:15	:15	:15 :30	Amount Needed to Finish Star:
:45	:45	:45	
6 :15	6 :15	6 :15	
:30	:10	30	Unit Stars to Date:
:45	:45	:45	
7 :15	7 :15	7 :15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
:45	:45	:45	Personal Sharing Appts:
:15	8 :15	8 :15	1
:30	:30	:30	New Personal Team Members
:45	:45	:45	Team Sharing Apote
9 :15	9 :15	9 :15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of SEPTEMBER 22 - SEPTEMBER 28 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Weekly Plan Sheet from **SEPTEMBER 22**

Sunday, September 22	Monday, September 23	Tuesday, September 24	Wednesday, September 25
6 :15	6 115	6 :15	6 :15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	30	30
8	·45 8	8	·45 8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10 ::15	10 :15	10 :15	10 :15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3 :15	3 :15	3 :15	3 :15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15 :30
:45	:45	:45	:30 :45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	30	30
:45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

to **SEPTEMBER 28**

Thursday, September 26	Friday, September 27	Saturday, September 28	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 :15	6 :15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15 :30	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	·45 9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:30 :45	:30	:30 :45	Booking Appointments Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:45	:30 :45	:30 :45	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	Originity the opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:45	45	# Daaling Held This West.
12	12	12	# Booking Held This Week:
:15	:15	:15 :30	# Bookings Next Week:
:45	:45	:45	1
1 :15	1 :15	1 :15	# Faces This Week:
:30	:30	:30	PERSONAL SALES RESULTS
:45	:45	:45	
:15	2 :15	2 :15	Total Sales This Week:
:30	:30	:30	
3	3	3	
:15	:15	:15	40% Profit:
:30 :45	:30	:30 :45	
4	4	4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:45	:45	:30 :45	
5	5	5	
:15	:15	:15	Amount Needed to Finish Star:
:45	:45	:45	
6	6	6	
:15	:15	:15	Unit Stars to Date:
:45	:45	:45	
7 :15	7 :15	7 :15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
:45	:45	:45	Personal Sharing Appts:
:15	8 :15	8 :15	1
:30	:30	:30	New Personal Team Members
9	:45 9	·45 9	Team Sharing Appts:
:15	:15	:15	il I
:30	:30	30	New Team Members:
:45	:45	:45	

NOTES



MY SUCCESS PLAN

OCTOBER 2024





OCTOBER 2024

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
		1 Q2 Star Begins	2
6	7	8 WINTER Look Book Begins Mailing	Ο
13	14 Thanksgiving Day	15	16 Bosses Day
20	21	22	23
27	28	29 WINTER Look Book Begins Mailing	30

"GOD didn't have time to create a nobody just a somebody." ~ Mary Kay Ash



FRIDAY	SATURDAY			10V	'EM	BEF	}	
Δ	5	S	M	Т	W	T	F	S
Т	0						1	2
		3	4	5	6	7	8	9
								16
					_			23 30
			Lo	Lo			LO	
11	12			No	ote	?S;		
18	19							
25	26 WINTER Director							
	Early Order Begins							
	11 18	4 5 11 12 18 19	4 5 3 10 17 24 11 12 18 19	4 5 S M 3 4 10 11 17 18 24 25 11 19 25 26 WINTER Director	4 5 S M T 3 4 5 10 11 12 17 18 19 24 25 26 18 19 18 19 25 26 26 WINTER Director	4 5 S M T W 3 4 5 6 10 11 12 13 17 18 19 20 24 25 26 27 11 12 Note 18 19	4 5 S M T W T 3 4 5 6 7 10 11 12 13 14 17 18 19 20 21 24 25 26 27 28 18 19 19 19 19 19 19 19 19 19 19 19 19 19	S M T W T F 1 3 4 5 6 7 8 10 11 12 13 14 15 17 18 19 20 21 22 24 25 26 27 28 29 29 20 20 20 20 20 20



20 NEW UNIT MEMBERS 5 or more New Personal Team Members (Highlighted) Initial Order: Initial Order: Initial Order: Initial Order Initial Order: 16 Initial Order: Initial Order: 17 Initial Order: Initial Order: 18 Initial Order: Initial Order: 19 Initial Order: Initial Order 10 20

2ND QUARTER STARS! 5 = \$300 Bonus THIS MONTH + \$50 with each additional one! 1 7 13 2 8 14 3 9 15 4 10 16 5 11 17 6 12 18

PLACE PICTURE OF TOP DIRECTOR/PRESTIGE TRIP HERE!

WHOLESALE GOAL: \$								
Date	Wholesale	Wholesale Needed						
5th								
10th								
15th								
20th								
25th								
30th								
Finished With:								

LEADERS IN RED!	SENIOR CONSULTANTS

4 OR MORE NEW QUALIFIED CONSULTANTS THIS MONTH! (Highlight Personal Qualified Team Members) 4 Qualified in a Month = \$400 Bonus + \$100 for each additional Qualified Unit Member up to \$1,000!							
1	4	7					
2	5	8					
3	6	9					
PERSONAL & UNIT GOALS	BEGINNING OF THE MONTH:	END OF THE MONTH:					
Unit Club Goal:							
Court of Personal Sales:							
Court of Personal Sharing:							
Car Production:							
Unit Size Goal:							

My Monthly Sales Goal Tracking Sheet

"Give yourself something to work toward. Constantly. A good goal is like a strenuous exercise - it makes you stretch." - Mary Kay Ash

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
	Ψ	40 = \$
Ready. Set. GOAL!	Projected Month Totals: 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT! Halfway There! I CAN DO IT!	Picture of Your Goal!	## Track Your Wholesale! \$1,700
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your director your sister consultants by the 5t	i and th!
Break y goal in bite si chunk	to 5% Section 2/ Supplies:	

Total:

Cheque Calculator Month 17 **MONTHLY**

Projected Unit Wholesale Production:	Month/Quarter:
Actual Unit Wholesale Production:	Projected Pay:

¢	Personal Sales	
≯	Section 1 @ 50%	
=		

Unit Wholesale Prod.

\$5,500 or more = 23%\$4,500 to \$5,499.99 = 13% 44,499.99 or less = 9%Monthly Production x _____ %

_	_		_			
D=4	ᄾ		:	_	_	_
Pro	υu	uc	JLI	O		=

Personal Team

1-4 active = 4%5 + active = 9%5+ placing \$225 w/s and personal \$600 w/s = 13% \$ Team Prod x

Personal Team =

STAR Bonus

Five Stars = \$300 Six or more Stars = \$50 for ea. addl.

Quarters Ending: Sept 30 / Dec 31 / Mar 31 / Jun 30

of Stars:

Star Bonus =

Personal Team Building

\$100 bonus for each new personal qualified unit member # of New Qual. _____ x \$100

	PTB	Bonus	=
--	------------	--------------	---

Car Cash Compensation

Only if Opting for Cash

	_
Car	Comp.
Grand Achiever	\$500
Premier Club	\$700
Cadillac	\$1,200

_		
Car	Cach	-

Seminar Bonuses

• Each New Offspring Director: \$1,000

• New Cadillac Bonus: \$1,000

• Higher Unit Club: \$1,000

Seminar Bonus =

New Director Bonuses

A new Sales Director is entitled to a \$1,000 First-Year Sales Director Program bonus when she achieves each of the following First-Year Sales Director program challenges:

- On the Move = \$1,000
- Fab 50's = \$1,000
- Honor Society = \$1,000

New Dir. Bonus =

Unit Development

Qualified New Unit Members \$400 bonus with 4 new qual. \$100 for each additional qual. (Maximum of 10)

1.	
2.	
2	

٥.			
4			

5.	

U.				
7				

8.				

9.	

10.						

Devel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

Wholesale Amount x % Paid

		% P	aid
Pers. Unit Monthly W/S	# Offspring Units	1st Line	2nd Line
\$4,500	One to Two	5.0%	
	Three to Four	6.0%	
	Five to Seven	7.0%	1.0%
	Eight or more	7.0%	1.0%

Offspring Bonus =

Monthly Expense Tracking

Track your Expenses for the month here. Keep all your business receipts for the month in an envelope or file folder. You will also want to track your mileage on paper or with an app. At the end of the year turn in your Monthly Expense pages, Mileage Trackers and receipts in to your accountant, or use them to file your taxes yourself.

Tax Deduction Categories:	Expense:	Category:	Amount:	Receipt:
Advertising Expenses:	1		VE	
 Booths Product Gifts (Including the retail tax you paid) 				
 Demo Products (Including the retail tax you paid) 	2		YE	S. NO:
Printed MaterialPreferred Customer Program	3			s. No: N
Bad Debts:				
 Uncollected Sales or Sales Tax 	4			
Charitable Donations:	5		YE	S. NO:
 Cash/Product Donations 	6			
Car Expenses: Gas/Car Wash (If you drive a company vehicle)				
Maintenance/Repairs/Oil	7		YE	S. NO:
Insurance/Lease Car Payments/Auto Loan Interest /	8		VE	S. NO: N
License & Registration • Parking/Tolls				
Education/Training:	9		YE	S. NO:
Conferences/Workshops/Meeting Fees	10			s. No: N
Books/Audio Training				
Meals & Entertainment: Coffee Appointments/Luncheons/Brunches	11			
 Meals on trips (@50%) 	12		YE	S. NO:
Star Party or other outings	13			
Office Expenses:				
 Computer/Internet Expenses Phone Expenses 	14		YE	S. NO:
 Office Equipment (computers, desk, printers, etc) 	15		VE	s \square NO: \square
• Misc Office Supplies				
Travel Expenses: • Airfare	16		YE	S. NO:
• Hotel	17		VE	s \square NO: \square
• Cabs, Parking, Rental Car				
Tips Outside Services/Contracted Labor:	18			
Office Help/Office Manager/Office Assistant	19		YE	s. No:
Cleaning Services	20			
Repairs and Maintenance				
Other Business Expenses: • Bank/Propay/Credit Card service charges, fees	21		YE	S. NO:
 Dovetailing paid to another Consultant 	22		YE	s. No: N
 Dues & Subscriptions (magazines, publications, 			1 L	J INU:
networking meetings, chamber of commerce, etc) • Equipment Rentals	23		YE	S. NO:
Finance Charges/Interest paid on business loans	24		YE	s. No:
Non-Product GiftsInsurance (business liability on Inventory)			12	
Legal and Professional Fees (accountants, attorneys)	25		YE	S NO:
• Linnan and Fran	<i>Monthly</i> Totals		مامال (مامم الم	
Meeting Room Rentals/Studio Rent Non-collected sales tax on personal use products	,	Ke	etail Sales for	<u> </u>
Postage and Delivery	Child Care:			
 Team/Unit Prizes Section 2 Items (look books, party supplies, Starter Kit) 	Health Insurance:			
Red Jacket/Director or National Suit	Mortgage/Rent:			
Buzz Kit (Directors)				
 Miscellaneous Business Supplies 	Mileage:			

KEY LEADERS I'M WORKING WITH THIS MONTH!			
LEADER:	LEADER:		
LEADED	LEADED		
LEADER:	LEADER:		
LEADER:	LEADER:		

KEY LEADERS I'M WORKING WITH THIS MONTH!			
LEADER:	LEADER:		
LEADED	LEADED		
LEADER:	LEADER:		
LEADER:	LEADER:		

PERSONAL RETAIL SALES MONTHLY GOAL: \$

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax. Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

<u>Date</u>	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
1		Total Sales on the 1st	Deduct Sales on 1st from goal
2		+ Total Sales for the 2nd	- Total Sales for the 2nd
		= Total of Sales to Date	= New Total from your Goal
3		+	
		=	
4		+	
		=	
5		+	
		=	
6		+	
		=	
7		+	
		=	
8		+	
		=	
9		+	
		=	
10		+	
		=	
11		+	
		=	
12		+	
		=	
13		+	
		=	
14		+	
		=	
15		+	
		=	

	T		
NACANI	TH OF:		
1016 71 3			

<u>Date</u>	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
	Totals transferred from the front		
16		+	
		=	
17		+	
		=	
18		+	
		=	
19		+	
		=	
20		+	
		=	
21		+	
		=	
22		+	
		=	
23		+	
		=	
24		+	
		=	
25		+	
		=	
26		+	
		=	
27		+	
		=	
27		+	
		=	
29		+	
		=	
30			
31			

PERFECT START (15 Faces) OR POWER START (30 Faces) TRACKING SHEET Appt Date # of Total 2nd Appt Shared the New Team Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places! Appt Date # of Total 2nd Appt Shared the **New Team** Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

SHARING THE MARY KAY OPPORTUNITY

MARY KAY

THE 4 P's QUESTIONS

You can use the 4 P's questions as a tool to connect with potential team members on a deeper level. These questions focus on the driving force behind their success, which has more to do with their attitude and what motivates them rather than their skill or knowledge.

