

focus believe star flawless recognition promote color
believe star flawless recognition promote color
shine serve work learn
advance achieve business
connect tools events dream big power share
systems support love lead
social growth integrity delegate LEADERSHIP
inspire #mymklife skin care

MY SUCCESS PLAN

JULY - DECEMBER
2024



2024 Year 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 | | | |

| 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 | 29 | | |

| 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 | | | | | | |

| APRIL | | | | | | |
|-------|----|----|----|----|----|----|
| 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 | | | | |

| 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 | |

| 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 | | | | | | |

| 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 | | | |

| 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 |

| 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 | | | | | |

| 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 | | |

| 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 |

| 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 | | | |

THIS BOOK BELONGS TO: _____

2025 *Year 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 | |
| | | | | | | |

| 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 | |
| | | | | | | |

| 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 | | | | | |
| | | | | | | |

| APRIL | | | | | | |
|-------|----|----|----|----|----|----|
| 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 | | | |
| | | | | | | |

| 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 |
| | | | | | | |

| 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 | | | | | |
| | | | | | | |

| 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 | | |
| | | | | | | |

| 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 | | | | | | |
| | | | | | | |

| 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 | | | | |
| | | | | | | |

| 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 | |
| | | | | | | |

| 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 | | | | | | |
| | | | | | | |

| 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 | | | |
| | | | | | | |

dream
BIG



QUARTER

AT A

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 begins |
| 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

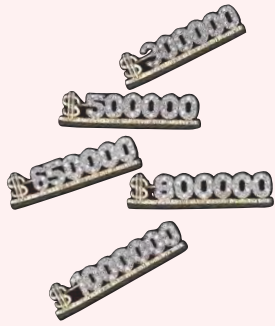


\$17,500 Wholesale (\$35,000 Retail) July 1, 2024 - June 30, 2025

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

| Month | Total Personal Retail Sales This Month | Total Amount of Wholesale Orders This Month <small>Typically 50% of what you sell unless you're a New Consultant</small> | Total Amount of Wholesale Orders Year to Date | Goal: \$17,500 <small>With each month, cross out the previous month's amount and write in your new total needed!</small> |
|---------------------|--|---|---|---|
| Example: This Month | \$2,000 | \$1,000 | \$1,000 | \$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! |



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:



Tracking to

100

Unit Members!



| | | | | | | | | | |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-----|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | 10 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | 20 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | 30 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | 40 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | 50 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | 60 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | 70 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | 80 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | 90 |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | 100 |



You Can Do it!

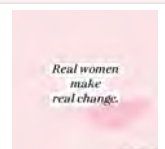


Great Start Tracking



| Consultant Name | Start Date: | Month #1 | Month #2 | Month #3 | Month #4 | Total WS Ordered | Get in RED! | Pearls |
|-----------------|-------------|----------|----------|----------|----------|------------------|----------------|----------------------------------|
| 1. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 2. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 3. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 4. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 5. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 6. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 7. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 8. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 9. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 10. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 11. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 12. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 13. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 14. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 15. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 16. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 17. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 18. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 19. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 20. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 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. 7. |
| 22. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 23. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 24. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 25. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 26. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 27. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 28. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 29. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 30. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 31. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 32. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 33. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 34. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 35. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 36. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 37. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 38. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 39. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 40. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 41. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |
| 42. | | | | | | | 1. 2. 3. | 1. 4. 7. 2. 5. 8. 3. 6. 9. |

Great Start Tracking



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

TRACKING MY
CAREER CAR

Grand Achiever Tracker

Independent Sales Director

We Did It!

Qualifications

- \$42,000 net adjusted unit sales volume within two consecutive calendar quarters.
- Max Co-op Lease/Cash Compensation \$500 per month.
- \$600 car program credit counts toward required sales volume.

On Target

- \$21,000 net adjusted unit sales volume within two consecutive calendar quarters.

\$42,000

\$36,000

\$32,000

\$28,000

\$24,000

\$20,000

\$16,000

\$12,000

\$8,000

\$6,000

Half Way!



Premier Club Tracker

Independent Sales Director

We Did It!

Qualifications

- \$75,000 net adjusted unit sales volume within two consecutive calendar quarters.
- Max Co-op Lease/Cash Compensation \$700 per month.
- \$600 car program credit counts toward required sales volume.