- 1. Would you mind telling me a little about yourself? (PICTURE)
- 2. What brings you joy? (PURPOSE)
- Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- Let's dream for a minute. If money and time were not an issue, what dream would you like to be living a year from now? (POSSIBILITIES)

You can write her answers down and refer to her responses during subsequent conversations.

These questions help you to:

- Find out who she is.
- Understand what brings her joy.
- Understand what she is most passionate about.
- ✓ Bring her back to her "why" to keep her motivated.
- Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

1. Busy People

- They know how to prioritize.
- Typically good time managers
- Easy to train
- Average consultant works a full time job, is married &/or has children.

2. More Month Than Money

- Motivated to find a way to make more money
- Goal oriented and ambitious
- Women tend to be more creative with money

3. Not The Sales Type

- Not pushy, but informative
- Like people and want to build relationships instead of just "getting a sale".
- Not aggressive.
- · Genuinely want to serve.

4. Don't Know A Lot of People

- Friends and Family will not be best clients
- Wonderful way to meet new people and circles of friends.
- Developing clients is covered in training resources, tips and ideas from other consultants.

5. Family Oriented

- Motivated by the needs of their family
- Their family is their reason, not their excuse
- · Want more for their family.
- · Pass on good work ethic to children
- Want a balanced life with priorities in order.

6. Decision Maker

- Does not procrastinate
- Takes one step at a time on their time-table.
- Live by their dreams and not their circumstances.

6 Reasons People Choose a Mary Kay Business

1. Money

- 50% Profit
- 2 Avenues of Income: Selling & Sharing
- Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.

2. Recognition

- Prizes weekly, monthly, quarterly & yearly.
- Many people don't get recognized for a job well done!
- Praise People to Success!
- 3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth

4. Cars (As a Director)

- Approximately 85% insurance is paid by Mary Kay
- Build a team from 5 to 16 in 1-4 months with wholesale requirements.
- Cash Option: \$425, \$525, \$925 or \$1400 monthly.

5. Advantages & Advancement

- Advance at their own pace with flexibility.
- Tax deductions, mileage, and so much more.
- No quotas or territories
- Family Security Retirement Plan for NSD's.

6. Being Your Own Boss

- \$130 Investment to get started
- Inventory is optional with a 90% buyback guarantee
- Get to decide your own income, schedule and future.

^{*}Avg amounts are estimates. Your results may vary.

MY SHARING APPOINTMENTS AT-A-GLANCE

DETAILED INFO UNDER THE SHARING SECTION

MONTH:		
--------	--	--

MY PERSONAL SHARING APPOINTMENTS: HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!					
NAME:	NAME:				
1.	11.				
2.	12.				
3.	13.				
4.	14.				
5.	15.				
6.	16.				
7.	17.				
8.	18.				
9.	19.				
10.	20.				
MY UNIT SHARING APPOINTMENTS: HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!					
1.	21.				
2.	22.				
3.	23.				
4.	24.				
5.	25.				
6.	26.				
7.	27.				
8.	28.				
9.	29.				
10.	30.				
11.	31.				
12.	32.				
13.	33.				
14.	34.				
15.	35.				
16.	36.				
17.	37.				
18.	38.				
19.	39.				
20.	40.				

MY UNIT SHARIN	G APPOINTMENTS	: HIGHLIGHT THE (ONES THAT START	THEIR BUSINESS	THIS MONTH!		
41.			71.				
42.			72.				
43.			73.				
44.			74.				
45.			75.				
46.			76.				
47.			77.				
48.			78.				
49.			79.				
50.			80.				
51.			81.				
52.			82.				
53.			83.				
54.			84.				
55.			85.				
56.			86.				
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58.			88.				
59.			89.				
60.			90.				
61.			91.				
62.			92.				
63.			93.				
64.			94.				
65.			95.				
66.			96.				
67.			97.				
68.			98.				
69.			99.				
70.			100.				
		SHARING	RESULTS				
Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non-Personal Unit Members	TOTAL		
	+	=	+	=			

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	1.		
	2.		
	3.		
	4.		
	5.		
	6.		
	7.		
	8.		
	0		
	9.		
	10.		

Cell Guest Event/ PPP Notes	
11.	
12.	
13.	
13.	
13.	
14.	
15.	
16.	
17.	
40	
18.	
19.	
20.	

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	21.		
	22.		
	23.		
	24.		
	<u></u>		
	25.		
	26.		
	27.		
	28.		
	29.		
	<i>L</i> J.		
	30.		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	31.		
	32.		
	33.		
	34.		
	ОТ.		
	35.		
	36.		
	37.		
	38.		
	39.		
	00.		
	40.		

Cell Guest Event/ PPP Notes	
41. 42. 43. 44. 45.	
42.	
43.	
43. 44. 45.	
43. 44. 45.	
44.	
44.	
44.	
45.	
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45.	
46.	
46.	
46.	
47.	
40	
48.	
49.	
50.	

NEW CONSULTANTS

NEW PERSONAL & UNIT MEMBERS Month: _____

	START DATE	NAME	15TH DAY	Cell #	Started NC Info Sheet	First Order Amount
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						

	START DATE	NAME	15TH DAY	Cell #	Started NC Info Sheet	First Order Amount
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						
32						
33						
34						
35						
36						
37						
38						
39						
40						



Girls Love Pearls Tracking

Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket



Girls Love Pearls Tracking

Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

OCTOBER

SUNDAY BRAIN DUMP for the week of SEPTEMBER 29 - OCTOBER 5 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Weekly Plan Sheet from **SEPTEMBER 29**

Sunday, September 29	Monday, September 30	Tuesday, October 1	Wednesday, October 2
6::15	6 :15	6 :15	6 :15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
30	:15	:15	:15
45	:45	:45	:45
9	9	9	9
15	:15	:15	:15
30	:30	:30	:30
	:45 10	:45 10	·45 10
1 0 :15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
11 :15	11 :15	11 :15	11
30	:30	:30	:15
45	:45	:45	:45
12	12	12	12
15	:15	:15	:15
45	:30 :45	:30	:30 :45
" 1	1	1	1
:15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
2 15	2 :15	2 :15	2 :15
30	:30	:30	:30
45	:45	:45	:45
3	3	3	3
30	:15	:15	:15
:45	:45	:45	:45
4	4	4	4
15	:15	:15	:15
30	:30	:30	:30
45 =	:45	:45	:45
5 15	5 :15	5 :15	5 :15
30	:30	:30	:30
45	:45	:45	:45
6	6	6	6
30	:15	:15	:15
45	:45	:45	:45
7	7	7	7
15	:15	:15	:15
30	:30 :45	:30 :45	:30 :45
8	8	8	8
:15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
15	9 :15	9 :15	9 :15
30	30	:30	:30
45	:45	:45	:45

to OCTOBER 5

Thursday, October 3	Friday, October 4	Saturday, October 5	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6	6 ::15	6 :115	GOD: Devotion, Church, Bible Study, Faith
:45	:30	:45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
:45	:45	:45	INCOME PRODUCING
:15	9 :15	9 :15	ACTIVITY
:30	:30	:30	Booking Appointments
10	:45	:45	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30 :45	:30 :45	:30	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:30	:30 :45	
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:30 :45	:30	:30	1
1	1	1	# Faces This Week:
:15	:15	:15	
:45	:45	:45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15	
:45	:45	:45	<u> </u>
:15	3 :15	3 :15	40% Profit:
:30	:30	:30	
:45	:45	:45	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30	:30	vyriolesale Orders Triis vveek:
.45 5	:45	:45	
:15	:15	:15	Amount Needed to Finish Star:
:30	:30	:30	Amount Needed to Finish Star.
6	:45	:45	┨┃
:15	:15	:15	Unit Stars to Date:
:30 :45	:30	:30	Unit Stars to Date:
7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY
:30 :45	:30 :45	:30	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:30 :45	:45	:45	1
9	9	9	Team Sharing Appts:
:15 :30	:15	:15	New Team Members:
:45	:45	:45	110W TOURI WICHIDOTS.

SUNDAY BRAIN DUMP for the week of OCTOBER 6 - OCTOBER 12 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list:
HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Weekly Plan Sheet from **OCTOBER 6**

Sunday, October 6	Monday, October 7	Tuesday, October 8	Wednesday, October 9
6	6	6	6 :15
:15	:15	:15 :30	130
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15 :30
:45	:30 :45	:30 :45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10 :15	10	10 :15	10 :15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15 :30	:15 :30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2 :15	2 :15	2 :15	2 :15
:30	:30	:30	:30
:45	:45	:45	:45
3 :15	3 :15	3 :15	3 :15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15 :30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30 :45
·45 6	·45 6	:45 6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
.15	8	8	8
:15	:15	:15 :30	:15 :30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
		1	<u> </u>

to OCTOBER 12

Thursday, October 10	Friday, October 11	Saturday, October 12	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6	6 :15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
8 :15	8 :15	8 115	Exercise, Hair, Nails, Coffee with
30	:30	:30	Friends, etc
:45	:45	:45	INCOME PRODUCING
9 :15	9 :15	9 :15	ACTIVITY
:30	:30	:30	Booking Appointments
10	10	:45 10	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30	:30 :45	:30 :45	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:45	:45	
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:45	:45	:45	-
1 :15	1 :15	1 :15	# Faces This Week:
:30	:30	:30	PERSONAL SALES RESULTS
:45	:45	:45	PERSONAL SALES RESULTS
:15	2 :15	2 :15	Total Sales This Week:
:30	:30	:30	
3	3	:45	
:15	:15	:15	40% Profit:
:30	:30	:30	
45	:45	·45 4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30 :45	:30 :45	
5	5	5	
:15	:15	:15	Amount Needed to Finish Star:
:30 :45	:30	:30 :45	
6	6	6	
:15	:15	:15	Unit Stars to Date:
:45	:45	:45	
7	7	7	SHARING THE OPPORTUNITY
:15	:15 :30	:15	RESULTS
:45	:45	:45	Personal Sharing Appts:
:15	:15	8 :15	i
:30	:30	:30	New Personal Team Members
:45	:45	:45	Team Sharing Appts:
9 :15	9 :15	9 :15	
:30	:30	:30	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of OCTOBER 13 - OCTOBER 19 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list:
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Weekly Plan Sheet from **OCTOBER 13**

Sunday, October 13	Monday, October 14	Tuesday, October 15	Wednesday, October 16
6::15	6 :15	6 :15	6 :15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:45	:30	:30 :45	:30 :45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
45	45	:45	:45
10 ::15	10 :15	10 :15	10 :15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15 :30	:15	:15	:15
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30 :45	:30 :45
:45 1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2 :15	2 :15	2 :15	2 :15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:45	:45	:30 :45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5 :15	5 :15	5 :15	5 :15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
30	30	:30	30
8	·45 8	·45 8	:45 8
8 :15	115	:15	115
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15 :30	:15
:45	:45	:45	:45

to OCTOBER 19

Thursday, October 17	Friday, October 18	Saturday, October 19	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 :15	6 ::15	6 :115	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30	:45	Family Time
7	7	7	Date Night
:15	:15	:15 :30	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
:45	:45	:45	INCOME PRODUCING
:15	:15	9 ::15	ACTIVITY
:30	:30	:30	Booking Appointments
10	:45	:45	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30 :45	:30 :45	:30 :45	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:30	:45	
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:30 :45	:30	:30	1
1	1	1	# Faces This Week:
:15	:15	:15	
:45	:45	:45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15 :30	
:45	:45	:45	<u> </u>
3 :15	3 :15	3 :15	40% Profit:
:30	:30	:30	
:45	:45	:45	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30	:30	vynolesale Orders This Week.
:45 5	:45	:45 5	l l
:15	:15	:15	Amount Needed to Finish Star:
:30	:30	:30	Amount Needed to Finish Star.
6	:45	:45	┨┃
:15	:15	:15	Unit Stars to Date:
:30 :45	:30	:30 :45	Unit Stars to Date:
7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY
:45	:30 :45	:45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:30 :45	:45	:45	1
9	9	9	Team Sharing Appts:
:15 :30	:15	:15	New Team Members:
:45	:45	:45	110W TOURI WICHIDOTS.

SUNDAY BRAIN DUMP for the week of OCTOBER 20 - OCTOBER 26 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES	

Weekly Plan Sheet from **OCTOBER 20**

5 0 5 5	6 :15 :30 :45	6 :15 :30	6 :15
5	:45		
			:30
	17	:45	:45
	:15	7 :15	7 :15
0	:30	:30	:30
5	45	:45	:45
5	8 :15	:15	8 :15
0	:30	:30	:30
5	:45	:45	:45
5	9 :15	9 :15	9 :15
0	:30	30	30
5	:45	:45	:45
0	10	10	10
5	:15	:15	:15 :30
5	:45	:45	:45
1	11	11	11
5	:15 :30	:15	:15
5	:45	:45	:45
2	12	12	12
5	:15	:15	:15
5	:30 :45	:30 :45	:30 :45
<u>- </u>	1	1	1
5	:15	:15	:15
5	:30 :45	:45	:30
5	2	2	2
5	:15	:15	:15
0	:30	:30	:30
5	3	3	3
5	:15	:15	:15
0	:30	:30	:30
5	:45	:45	:45
5	4 :15	:15	4 :15
0	:30	:30	:30
5	:45	:45	:45
5	5 :15	5 :15	5 :15
0	:30	:30	:30
5	:45	:45	:45
E	6	6	6
5	:15	:15	:15
5	:45	:45	:45
	7	7	7
5	:15	:15	:15
5	:45	:45	:45
	8	8	8
5	:15	:15	:15
5	:30 :45	:30	:30
•	9	9	9
5	:15	:15	:15
0 5	:30 :45	:30 :45	:30 :45

to OCTOBER 26

Thursday, October 24	Friday, October 25	Saturday, October 26	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 :15	6 115	6 :15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
:45 9	9	·45 9	INCOME PRODUCING
:15	:15	115	ACTIVITY
:30	:30	:30	Booking Appointments
10	·45 10	:45 10	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30 :45	:30	:30	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:30 :45	:30 :45	-
12	12	12	# Booking Held This Week:
:15	:15	:15 :30	# Bookings Next Week:
:45	:45	:45	
1	1	1	# Faces This Week:
:15	:15	:15	PERSONAL SALES RESULTS
:45	:45	:45	PERSONAL SALES RESULTS
:15	2 :15	2 :15	Total Sales This Week:
:30	:30	:30	
:45	:45	:45	
:15	3 :15	:15	40% Profit:
:30	:30	:30	
4	:45	·45	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30	:30	
5	5	5	
:15	:15	:15	Amount Needed to Finish Star:
:45	:30 :45	:30 :45	
6	6	6	
:15	:15	:15	Unit Stars to Date:
:45	:45	:45	
7	7	7	SHARING THE OPPORTUNITY
:15	:15	:15 :30	RESULTS
:45	:45	:45	
8 :15	8 :15	8	Personal Sharing Appts:
:30	:30	:30	New Personal Team Members
:45	:45	:45	Toam Sharing Apate:
9 :15	9 :15	9 :15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of OCTOBER 27 - NOVEMBER 2 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list:
HIGH : Has to do with people -or- MEDIUM : Paper or Process that Supports People -or- LOW : Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES	

Weekly Plan Sheet from **OCTOBER 27**

Sunday, October 27	Monday, October 28	Tuesday, October 29	Wednesday, October 30
6 ::15	6 :15	6 :15	6 :15
:30	:30	:30	:30
45	:45	:45	:45
7 15	7 :15	7 :15	7 :15
30	:30	:30	:30
45	:45	:45	:45
3	8	8	8
15	:15	:15	:15
45	:30 :45	:30 :45	:30 :45
<u>. </u>	9	9	9
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
10 15	10 :15	10 :15	10 :15
30	30	:30	30
45	:45	:45	:45
11	11	11	11
15 30	:15	:15	:15
45	:45	:45	:45
12	12	12	12
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45 1	.45 1
1 :15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
2 15	2 :15	2 :15	2 :15
30	:30	:30	:30
45	:45	:45	:45
3	3	3	3
15	:15	:15	:15
30 45	:45	:30 :45	:30 :45
40	4	4	4
15	:15	:15	:15
30	:30	:30	:30
45	45	:45	45
5 15	5 :15	5	5 :15
30	30	:30	30
45	:45	:45	:45
6	6	6	6
15	:15	:15	:15
30 45	:30 :45	:45	:30 :45
7	7	7	7
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
B 15	8 :15	8 :15	8 :15
30	30	:30	30
45	:45	:45	:45
)	9	9	9
15	:15	:15	:15
30 45	:45	:30 :45	:30 :45

to **NOVEMBER 2**

Thursday, October 31	Friday, November 1	Saturday, November 2	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 ::15	6	6	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
8 :15	8 :15	:15	Exercise, Hair, Nails, Coffee with
:30	:30 :45	:30	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY Booking Appointments
:45	:45	:45	Coaching Calls
10 :15	10 :15	10 :15	Team Phone Calls Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
:45 11	:45 11	:45 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30 :45	:30	:30 :45	-
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:45	:45	:45	-
1 :15	1:15	1 :15	# Faces This Week:
:30	:30	:30	PERSONAL SALES RESULTS
:45	:45	:45	
:15	:15	:15	Total Sales This Week:
:30	:30	:30	
3	3	3	40% Profit:
:15	:15	:15	40% FIOIIL
:45	:45	:45	TRACKING MY STAR
4 :15	4 :15	4 :15	
:30	:30	:30	Wholesale Orders This Week:
:45	:45 5	.45 5	.
:15	115	:15	Amount Needed to Finish Star:
:30	:30 :45	:30	Amount Needed to Finish Star.
6	6	6	·
:15	:15	:15	Unit Stars to Date:
:45	:45	:45	
7:15	7 :15	7 :15	SHARING THE OPPORTUNITY
:30	:15	:30	RESULTS
:45	:45	:45	Personal Sharing Appts:
:15	8 :15	:15	1
:30	:30 :45	:30	New Personal Team Members
9	9	9	Team Sharing Appts:
:15	:15	:15	New Team Members:
:30	:30	:30	I INEW TEATH MEHTIDETS

NOTES



MY SUCCESS PLAN

NOVEMBER 2024





NOVEMBER 2024

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
3 Daylight Savings Time Ends	4	5	6
10	11 Remembrance Day	12	13
17	18	19	20
24	25	26	27

"IF YOU BELIEVE IT, YOU CAN ACHIEVE IT." ~ Mary Kay Ash



	I	I	_						
THURSDAY	FRIDAY	SATURDAY		[DEC	EM	BEF	}	
	1	2	S	M	T	W	T	F	S
	'	_		1	2	3	4	5	6
			7	8	9	10	11	12	13
			14	15	16	17	18	19	20
			21	22	23		25	26	27
			28	29	30	31			
7	8	9 WINTER Early Order for PCP/Stars Begins			No	ote	98:		
14	15	16 WINTER Official							
		Product Launch							
21	22	23							
28	29 PINK FRIDAY	30 SMALL BUSINESS SATURDAY							



20 NEW UNIT MEMBERS 5 or more New Personal Team Members (Highlighted) Initial Order: 16 Initial Order: Initial Order: 17 Initial Order: Initial Order: 18 Initial Order: Initial Order: 19 Initial Order: Initial Order 10 20

2ND QUARTER STARS! 5 = \$300 Bonus THIS MONTH + \$50 with each additional one! 1 7 13 2 8 14 3 9 15 4 10 16 5 11 17 6 12 18

PLACE PICTURE OF TOP DIRECTOR/PRESTIGE TRIP HERE!

ľ	WHOLESALE GOAL: \$						
	Date	Wholesale	Wholesale Needed				
	5th						
	10th						
	15th						
	20th						
	25th						
	30th						
	Finished	d With:					

LEADERS IN RED!	SENIOR CONSULTANTS				

4 OR MORE NEW QUALIFIED CONSULTANTS THIS MONTH! (Highlight Personal Qualified Team Members) 4 Qualified in a Month = \$400 Bonus + \$100 for each additional Qualified Unit Member up to \$1,000!						
1	4	7				
2	5	8				
3	6	9				
PERSONAL & UNIT GOALS	BEGINNING OF THE MONTH:	END OF THE MONTH:				
Unit Club Goal:						
Court of Personal Sales:						
Court of Personal Sharing:						
Car Production:						
Unit Size Goal:						

My Monthly Sales Goal Tracking Sheet

"Give yourself something to work toward. Constantly. A good goal is like a strenuous exercise - it makes you stretch." - Mary Kay Ash

Name:		Month:				
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:				
	\$ ÷ .40 =	\$				
Ready. Set. GOAL!	Projected Month Totals: 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	Break It Down: My Average per Facial: \$ Retail Goal ÷ Average per Facial = # Faces To Pamper: # Faces to Pamper ÷ 3 guests/party = # Parties to Hold:				
B/4 of my Goal! I CAN DO IT! Halfway There! I CAN DO IT!	Picture of Your Goal!	S1,700 \$1,700 every month On Target for Queens Court of Sales! \$1,500 \$1,200 \$850 \$850 every month On Target for Princess Court of Sales! \$600 \$600 every month On Target Star Consultant! \$1,200 \$225				
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your director and your sister consultants by the 5th!					
Break your goal into bite size chunks!	Month End ActualTotals: Total Sold: 40% Profit: 50% Wholesale: 5% Section 2/ Supplies: 5% MK Events/PCP:	Orders Placed This Month: Date: Section 1 Section 2				

Total:

Cheque Calculator Month 17 **MONTHLY**

Projected Unit Wholesale Production:	Month/Quarter:
Actual Unit Wholesale Production:	Projected Pay:

¢	Personal Sales	
≯	Section 1 @ 50%	
=		

Unit Wholesale Prod.