On Target

- \$37,500 net adjusted unit sales volume within two consecutive calendar quarters.

\$75,000

\$65,000

\$55,000

\$50,000

\$45,000

\$40,000

Half Way!

\$35,000

\$30,000

\$25,000

\$20,000

\$15,000



Pink Cadillac Tracker

Independent Sales Director

We Did It!

Qualifications

- \$114,000 net adjusted unit sales volume within two consecutive calendar quarters.
- Max Co-op Lease/Cash Compensation \$1,200 per month.
- \$600 car program credit counts toward required sales volume.

On Target

- \$57,000 net adjusted unit sales volume within two consecutive calendar quarters.

\$114,000

\$107,000

\$97,000

\$87,000

\$77,000

\$67,000

\$57,000

\$43,000

\$33,000

\$25,000

\$19,000

Half Way!



QUARTERLY

STAR

GOAL



*Make
it
happen*

PLACE THE
THE
1ST QTR
STAR
POSTER
HERE

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:
\$ _____ 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)

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: \$ _____

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 | \$ | \$ | \$ | + | = |

| | | |
|-------|---|----------|
| 9,600 | ★ | PEARL |
| 9,300 | | |
| 9,000 | | |
| 8,700 | | |
| 8,400 | | |
| 8,100 | ★ | PEARL |
| 7,800 | ★ | PEARL |
| 7,400 | | |
| 7,100 | | |
| 6,600 | | |
| 6,300 | ★ | PEARL |
| 6,000 | ★ | PEARL |
| 5,700 | | |
| 5,400 | | |
| 5,100 | ★ | PEARL |
| 4,800 | ★ | PEARL |
| 4,500 | | |
| 4,200 | | |
| 3,900 | | |
| 3,600 | ★ | EMERALD |
| 3,300 | | |
| 3,000 | ★ | DIAMOND |
| 2,700 | | |
| 2,400 | ★ | RUBY |
| 2,100 | ★ | SAPPHIRE |
| 1,800 | ★ | SAPPHIRE |
| 1,500 | | |
| 1,200 | | |
| 900 | | |
| 600 | | |
| 300 | | |

*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!

Track Your Way to Star!

Q1!

July 1st - September 30th

| | | | | | |
|---------|---------|---------|---------|---------|---------|
| \$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 |
| \$3,700 | \$3,800 | \$3,900 | \$4,000 | \$4,100 | \$4,200 |
| \$4,300 | \$4,400 | \$4,500 | \$4,600 | \$4,700 | \$4,800 |

What is Your Goal This Quarter?

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

A decorative background consisting of several horizontal, overlapping brushstrokes in a vibrant red color. The strokes are textured and vary in intensity, creating a sense of movement and depth. The overall effect is reminiscent of watercolor or acrylic paint applied with a brush.

Make your
dreams
happen

PLACE THE THE 2ND QTR STAR POSTER HERE

MY 2ND 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:
\$ _____ 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)

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: \$ _____

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!

| | |
|-------|----------|
| 9,600 | PEARL |
| 9,300 | |
| 9,000 | |
| 8,700 | |
| 8,400 | |
| 8,100 | PEARL |
| 7,800 | PEARL |
| 7,400 | |
| 7,100 | |
| 6,600 | |
| 6,300 | PEARL |
| 6,000 | PEARL |
| 5,700 | |
| 5,400 | |
| 5,100 | PEARL |
| 4,800 | PEARL |
| 4,500 | |
| 4,200 | |
| 3,900 | |
| 3,600 | EMERALD |
| 3,300 | |
| 3,000 | DIAMOND |
| 2,700 | |
| 2,400 | RUBY |
| 2,100 | |
| 1,800 | SAPPHIRE |
| 1,500 | |
| 1,200 | |
| 900 | |
| 600 | |
| 300 | |

Track Your Way to Star!

Q2!

October 1st - December 30th

| | | | | | |
|---------|---------|---------|---------|---------|---|
| \$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  |
| \$3,700 | \$3,800 | \$3,900 | \$4,000 | \$4,100 | \$4,200 |
| \$4,300 | \$4,400 | \$4,500 | \$4,600 | \$4,700 | \$4,800  |

What is Your Goal This Quarter?
Color in the Circles as you Track Your Way to Star!