\$5,500 or more = 23%\$4,500 to \$5,499.99 = 13% 44,499.99 or less = 9%Monthly Production x _____ %

_	_		_			
D-4	ᄾ		:	_	_	_
Pro	υu	uc	JLI	O		=

Personal Team

1-4 active = 4%5 + active = 9%5+ placing \$225 w/s and personal \$600 w/s = 13% \$ Team Prod x

Personal Team =

STAR Bonus

Five Stars = \$300 Six or more Stars = \$50 for ea. addl.

Quarters Ending: Sept 30 / Dec 31 / Mar 31 / Jun 30

of Stars:

Star Bonus =

Personal Team Building

\$100 bonus for each new personal qualified unit member # of New Qual. _____ x \$100

	PTB	Bonus	=
--	------------	--------------	---

Car Cash Compensation

Only if Opting for Cash

	_
Car	Comp.
Grand Achiever	\$500
Premier Club	\$700
Cadillac	\$1,200

_		
Car	Cach	-

Seminar Bonuses

• Each New Offspring Director: \$1,000

• New Cadillac Bonus: \$1,000

• Higher Unit Club: \$1,000

Seminar Bonus =

New Director Bonuses

A new Sales Director is entitled to a \$1,000 First-Year Sales Director Program bonus when she achieves each of the following First-Year Sales Director program challenges:

- On the Move = \$1,000
- Fab 50's = \$1,000
- Honor Society = \$1,000

New Dir. Bonus =

Unit Development

Qualified New Unit Members \$400 bonus with 4 new qual. \$100 for each additional qual. (Maximum of 10)

1.	
2.	
2	

٥.			
4			

5.	

U.				
7				

8.				

9.	

10.						

Devel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

Wholesale Amount x % Paid

		% P	aid
Pers. Unit Monthly W/S	# Offspring Units	1st Line	2nd Line
\$4,500	One to Two	5.0%	
	Three to Four	6.0%	
	Five to Seven	7.0%	1.0%
	Eight or more	7.0%	1.0%

Offspring Bonus =

Monthly Expense Tracking

Track your Expenses for the month here. Keep all your business receipts for the month in an envelope or file folder. You will also want to track your mileage on paper or with an app. At the end of the year turn in your Monthly Expense pages, Mileage Trackers and receipts in to your accountant, or use them to file your taxes yourself.

Tax Deduction Categories:	Expense:	Category:	Amount:	Receipt:
Advertising Expenses: • Booths	1			YES. NO:
Product Gifts (Including the retail tax you paid)	2			
Demo Products (Including the retail tax you paid) Printed Material				
Preferred Customer Program	3			
Bad Debts: • Uncollected Sales or Sales Tax	4			YES. NO:
Charitable Donations:	5		-	YES. NO:
• Cash/Product Donations	6			YES. NO:
Car Expenses: Gas/Car Wash (If you drive a company vehicle)	7			
 Maintenance/Repairs/Oil Insurance/Lease Car Payments/Auto Loan Interest / 				
License & Registration	8			
 Parking/Tolls Education/Training: 	9			YES. NO:
 Conferences/Workshops/Meeting Fees 	10			YES. NO:
Books/Audio Training Meals & Entertainment:	11			
Coffee Appointments/Luncheons/Brunches				
Meals on trips (@50%)Star Party or other outings	12			
Office Expenses:	13			YES. NO:
Computer/Internet ExpensesPhone Expenses	14			YES. NO:
Office Equipment (computers, desk, printers, etc)	15			
Misc Office Supplies				
Travel Expenses: • Airfare	16			YES. NO:
• Hotel	17			YES. NO:
Cabs, Parking, Rental CarTips	18			YES NO:
Outside Services/Contracted Labor:	19			
Office Help/Office Manager/Office AssistantCleaning Services				
Repairs and Maintenance	20			YES. NO:
Other Business Expenses:	21			YES. NO:
 Bank/Propay/Credit Card service charges, fees Dovetailing paid to another Consultant 	22			YES. NO:
 Dues & Subscriptions (magazines, publications, networking meetings, chamber of commerce, etc) 	23			
• Equipment Rentals				YES. NO:
Finance Charges/Interest paid on business loansNon-Product Gifts	24			YES. NO:
• Insurance (business liability on Inventory)	25			YES. NO:
 Legal and Professional Fees (accountants, attorneys) Licenses and Fees 	Marttela Tatal			_
 Meeting Room Rentals/Studio Rent Non-collected sales tax on personal use products 	Monthly Totals	R	etail Sales	tor
Postage and Delivery	Child Care:			
 Team/Unit Prizes Section 2 Items (look books, party supplies, Starter Kit) 	Health Insurance: Mortgage/Rent:			
 Red Jacket/Director or National Suit 	Lifether			
Buzz Kit (Directors)Miscellaneous Business Supplies	Mileage:			

KEY LEADERS I'M WORKING WITH THIS MONTH!			
LEADER:	LEADER:		
LEADED	LEADED		
LEADER:	LEADER:		
LEADER:	LEADER:		

KEY LEADERS I'M WORKING WITH THIS MONTH!			
LEADER:	LEADER:		
LEADED	LEADED		
LEADER:	LEADER:		
LEADER:	LEADER:		

PERSONAL RETAIL SALES MONTHLY GOAL: \$

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax. Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

<u>Date</u>	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
1		Total Sales on the 1st	Deduct Sales on 1st from goal
2		+ Total Sales for the 2nd	- Total Sales for the 2nd
		= Total of Sales to Date	= New Total from your Goal
3		+	
		=	
4		+	
		=	
5		+	
		=	
6		+	
		=	
7		+	
		=	
8		+	
		=	
9		+	
		=	
10		+	
		=	
11		+	
		=	
12		+	
		=	
13		+	
		=	
14		+	
		=	
15		+	
		=	

N// NNI	TH OF:		
1016 71 8	11111.		

<u>Date</u>	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
	Totals transferred from the front		
16		+	
		=	
17		+	
		=	
18		+	
		=	
19		+	
		=	
20		+	
		=	
21		+	
		=	
22		+	
		=	
23		+	
		=	
24		+	
		=	
25		+	
		=	
26		+	
		=	
27		+	
		=	
27		+	
		=	
29		+	
		=	
30			
31			

PERFECT START (15 Faces) OR POWER START (30 Faces) TRACKING SHEET Appt Date # of Total 2nd Appt Shared the **New Team** Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places! Appt Date # of Total 2nd Appt Shared the **New Team** Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

SHARING THE MARY KAY OPPORTUNITY

MARY KAY

THE 4 P's QUESTIONS

You can use the 4 P's questions as a tool to connect with potential team members on a deeper level. These questions focus on the driving force behind their success, which has more to do with their attitude and what motivates them rather than their skill or knowledge.

- 1. Would you mind telling me a little about yourself? (PICTURE)
- 2. What brings you joy? (PURPOSE)
- Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- Let's dream for a minute. If money and time were not an issue, what dream would you like to be living a year from now? (POSSIBILITIES)

You can write her answers down and refer to her responses during subsequent conversations.

These questions help you to:

- Find out who she is.
- Understand what brings her joy.
- Understand what she is most passionate about.
- ✓ Bring her back to her "why" to keep her motivated.
- Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

1. Busy People

- They know how to prioritize.
- Typically good time managers
- Easy to train
- Average consultant works a full time job, is married &/or has children.

2. More Month Than Money

- Motivated to find a way to make more money
- Goal oriented and ambitious
- Women tend to be more creative with money

3. Not The Sales Type

- Not pushy, but informative
- Like people and want to build relationships instead of just "getting a sale".
- Not aggressive.
- · Genuinely want to serve.

4. Don't Know A Lot of People

- Friends and Family will not be best clients
- Wonderful way to meet new people and circles of friends.
- Developing clients is covered in training resources, tips and ideas from other consultants.

5. Family Oriented

- Motivated by the needs of their family
- Their family is their reason, not their excuse
- Want more for their family.
- · Pass on good work ethic to children
- Want a balanced life with priorities in order.

6. Decision Maker

- Does not procrastinate
- Takes one step at a time on their time-table.
- Live by their dreams and not their circumstances.

6 Reasons People Choose a Mary Kay Business

1. Money

- 50% Profit
- 2 Avenues of Income: Selling & Sharing
- Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.

2. Recognition

- Prizes weekly, monthly, quarterly & yearly.
- Many people don't get recognized for a job well done!
- Praise People to Success!

3. Self Esteem & Personal Growth

- Like a college education in people skills but getting paid while learning.
- Learn to step out of their comfort zone.
- Spiritual, Emotional, & Professional Growth

4. Cars (As a Director)

- Approximately 85% insurance is paid by Mary Kay
- Build a team from 5 to 16 in 1-4 months with wholesale requirements.
- Cash Option: \$425, \$525, \$925 or \$1400 monthly.

5. Advantages & Advancement

- Advance at their own pace with flexibility.
- Tax deductions, mileage, and so much more.
- No quotas or territories
- Family Security Retirement Plan for NSD's.

6. Being Your Own Boss

- \$130 Investment to get started
- Inventory is optional with a 90% buyback guarantee
- Get to decide your own income, schedule and future.

^{*}Avg amounts are estimates. Your results may vary.

MY SHARING APPOINTMENTS AT-A-GLANCE

DETAILED INFO UNDER THE SHARING SECTION

MONTH:		
--------	--	--

MY PERSONAL SHARING APPOINTMENTS: HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!			
NAME:	NAME:		
1.	11.		
2.	12.		
3.	13.		
4.	14.		
5.	15.		
6.	16.		
7.	17.		
8.	18.		
9.	19.		
10.	20.		
MY UNIT SHARING APPOINTMENTS: HIGHLIGHT THE ON	NES THAT START THEIR BUSINESS THIS MONTH!		
1.	21.		
2.	22.		
3.	23.		
4.	24.		
5.	25.		
6.	26.		
7.	27.		
8.	28.		
9.	29.		
10.	30.		
11.	31.		
12.	32.		
13.	33.		
14.	34.		
15.	35.		
16.	36.		
17.	37.		
18.	38.		
19.	39.		
20.	40.		

MY UNIT SHARING APPOINTMENTS: HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!					
41.			71.		
42.			72.		
43.			73.		
44.			74.		
45. 7		75.			
46.			76.		
47.			77.		
48.			78.		
49.			79.		
50.			80.		
51.			81.		
52.			82.		
53.			83.		
54.			84.		
55.			85.		
56.			86.		
57.			87.		
58.			88.		
59.			89.		
60.		90.			
61.			91.		
62.			92.		
63.			93.		
64.			94.		
65.			95.		
66.			96.		
67.			97.		
68.		98.			
69.		99.			
70.			100.		
		SHARING	RESULTS		
Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non-Personal Unit Members	TOTAL
	+	=	+	=	

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	1.		
	2.		
	3.		
	4.		
	5.		
	6.		
	7.		
	8.		
	0		
	9.		
	10.		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	11.		
	12.		
	40		
	13.		
	14.		
	15.		
	16.		
	17.		
	40		
	18.		
	19.		
	20.		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	21.		
	22.		
	23.		
	24.		
	<u></u>		
	25.		
	26.		
	27.		
	28.		
	29.		
	<i>L</i> J.		
	30.		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	31.		
	32.		
	33.		
	34.		
	ОТ.		
	35.		
	36.		
	37.		
	38.		
	39.		
	00.		
	40.		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	41.		
	42.		
	40		
	43.		
	44.		
	45.		
	46.		
	47.		
	40		
	48.		
	49.		
	50.		

NEW CONSULTANTS

NEW PERSONAL & UNIT MEMBERS Month: _____

	START DATE	NAME	15TH DAY	Cell #	Started NC Info Sheet	First Order Amount
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						

	START DATE	NAME	15TH DAY	Cell #	Started NC Info Sheet	First Order Amount
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						
32						
33						
34						
35						
36						
37						
38						
39						
40						



Girls Love Pearls Tracking

Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket



Girls Love Pearls Tracking

Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

NOVENBER

SUNDAY BRAIN DUMP for the week of NOVEMBER 3 - NOVEMBER 9 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list:
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Weekly Plan Sheet from **NOVEMBER 3**

Sunday, November 3	Monday, November 4	Tuesday, November 5	Wednesday, November 6
6:15	6 :15	6 :15	6 :15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:45	:30 :45	:30 :45	:30
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10 ::15	10 :15	10 :15	10 :15
:30	:30	30	:30
:45	:45	:45	:45
11	11	11	11
:15 :30	:15	:15	:15
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45 1	45	.45 1	·45 1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2 :15	2 :15	2 :15	2 :15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:45	:30 :45	:30 :45	:30 :45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5 :15	5 :15	5 :15	5 :15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:45	:30 :45	:30 :45	:30 :45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
2	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30

to **NOVEMBER 9**

Thursday, November 7	Friday, November 8	Saturday, November 9	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 :15	6 :15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
:45 9	·45 9	·45 9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:30	:30	:30	Booking Appointments
10	:45 10	:45 10	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30 :45	:30	:30 :45	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:30 :45	:30 :45	-
12	12	12	# Booking Held This Week:
:15	:15	:15 :30	# Bookings Next Week:
:45	:45	:45	-
1	1	1	# Faces This Week:
:15	:15	:15	PERSONAL SALES RESULTS
:45	:45	:45	PERSUNAL SALES RESULTS
:15	2 :15	115	Total Sales This Week:
:30	:30	:30	
:45	:45	:45	
:15	3 :15	3 :15	40% Profit:
:30	:30	:30	
4	:45	:45	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30	:30 :45	
5	5	5	┨
:15	:15	:15	Amount Needed to Finish Star:
:45	:30 :45	:30 :45	
6	6	6	
:15	:15	:15	Unit Stars to Date:
:45	:45	:45	
7	7	7	SHARING THE OPPORTUNITY
:15	:15	:15	RESULTS
:45	:45	:45	1
8 :15	8 :15	8 115	Personal Sharing Appts:
:30	:30	:30	New Personal Team Members
:45	:45	:45	Team Sharing Appter
:15	9 :15	9 :15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of NOVEMBER 10 - NOVEMBER 16 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES	

Weekly Plan Sheet from **NOVEMBER 10**

Sunday, November 10	Monday, November 11	Tuesday, November 12	Wednesday, November 13
6	6 :15	6 :15	6
:15	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15 :30
:45	:30	:30 :45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	30
:45	:45	:45	:45
10 :15	10 :15	10 :15	10 :15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15 :30	:15 :30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2 :15	2 :15	2 :15	2 :15
:30	:30	:30	:30
:45	:45	:45	:45
3 :15	3 :15	3 :15	3 :15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15 :30
:45	:30 :45	:30 :45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	·45 6	:45 6	:45 6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
.:15	7 :15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15 :30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30 :45	:30 :45
.70		٧٦٠	٠.٠٠

to **NOVEMBER 16**

Thursday, November 14	Friday, November 15	Saturday, November 16	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 :15	6 :15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15 :30	Mary Kay Time: Meetings,
:45	:45	45	Networking, Training, etc
8	115	8 :15	
:15	30	:30	Exercise, Hair, Nails, Coffee with Friends, etc
:45	:45	:45	INCOME PRODUCING
9 :15	9 :15	9 :15	ACTIVITY
:30	:30	:30	Booking Appointments
:45	:45	:45	Coaching Calls Team Phone Calls
:15	10 :15	10	Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
:45 11	:45 11	:45 11	Sharing the Opportunity
:15	:15	:15	DOOKINGS/ FACES DESUITE
:30	:30	:30	BOOKINGS/ FACES RESULTS
12	:45 12	:45 12	# Booking Held This Week:
:15	:15	:15	H Beelie on New (Wester
:30	:30	:30	# Bookings Next Week:
1	:45 1	:45 1	# Faces This Week:
:15	:15	:15	
:30	:30	:30 :45	PERSONAL SALES RESULTS
2	2	2	Total Calca This Wooks
:15	:15	:15	Total Sales This Week:
:45	:30 :45	:30 :45	
3	3	3	100/ Drofits
:15	:15	:15	40% Profit:
:45	:30 :45	:30 :45	TRACKING MY STAR
4	4	4	TRACKING IVIT STAR
:15	:15	:15 :30	Wholesale Orders This Week:
:45	:45	:45	
5	5	5	
:15	:15	:15	Amount Needed to Finish Star:
:45	:45	:45	
6	6	6	
:15	:15	:15 :30	Unit Stars to Date:
:45	:45	:45	
7	7	7	SHARING THE OPPORTUNITY
:15	:15 :30	:15	RESULTS
:45	:45	:45	
8 :15	8	8 :15	Personal Sharing Appts:
:30	:30	:30	New Personal Team Members
:45	:45	:45	Toom Charing Anato
:15	9 :15	9 :15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of NOVEMBER 17 - NOVEMBER 23 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Weekly Plan Sheet from **NOVEMBER 17**

6 6 6 115 115 115 115 115 115 115 115 125 120 200	
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145 145 146 145	

to **NOVEMBER 23**

			i
Thursday, November 21	Friday, November 22	Saturday, November 23	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
	6	6	GOD: Devotion, Church, Bible Study, Faith
	:30	:30	Family Time
7	7	7	Date Night
	:15	:15	Mary Kay Time: Meetings,
	:45	:45	Networking, Training, etc
	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
	:30	:30	Friends, etc
	9	9	INCOME PRODUCING
	:15	:15	ACTIVITY
	:30 :45	:30	Booking Appointments Coaching Calls
	10	10	Team Phone Calls
:15 :	:15	:15	Facials/ Parties/Virtual Events
	:45	:30	Customer Follow-Up Calls Sharing the Opportunity
	11	11	Charing the Opportunity
	:15	:15	BOOKINGS/ FACES RESULTS
	:45	:45	
	12	12	# Booking Held This Week:
	:15	:15	# Bookings Next Week:
	:45	:45	1
•	1	1	# Faces This Week:
	:15	:15	DEBOONAL OAL EO DEOUI TO
	:45	:45	PERSONAL SALES RESULTS
	2 :15	2 :15	Total Sales This Week:
	:30	:30	
	:45	:45	<u> </u>
	3 :15	3 :15	40% Profit:
:30 :	:30	:30	
	45	:45 4	TRACKING MY STAR
	:15	:15	Wholesale Orders This Week:
	:30	:30	Wholesale Orders This Week.
	5	5	
:15	:15	:15	Amount Needed to Finish Star:
	:30	:30	, another record to 1 million oldi.
	6	6	
	:15	:15	Unit Stars to Date:
	:45	:30	
	7	7	OUADINO TO CORRESPONDE
	:15	:15	SHARING THE OPPORTUNITY RESULTS
	:45	:45	i
	8	8	Personal Sharing Appts:
	:15	:15	New Personal Team Members
	:45	:45	
	9	9	Team Sharing Appts:
	:15	:15	New Team Members:

SUNDAY BRAIN DUMP for the week of NOVEMBER 24 - NOVEMBER 30 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Weekly Plan Sheet from **NOVEMBER 24**

Sunday, November 24	Monday, November 25	Tuesday, November 26	Wednesday, November 27
6 :15	6 :15	6 :15	6
:30	:30	:30	:30
7	·45 7	·45 7	·45 7
:15	:15	:15	:15
:30	:30	:30	:30
8	·45 8	·45 8	·45 8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	45
9 ::15	9 :15	9 :15	9 :15
:30	:30	:30	:30
:45	:45	:45	:45
10 :15	10 :15	10 :15	10 :15
:30	:30	:30	:30
:45	:45	:45	:45
11 :15	11 :15	11 :15	11 :15
:30	:30	:19	130
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15 :30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
2	2	2	2
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
4	·45 4	:45 4	:45 4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5 ::15	5 :15	5 :15	5 :15
:30	:30	:30	:30
:45	:45	:45	:45
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15 :30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30 :45	:30 :45
.40	.40	.40	.40

to **NOVEMBER 30**

Thursday, November 28	Friday, November 29	Saturday, November 30	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6	6 :115	6 :115	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30	:30	Family Time
7	7	7	Date Night
:15	:15	:15 :30	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	:15	:15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	:45 9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:30 :45	:30	:30	Booking Appointments Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:45	:30 :45	:30	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:45	:45	
12	12	12	# Booking Held This Week:
:15	:15	:15 :30	# Bookings Next Week:
:45	:45	:45	<u> </u>
1	1	1	# Faces This Week:
:15	:15	:15	PERSONAL SALES RESULTS
:45	:45	:45	PERSONAL SALES RESULTS
:15	2 :15	:15	Total Sales This Week:
:30	:30	:30	
:45	:45	:45	
:15	:15	3 :15	40% Profit:
:30	:30	:30	
4	:45	:45	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30 :45	:30 :45	:30 :45	I I I I I I I I I I I I I I I I I I I
5	5	5	
:15	:15	:15	Amount Needed to Finish Star:
:45	:30 :45	:45	
6	6	6	
:15	:15	:15	Unit Stars to Date:
:45	:30	:45	
7	7	7	CHARING THE OPPORTUNITY
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS
:45	:45	:45	
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:45	:45	:45	1
9	9 :15	9 :15	Team Sharing Appts:
:15	:15	:15	New Team Members:
:45	:45	:45	

NOTES



MY SUCCESS PLAN

DECEMBER 2024





DECEMBER 2024

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1	2 CYBER MONDAY	3	4
8	9	10	11
15 Spring PCP Enrollment Begins	16	17	18
22	23	24 Christmas Eve	25 Christmas Day Hanukkah Begins
29	30	31 New Year's Eve Q2 Star Quarter Ends	

"Expect great things, and great things will happen." ~ Mary Kay Ash

ALTO SE	A
	黎

THURSDAY	FRIDAY	SATURDAY	JANUARY						
5	6	7	S	M	T	W	T	F	S
		,				1	2	3	4
			5	6	7	8	9	10	11
			12 19	13 20	14 21	15 22	16 23	17 24	18 25
			26	27	28	_	30	31	20
12	13	14			No	ote	98.		
19	20	21 1st Day of Winter							
26 Boxing Day	27	28							



20 NEW UNIT MEMBERS 5 or more New Personal Team Members (Highlighted) Initial Order: 16 Initial Order: Initial Order: 17 Initial Order: Initial Order 18 Initial Order: Initial Order: 19 Initial Order Initial Order: 10 20

2ND QUARTER STARS! 5 = \$300 Bonus THIS MONTH + \$50 with each additional one! 1 7 13 2 8 14 3 9 15 4 10 16 5 11 17 6 12 18

PLACE PICTURE OF TOP DIRECTOR/PRESTIGE TRIP HERE!

WHOL	ESALE GOAL:	\$
Date	Wholesale	Wholesale Needed
5th		
10th		
15th		
20th		
25th		
30th		
Finished	d With:	

LEADERS IN RED!	SENIOR CONSULTANTS

4 OR MORE NEW QUALIFIED CONSULTANTS THIS MONTH! (Highlight Personal Qualified Team Members) 4 Qualified in a Month = \$400 Bonus + \$100 for each additional Qualified Unit Member up to \$1,000!							
1	4	7					
2	5	8					
3	6	9					
PERSONAL & UNIT GOALS	BEGINNING OF THE MONTH:	END OF THE MONTH:					
Unit Club Goal:							
Court of Personal Sales:							
Court of Personal Sharing:							
Car Production:							
Unit Size Goal:							

My Monthly Sales Goal Tracking Sheet

"Give yourself something to work toward. Constantly. A good goal is like a strenuous exercise - it makes you stretch." - Mary Kay Ash

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
	Ψ	40 = \$
Ready. Set. GOAL!	Projected Month Totals: 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT! Halfway There! I CAN DO IT!	Picture of Your Goal!	## Track Your Wholesale! \$1,700
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your director your sister consultants by the 5t	i and th!
Break y goal in bite si chunk	to 5% Section 2/ Supplies:	

Total:

Cheque Calculator Month 17 **MONTHLY**

Projected Unit Wholesale Production:	Month/Quarter:
Actual Unit Wholesale Production:	Projected Pay:

¢	Personal Sales	
≯	Section 1 @ 50%	
=		

Unit Wholesale Prod.

\$5,500 or more = 23%\$4,500 to \$5,499.99 = 13% 44,499.99 or less = 9%Monthly Production x _____ %

_	_		_			
D-4	ᄾ		:	_	_	_
Pro	υu	uc	JLI	O		=

Personal Team

1-4 active = 4%5 + active = 9%5+ placing \$225 w/s and personal \$600 w/s = 13% \$ Team Prod x

Personal Team =

STAR Bonus

Five Stars = \$300 Six or more Stars = \$50 for ea. addl.

Quarters Ending: Sept 30 / Dec 31 / Mar 31 / Jun 30

of Stars:

Star Bonus =

Personal Team Building

\$100 bonus for each new personal qualified unit member # of New Qual. _____ x \$100

	PTB	Bonus	=
--	------------	--------------	---

Car Cash Compensation

Only if Opting for Cash

	_
Car	Comp.
Grand Achiever	\$500
Premier Club	\$700
Cadillac	\$1,200

_		
Car	Cach	-

Seminar Bonuses

• Each New Offspring Director: \$1,000

• New Cadillac Bonus: \$1,000

• Higher Unit Club: \$1,000

Seminar Bonus =

New Director Bonuses

A new Sales Director is entitled to a \$1,000 First-Year Sales Director Program bonus when she achieves each of the following First-Year Sales Director program challenges:

- On the Move = \$1,000
- Fab 50's = \$1,000
- Honor Society = \$1,000

New Dir. Bonus =

Unit Development

Qualified New Unit Members \$400 bonus with 4 new qual. \$100 for each additional qual. (Maximum of 10)

1.	
2.	
2	

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4			

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7				

8.				

9.	

10.						

Devel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

Wholesale Amount x % Paid

		% P	aid
Pers. Unit Monthly W/S	# Offspring Units	1st Line	2nd Line
\$4,500	One to Two	5.0%	
	Three to Four	6.0%	
	Five to Seven	7.0%	1.0%
	Eight or more	7.0%	1.0%

Offspring Bonus =

Monthly Expense Tracking

Track your Expenses for the month here. Keep all your business receipts for the month in an envelope or file folder. You will also want to track your mileage on paper or with an app. At the end of the year turn in your Monthly Expense pages, Mileage Trackers and receipts in to your accountant, or use them to file your taxes yourself.

Tax Deduction Categories:	Expense:	Category:	Amount:	Receipt:
Advertising Expenses:	1		VE	
 Booths Product Gifts (Including the retail tax you paid) 				
 Demo Products (Including the retail tax you paid) 	2		YE	S. NO:
Printed MaterialPreferred Customer Program	3			s. No: N
Bad Debts:				
 Uncollected Sales or Sales Tax 	4			
Charitable Donations:	5		YE	S. NO:
 Cash/Product Donations 	6			
Car Expenses: Gas/Car Wash (If you drive a company vehicle)				
Maintenance/Repairs/Oil	7		YE	S. NO:
Insurance/Lease Car Payments/Auto Loan Interest /	8		VE	S. NO: N
License & Registration • Parking/Tolls				
Education/Training:	9		YE	S. NO:
Conferences/Workshops/Meeting Fees	10			s. No: N
Books/Audio Training				
Meals & Entertainment: Coffee Appointments/Luncheons/Brunches	11			
 Meals on trips (@50%) 	12		YE	S. NO:
Star Party or other outings	13			
Office Expenses:				
 Computer/Internet Expenses Phone Expenses 	14		YE	S. NO:
 Office Equipment (computers, desk, printers, etc) 	15		VE	s \square NO: \square
• Misc Office Supplies				
Travel Expenses: • Airfare	16		YE	S. NO:
• Hotel	17		VE	s \square NO: \square
• Cabs, Parking, Rental Car				
Tips Outside Services/Contracted Labor:	18			
Office Help/Office Manager/Office Assistant	19		YE	s. No:
Cleaning Services	20			
Repairs and Maintenance				
Other Business Expenses: • Bank/Propay/Credit Card service charges, fees	21		YE	S. NO:
 Dovetailing paid to another Consultant 	22		YE	s. No: N
 Dues & Subscriptions (magazines, publications, 			1 L	J INU:
networking meetings, chamber of commerce, etc) • Equipment Rentals	23		YE	S. NO: L
Finance Charges/Interest paid on business loans	24		YE	s. No:
Non-Product GiftsInsurance (business liability on Inventory)			12	
Legal and Professional Fees (accountants, attorneys)	25		YE	S NO:
• Linnan and Fran	<i>Monthly</i> Totals		مامال (مامم الم	
Meeting Room Rentals/Studio Rent Non-collected sales tax on personal use products	,	Ke	etail Sales for	<u> </u>
Postage and Delivery	Child Care:			
 Team/Unit Prizes Section 2 Items (look books, party supplies, Starter Kit) 	Health Insurance:			
Red Jacket/Director or National Suit	Mortgage/Rent:			
Buzz Kit (Directors)				
 Miscellaneous Business Supplies 	Mileage:			

KEY LEADERS I'M WORKING WITH THIS MONTH!			
LEADER:	LEADER:		
LEADED	LEADED		
LEADER:	LEADER:		
LEADER:	LEADER:		

KEY LEADERS I'M WORKING WITH THIS MONTH!			
LEADER:	LEADER:		
LEADED	LEADED		
LEADER:	LEADER:		
LEADER:	LEADER:		

PERSONAL RETAIL SALES MONTHLY GOAL: \$

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax. Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

<u>Date</u>	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
1		Total Sales on the 1st	Deduct Sales on 1st from goal
2		+ Total Sales for the 2nd	- Total Sales for the 2nd
		= Total of Sales to Date	= New Total from your Goal
3		+	
		=	
4		+	
		=	
5		+	
		=	
6		+	
		=	
7		+	
		=	
8		+	
		=	
9		+	
		=	
10		+	
		=	
11		+	
		=	
12		+	
		=	
13		+	
		=	
14		+	
		=	
15		+	
		=	

N// NNI	TH OF:		
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<u>Date</u>	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
	Totals transferred from the front		
16		+	
		=	
17		+	
		=	
18		+	
		=	
19		+	
		=	
20		+	
		=	
21		+	
		=	
22		+	
		=	
23		+	
		=	
24		+	
		=	
25		+	
		=	
26		+	
		=	
27		+	
		=	
27		+	
		=	
29		+	
		=	
30			
31			

PERFECT START (15 Faces) OR POWER START (30 Faces) TRACKING SHEET Appt Date # of Total 2nd Appt Shared the New Team Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places! Appt Date # of Total 2nd Appt Shared the **New Team** Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

SHARING THE MARY KAY OPPORTUNITY

MARY KAY

THE 4 P's QUESTIONS

You can use the 4 P's questions as a tool to connect with potential team members on a deeper level. These questions focus on the driving force behind their success, which has more to do with their attitude and what motivates them rather than their skill or knowledge.

- 1. Would you mind telling me a little about yourself? (PICTURE)
- 2. What brings you joy? (PURPOSE)
- Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- Let's dream for a minute. If money and time were not an issue, what dream would you like to be living a year from now? (POSSIBILITIES)

You can write her answers down and refer to her responses during subsequent conversations.

These questions help you to:

- Find out who she is.
- Understand what brings her joy.
- Understand what she is most passionate about.
- ✓ Bring her back to her "why" to keep her motivated.
- Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

1. Busy People

- They know how to prioritize.
- Typically good time managers
- Easy to train
- Average consultant works a full time job, is married &/or has children.

2. More Month Than Money

- Motivated to find a way to make more money
- Goal oriented and ambitious
- Women tend to be more creative with money

3. Not The Sales Type

- Not pushy, but informative
- Like people and want to build relationships instead of just "getting a sale".
- Not aggressive.
- · Genuinely want to serve.

4. Don't Know A Lot of People

- Friends and Family will not be best clients
- Wonderful way to meet new people and circles of friends.
- Developing clients is covered in training resources, tips and ideas from other consultants.

5. Family Oriented

- Motivated by the needs of their family
- Their family is their reason, not their excuse
- Want more for their family.
- · Pass on good work ethic to children
- Want a balanced life with priorities in order.

6. Decision Maker

- Does not procrastinate
- Takes one step at a time on their time-table.
- Live by their dreams and not their circumstances.

6 Reasons People Choose a Mary Kay Business

1. Money

- 50% Profit
- 2 Avenues of Income: Selling & Sharing
- Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.

2. Recognition

- Prizes weekly, monthly, quarterly & yearly.
- Many people don't get recognized for a job well done!
- Praise People to Success!

3. Self Esteem & Personal Growth

- Like a college education in people skills but getting paid while learning.
- Learn to step out of their comfort zone.
- Spiritual, Emotional, & Professional Growth

4. Cars (As a Director)

- Approximately 85% insurance is paid by Mary Kay
- Build a team from 5 to 16 in 1-4 months with wholesale requirements.
- Cash Option: \$425, \$525, \$925 or \$1400 monthly.

5. Advantages & Advancement

- Advance at their own pace with flexibility.
- Tax deductions, mileage, and so much more.
- No quotas or territories
- Family Security Retirement Plan for NSD's.

6. Being Your Own Boss

- \$130 Investment to get started
- Inventory is optional with a 90% buyback guarantee
- Get to decide your own income, schedule and future.

^{*}Avg amounts are estimates. Your results may vary.

MY SHARING APPOINTMENTS AT-A-GLANCE

DETAILED INFO UNDER THE SHARING SECTION

MONTH:		
--------	--	--

MY PERSONAL SHARING APPOINTMENTS: HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!					
NAME:	NAME:				
1.	11.				
2.	12.				
3.	13.				
4.	14.				
5.	15.				
6.	16.				
7.	17.				
8.	18.				
9.	19.				
10.	20.				
MY UNIT SHARING APPOINTMENTS: HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!					
1.	21.				
2.	22.				
3.	23.				
4.	24.				
5.	25.				
6.	26.				
7.	27.				
8.	28.				
9.	29.				
10.	30.				
11.	31.				
12.	32.				
13.	33.				
14.	34.				
15.	35.				
16.	36.				
17.	37.				
18.	38.				
19.	39.				
20.	40.				

MY UNIT SHARIN	G APPOINTMENTS	: HIGHLIGHT THE (ONES THAT START	THEIR BUSINESS	THIS MONTH!	
41.			71.			
42.			72.			
43.			73.			
44.			74.			
45.			75.			
46.			76.			
47.			77.			
48.			78.			
49.			79.			
50.			80.			
51.			81.			
52.			82.			
53.			83.			
54.			84.			
55.			85.			
56.			86.			
57.			87.			
58.			88.			
59.			89.			
60.			90.			
61.			91.			
62.			92.			
63.			93.			
64.			94.			
65.			95.			
66.			96.			
67.			97.			
68.			98.			
69.			99.			
70.			100.			
		SHARING	RESULTS			
Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non-Personal Unit Members	TOTAL	
	+	=	+	=		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	1.		
	2.		
	3.		
	4.		
	5.		
	6.		
	7.		
	8.		
	0		
	9.		
	10.		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	11.		
	12.		
	40		
	13.		
	14.		
	15.		
	16.		
	17.		
	40		
	18.		
	19.		
	20.		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	21.		
	22.		
	23.		
	24.		
	<u></u>		
	25.		
	26.		
	27.		
	28.		
	29.		
	<i>L</i> J.		
	30.		

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	
	31.		
	32.		
	33.		
	34.		
	ОТ.		
	35.		
	36.		
	37.		
	38.		
	39.		
	00.		
	40.		

Cell Guest Event/ PPP Notes	
41. 42. 43. 44. 45.	
42.	
43.	
43. 44. 45.	
43. 44. 45.	
44.	
44.	
44.	
45.	
45.	
45.	
46.	
46.	
46.	
47.	
40	
48.	
49.	
50.	

NEW CONSULTANTS

NEW PERSONAL & UNIT MEMBERS Month: _____

	START DATE	NAME	15TH DAY	Cell #	Started NC Info Sheet	First Order Amount
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						

	START DATE	NAME	15TH DAY	Cell #	Started NC Info Sheet	First Order Amount
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						
32						
33						
34						
35						
36						
37						
38						
39						
40						



Girls Love Pearls Tracking

Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket



Girls Love Pearls Tracking

Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

DECEN/BER

SUNDAY BRAIN DUMP for the week of DECEMBER 1 - DECEMBER 7 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list:
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Sunday, December 1	Monday, December 2	Tuesday, December 3	Wednesday, December 4
6::15	6 :15	6 :15	6 :15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
10	45 10	:45 10	10
10 ::15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11 :15	11 :15	11 :15	11
:19	:30	:30	:15
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:45	:30 :45	:30 :45	:30 :45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2 :15	2 :15	2 :15	2 :15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15 :30	:15 :30	:15
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
r45	:45	:45	:45
5 :15	5 :15	5 :15	5 ::15
:30	:30	:30	:30
45	:45	:45	:45
6	6	6	6
:15	:15	:15 :30	:15 :30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30 :45	:30 :45
^{:45}	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9 :15	9 :15	9 :15
:15	:30	:30	:30
:45	:45	145	:45

Thursday, December 5	Friday, December 6	Saturday, December 7	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 :15	6	6	GOD: Devotion, Church, Bible Study, Faith
:30	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
8 ::15	8 :15	:15	Exercise, Hair, Nails, Coffee with
:30	:30 :45	:30 :45	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY Booking Appointments
:45	:45	:45	Coaching Calls
10 :15	10 :15	10 :15	Team Phone Calls Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
:45	:45 11	·45 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30 :45	:30	BOOKINGS/ FACES RESULTS
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:45	:45	:45	1
1:15	1:15	1 :15	# Faces This Week:
:30	:30	:30	PERSONAL SALES RESULTS
:45	:45	:45 2	
:15	:15	:15	Total Sales This Week:
:30	:30	:30	
3	3	3	40% Profit:
:15	:15	:15	40% FIOIIL
:45	:45	:45	TRACKING MY STAR
4 :15	115	:15	
:30	:30	:30	Wholesale Orders This Week:
±45 5	:45	:45 5	
:15	:15	:15	Amount Needed to Finish Star:
:30	:30 :45	:30	Amount Needed to Finish Star.
6	6	6	┨
:15	:15	:15	Unit Stars to Date:
:45	:45	:45	
7 :15	7 :15	7 :15	SHARING THE OPPORTUNITY
:30	:15	:30	RESULTS
:45	:45	:45	Personal Sharing Appts:
8 :15	8 :15	:15	
130	:30 :45	:30 :45	New Personal Team Members
9	9	9	Team Sharing Appts:
:15	:15	:15	New Team Members:
i30 i45	:45	:30 :45	New reall interribers:

SUNDAY BRAIN DUMP for the week of DECEMBER 8 - DECEMBER 14 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list:
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Sunday, December 8	Monday, December 9	Tuesday, December 10	Wednesday, December 11
6 ::15	6 115	6	6 :15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:45	:30 :45	:30 :45	:30 :45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10 :15	10 :15	10 :15
:30	:30	30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45 1	¹⁴⁵	.45 1	·45 1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2 :15	2 :15	2 :15	2 :15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5 :15	5 :15	5 :15	5 :15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45 Q	:45	:45 Q	:45
8 ::15	8 :15	8 :15	8 :15
:30	:30	30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30

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Thursday, December 12	Friday, December 13	Saturday, December 14	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 ::15	6 ::15	6 ::15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
8 :15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	9	·45 9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:30 :45	:30 :45	:30 :45	Booking Appointments Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30	:30 :45	:30 :45	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:30 :45	:30 :45	
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:45	:30 :45	:30 :45	1
1	1	1	# Faces This Week:
:15	:15	:15	
:45	:45	:45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15 :30	
:45	:45	:45	
3	3	3	40% Profit:
:15	:15	:15 :30	
:45	:45	:45	TRACKING MY STAR
4 :15	4 :15	4 :15	
:30	:30	:30	Wholesale Orders This Week:
:45	:45	:45	<u> </u>
5 :15	5	5	
:30	:30	:30	Amount Needed to Finish Star:
:45	:45	:45	
6 :15	6 :15	6 :15	
:30	:30	:30	Unit Stars to Date:
:45 7	:45	·45 7	
:15	:15	:15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
8	:45 8	·45 8	Personal Sharing Appts:
:15	:15	:15	
:30	:30	:30	New Personal Team Members
9	9	·45 9	Team Sharing Appts:
:15	:15	:15	1
:30	:30	:30	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of DECEMBER 15 - DECEMBER 21
 This is a master to do list! List everything on your mind, emails to send, errands to do, etc Prioritize your list:
HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!
3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Sunday, December 15	Monday, December 16	Tuesday, December 17	Wednesday, December 18
6 :15	6	6 :15	6 :15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10 ::15	10 :15	10 :15	10 :15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15 :30	:15	:15
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
1	·45 1	:45 1	·45 1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2 :15	2 :15	2 :15	2 :15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
4	4	4	4
:15	:15	:15	:15
30	:30	:30	:30
:45	45	:45	:45
5 :15	5 :15	5 :15	5 :15
30	30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45 Q	:45 Q	:45 •	:45
8 ::15	8 :15	8 :15	8 :15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
45	130	:45	:45

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Thursday, December 19	Friday, December 20	Saturday, December 21	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 ::15	6 ::15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:30	:30	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15 :30	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
8 :15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	9	·45 9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:30 :45	:30 :45	:30 :45	Booking Appointments Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30	:30 :45	:30 :45	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:30 :45	:30 :45	
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:45	:30 :45	:30 :45	
1	1	1	# Faces This Week:
:15	:15	:15	
:45	:45	:45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15	
:45	:45	:45	
3	3	3	40% Profit:
:15	:15	:15 :30	
:45	:45	:45	TRACKING MY STAR
4 :15	4 :15	4 :15	
:30	:30	:30	Wholesale Orders This Week:
:45	:45	:45	<u> </u>
5 :15	5 :15	5 :15	
:30	:30	:30	Amount Needed to Finish Star:
:45	:45	:45	.
6 :15	6	6 :15	
:30	:30	:30	Unit Stars to Date:
7	·45 7	·45 7	
:15	:15	:15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
8	:45 8	·45 8	Personal Sharing Appts:
:15	:15	:15	1
:30	:30	:30	New Personal Team Members
9	9	·45 9	Team Sharing Appts:
:15	:15	:15	
:30	:30 :45	:30 :45	New Team Members:
JU.	.70	·TV	

NOTES

Sunday, December 22	Monday, December 23	Tuesday, December 24	Wednesday, December 25	
6	6 :15	6 :15	6	
:15	30	:30	:30	
:45	:45	:45	:45	
7	7	7	7	
:15	:15	:15	:15	
:45	:30	:30 :45	:30 :45	
8	8	8	8	
:15	:15	:15	:15	
:30	:30	:30	:30	
9	:45	:45	:45	
:15	:15	9 :15	9 :15	
:30	:30	:30	:30	
:45	:45	:45	:45	
10	10	10	10	
:15	:15	:15	:15	
:45	:45	:45	:45	
11	11	11	11	
:15	:15	:15	:15	
:30	:30 :45	:30 :45	:30 :45	
12	12	12	12	
:15	:15	:15	:15	
:30	:30	:30	:30	
:45	:45	:45	:45	
1 :15	1 :15	1 :15	1 :15	
:30	:30	:30	:30	
:45	:45	:45	:45	
2	2	2	2	
:15	:15	:15	:15	
:45	:30 :45	:30 :45	:30 :45	
3	3	3	3	
:15	:15	:15	:15	
:30	:30	:30	:30	
:45	:45	:45	:45	
4 :15	4 :15	4 :15	4 :15	
:30	:30	:30	:30	
:45	:45	:45	:45	
5	5	5	5	
:15	:15	:15	:15	
:45	:45	:45	:45	
6	6	6	6	
:15	:15	:15	:15	
:30	:30	:30	:30	
7	7	:45 7	·45 7	
:15	:15	:15	:15	
:30	:30	:30	:30	
:45	:45	:45	:45	
8 :15	8 :15	8 :15	8 :15	
:30	:30	:30	:15	
:45	:45	:45	:45	
9	9	9	9	
:15	:15	:15	:15	
:30	:30	:30 :45	:30 :45	
.TU	.70			

Thursday, December 26	Friday, December 27	Saturday, December 28	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 ::15	6 ::15	6 :115	GOD: Devotion, Church, Bible Study, Faith
:30	:30	:30	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:45	:30	:30	Booking Appointments Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:45	:45	:45	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	оттину по оррогиту
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:45	:45	# Booking Held This Week:
12 :15	12 :15	12 :15	# BOOKING Held This Week
:30	:30	:30	# Bookings Next Week:
:45	:45	:45	# Faces This Week:
:15	1 :15	1 :15	# 1 does 11115 Week
:30	:30	:30	PERSONAL SALES RESULTS
2	2	2	
:15	:15	:15	Total Sales This Week:
:30	:30	:30	
3	3	3	400/ D. CI
:15	:15	:15	40% Profit:
:45	:30	:30	TDA CIVINIC MAY CTA D
4	4	4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:45	:45	:45	
5	5	5	
:15	:15	:15	Amount Needed to Finish Star:
:45	:45	:45	
:15	:15	6	
:30	:30	:30	Unit Stars to Date:
:45	:45	:45	
:15	:15	:15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
8	:45	:45 8	Personal Sharing Appts:
:15	:15	:15	
:30	:30	:30	New Personal Team Members
9	9	9	Team Sharing Appts:
:15	:15	:15	il I
:45	:30	:30	New Team Members:

SUNDAY BRAIN DUMP for the week of DECEMBER 29 - JANUARY 4 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
2. Prioritize your list:
HIGH : Has to do with people -or- MEDIUM : Paper or Process that Supports People -or- LOW : Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Sunday, December 29	Monday, December 30 Tuesday, December 31		Wednesday, January 1		
6 :15	6 :15	6 :15	6 :15		
:30	:30	:30	:30		
:45	:45	:45	:45		
7	7	7	7		
:15	:15	:15	:15		
:30 :45	:30	:30 :45	:30 :45		
8	8	8	8		
:15	:15	:15	:15		
:30	:30	:30	:30		
9	·45 9	.45 9	·45 9		
:15	:15	:15	:15		
:30	:30	:30	:30		
:45	:45	:45	:45		
10 :15	10 :15	10 :15	10 :15		
:30	:30	:30	:30		
:45	:45	:45	:45		
11	11	11	11		
:15	:15	:15	:15		
:30	:30 :45	:30 :45	:30 :45		
12	12	12	12		
:15	:15	:15	:15		
:30	:30	:30	:30		
:45	:45	:45	:45		
1 :15	1 :15	1	1 :15		
:30	:30	:30	:30		
:45	:45	:45	:45		
2	2	2	2		
:15	:15	:15	:15 :30		
:45	:45	:45	:45		
3	3	3	3		
:15	:15	:15	:15		
:30	:30	:30	30		
:45 4	4	4	:45 4		
:15	:15	:15	:15		
:30	:30	:30	:30		
:45	:45	:45	:45		
5 :15	5 :15	5 :15	5 :15		
:30	:30	:30	:30		
:45	:45	:45	:45		
6	6	6	6		
:15	:15	:15	:15		
:30	:30 :45	:30 :45	:45		
7	7	7	7		
:15	:15	:15	:15		
:30	:30	:30	:30		
:45	:45	:45	:45		
8 :15	8 :15	8 :15	:15		
:30	:30	:30	:30		
:45	:45	:45	:45		
9	9	9	9		
:15	:15	:15	:15		
:45	:30	:30 :45	:45		
	1	ļ ···	···		

to JANUARY 4

Thursday, January 2	Friday, January 3	Saturday, January 4	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 :15	6 ::15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30	:30	Family Time
7	7	7	Date Night
:15	:15	:30	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	:15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:45	:30 :45	:30	Booking Appointments Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events Customer Follow-Up Calls
:45	:45	:45	Sharing the Opportunity
11	11	11	
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:45	:45	# Booking Held This Week:
12 :15	12 :15	12 :15	
:30	:30	:30	# Bookings Next Week:
:45	:45	:45	# Faces This Week:
:15	1 :15	1 :15	# 1 4000 THIS TYOUK.
:30	:30	:30	PERSONAL SALES RESULTS
2	2	2	Tatal Calca Thia Washii
:15	:15	:15	Total Sales This Week:
:45	:30	:30	
3	3	3	40% Profit:
:15	:15	:15	40% FIOIIL
:45	:45	:45	TRACKING MY STAR
4	4	4	
:15	:15	:15	Wholesale Orders This Week:
:45	:45	:45	
5 :15	5 :15	5 :15	
:30	:30	:30	Amount Needed to Finish Star:
:45	:45	:45 6	
6 :15	:15	:15	Linit Chara to Data
:30	:30	:30	Unit Stars to Date:
7	:45	7	
:15	:15	:15	SHARING THE OPPORTUNITY
:30	:30 :45	:30	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:45	:45	:30	
9	9	9	Team Sharing Appts:
:15	:15	:15	New Team Members:
:45	:45	:45	Total Individual .

NOTES

FUTURE PLANNING



January - March 2025 At-A-Glance

JANUARY							
S	M	T	W	T	F	S	
			1	2	3	4	
5	6	7	8	9	10	11	
12	13	14	15	16	17	18	
19	20	21	22	23	24	25	
26	27	28	29	30	31		

DATES:

January 1: New Year's Day!

January 1: 3rd Qtr Star Begins

January 2: Bank Holiday (QC)

January 8: SPRING PCP Enrollment Deadline

January TBA: Kickstart 2025

January TBA: Leadership Conf. San Antonio, TX

January 20: Martin Luther King Jr. Day

January 26: SPRING Director Early Order

January 29: Spring Look Books Begins Mailling

FEBRUARY						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	

DATES:

February 2: Groundhog Day

February 9: SPRING Early Order Begins for PCP/Stars

February 9: Super Bowl LIX

February 14: Valentine's Day

February 15: National Flag of Canada Day

February 16: SPRING Official Product Launch

February 17: Family Day

MARCH						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

DATES:

March 4: Mardi Gras

March 8: International Women's Day

March 9: Daylight Savings Begins

March 10: Commonwealth Day

March 15: SUMMER PCP Enrollment Begins

March 17: St. Patrick's Day

March 20: 1st Day of Spring

March 31: Q3 Star Qtr Ends



APRIL S M Τ W T F S 1 2 3 4 5 6 7 8 9 10 11 12 17 13 14 15 16 18 19 20 22 23 24 25 26 21 27 28 29 30

April - June 2025 At-A-Glance

DATES:

April 1:	April Foo	ols Day/Q4	1 Star	Otr B	eains
ADIII I.	ADIII FUL	ns Davi	t Olai	עוו ס	EUII 15

April 8: SUMMER PCP Enrollment Deadline

April 18: Good Friday

April 20: Easter

April 22: Earth Day

April 23: Admin Professionals Day

April 26: SUMMER Director Early Order Begins

April 29: SUMMER Look Book Begins Mailing

April 30: Tax Day

MAY								
S	M	T	W	T	F	S		
				1	2	3		
4	5	6	7	8	9	10		
11	12	13	14	15	16	17		
18	19	20	21	22	23	24		
25	26	27	28	29	30	31		

DATES:

May 1: May Day

May 5: Cinco De Mayo

May 6: Nurse/Teacher Appreciation Day

May 9: SUMMER Early Order Begins for PCP/Stars

May 11: Mother's Day

May 12: Mary Kay Ash Birthday

May 16: SUMMER Official Product Launch

May 19: Victoria Day

May 26: Memorial Day (US)

JUNE								
S	M	T	W	T	F	S		
1	2	3	4	5	6	7		
8	9	10	11	12	13	14		
15	16	17	18	19	20	21		
22	23	24	25	26	27	28		
29	30							

DATES:

June 15: Father's Day

June 21: First Day of Summer

June 30: Q4 Star Ends

June 30: Last Day of Seminar Year!



July - September 2025 At-A-Glance

JULY								
S	M	T	W	T	F	S		
		1	2	3	4	5		
6	7	8	9	10	11	12		
13	14	15	16	17	18	19		
20	21	22	23	24	25	26		
27	28	29	30	31				

DATES:

July 1: Happy New Seminar Year!
July 1: Canada Day (All Corp Offices Closed)
July 1: 1st Qtr Star Begins
July 15: FALL/HOLIDAY PCP Enrollment begin
July TBA: Elevate Seminar 2025

AUGUST									
S	M	T	W	T	F	S			
					1	2			
3	4	5	6	7	8	9			
10	11	12	13	14	15	16			
17	18	19	20	21	22	23			
24	25	26	27	28	29	30			
31									

DATES:

August 4: Civic Holiday (All Corp Offices Closed)
August 8: FALL/HOLIDAY PCP Enrollment Deadline
August 26: FALL/HOLIDAY Director Early Order
August 29: FALL/HOLIDAY Look Book Begins Mailing

SEPTEMBER								
S	M	T	W	T	F	S		
	1	2	3	4	5	6		
7	8	9	10	11	12	13		
14	15	16	17	18	19	20		
21	22	23	24	25	26	27		
28	29	30						

DATES:

Sept 2: Labour Day

Sept TBA: Top Director Trip Maui, Hawaii

Sept TBA: Prestige Trip Kona, Hawaii

Sept 9: FALL/HOLIDAY Early Order Begins for PCP/Stars

Sept 13: Mary Kay 61st Anniversary

Sept 15: WINTER PCP Enrollment begins

Sept 16: FALL/HOLIDAY Product Launch

Sept 22: First Day of Fall

Sept 30: 1st Qtr Star Ends



October - December 2025 At-A-Glance

OCTOBER								
S	M	T	W	T	F	S		
			1	2	3	4		
5	6	7	8	9	10	11		
12	13	14	15	16	17	18		
19	20	21	22	23	24	25		
26	27	28	29	30	31			

DATES:

October 1: 2nd Qtr Star Begins

October 8: WINTER PCP Enrollment Deadline

October 13: Thanksgiving Day

October 16: Bosses Day

October 26: WINTER Director Early Order Begins

October 29: WINTER Look Book Begins Mailing

October 31: Halloween

NOVEMBER								
S	M	T	W	T	F	S		
						1		
2	3	4	5	6	7	8		
9	10	11	12	13	14	15		
16	17	18	19	20	21	22		
23	24	25	26	27	28	29		
30								

DATES:

November 2: Daylight Savings Time Ends

November 9: WINTER Early Order Begins for PCP/Stars

November 11: Remembrance Day

November 16: WINTER Official Product Launch

November 28-December 1: PINK Weekend

DECEMBER								
S	M	T	W	T	F	S		
	1	2	3	4	5	6		
7	8	9	10	11	12	13		
14	15	16	17	18	19	20		
21	22	23	24	25	26	27		
28	29	30	31					

DATES:

December 1: Cyber Monday

December 15: SPRING PCP Enrollment Begins

December 15-23 - Hanukkah

December 21: 1st Day of Winter

December 24: Christmas Eve

December 25: Christmas Day

December 26: Boxing Day

December 31: 2nd Qtr Star Ends

December 31: New Year's Eve



MY SUCCESS PLAN



www.epiclegacy.team