UNIT REPORTS

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

focus believe star flawless recognition promote color
believe star flawless recognition promote color
shine serve work learn
advance achieve business
connect tools dream big power share
systems events love
SUPPORT LEADERSHIP
social growth integrity inspire #mymklife skin care
BEAUTY

MY SUCCESS PLAN

JULY 2024





JULY 2024

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

*“This can be the year of your Dreams.”
~ Mary Kay Ash*



| THURSDAY | FRIDAY | SATURDAY | AUGUST | | | | | | |
|----------|--------|----------|---------------|----------|----------|----------|----------|----------|----------|
| 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 | <i>Notes:</i> | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| 18 | 19 | 20 | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| 25 | 26 | 27 | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |

DIRECTOR

2024



MONTHLY

Cheque Calculator

Projected Unit Wholesale Production: _____

Month/Quarter: _____

Actual Unit Wholesale Production: _____

Projected Pay: _____

Personal Sales

\$ _____

Section 1 @ 50%

=

Personal Team Building

\$100 bonus for each new personal qualified unit member

of New Qual. _____ x \$100

PTB Bonus =

Unit Development

Qualified New Unit Members

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

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Devel. Bonus =

Unit Wholesale Prod.

\$5,500 or more = 23%
\$4,500 to \$5,499.99 = 13%
\$4,499.99 or less = 9%

Monthly Production x _____ %

Production =

Car Cash Compensation

Only if Opting for Cash

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

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- New Cadillac Bonus: \$1,000
- Higher Unit Club: \$1,000

Seminar Bonus =

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 =

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 =

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 =

Offspring Directors

Total Offspring Wholesale Amount

\$ _____

Wholesale Amount x % Paid

| Pers. Unit Monthly W/S | # Offspring Units | % Paid | |
|------------------------|-------------------|----------|----------|
| | | 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:

Advertising Expenses:

- Booths
- Product Gifts (Including the retail tax you paid)
- Demo Products (Including the retail tax you paid)
- Printed Material
- Preferred Customer Program

Bad Debts:

- Uncollected Sales or Sales Tax

Charitable Donations:

- Cash/Product Donations

Car Expenses:

- Gas/Car Wash (If you drive a company vehicle)
- Maintenance/Repairs/Oil
- Insurance/Lease Car Payments/Auto Loan Interest / License & Registration
- Parking/Tolls

Education/Training:

- Conferences/Workshops/Meeting Fees
- Books/Audio Training

Meals & Entertainment:

- Coffee Appointments/Luncheons/Brunches
- Meals on trips (@50%)
- Star Party or other outings

Office Expenses:

- Computer/Internet Expenses
- Phone Expenses
- Office Equipment (computers, desk, printers, etc)
- Misc Office Supplies

Travel Expenses:

- Airfare
- Hotel
- Cabs, Parking, Rental Car
- Tips

Outside Services/Contracted Labor:

- Office Help/Office Manager/Office Assistant
- Cleaning Services
- Repairs and Maintenance

Other Business Expenses:

- Bank/Propay/Credit Card service charges, fees
- Dovetailing paid to another Consultant
- Dues & Subscriptions (magazines, publications, networking meetings, chamber of commerce, etc)
- Equipment Rentals
- Finance Charges/Interest paid on business loans
- Non-Product Gifts
- Insurance (business liability on Inventory)
- Legal and Professional Fees (accountants, attorneys)
- Licenses and Fees
- Meeting Room Rentals/Studio Rent
- Non-collected sales tax on personal use products
- Postage and Delivery
- Team/Unit Prizes
- Section 2 Items (look books, party supplies, Starter Kit)
- Red Jacket/Director or National Suit
- Buzz Kit (Directors)
- Miscellaneous Business Supplies

| | Expense: | Category: | Amount: | Receipt: |
|-----|----------|-----------|---------|--|
| 1. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 2. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 3. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 4. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 5. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 6. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 7. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 8. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 9. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 10. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 11. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 12. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 13. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 14. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 15. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 16. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 17. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 18. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 19. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 20. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 21. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 22. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 23. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 24. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 25. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |

Monthly Totals

Child Care: _____
 Health Insurance: _____
 Mortgage/Rent: _____
 Utilities: _____
 Mileage: _____

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

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.

| Date | 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 | | + | |
| | | = | |

MONTH OF: _____

Transfer totals in the bottom row to other side

| Date | Income Producing Activity | Total Retail Sales W/Out Tax | Sales Needed to Finish Goal |
|------|-----------------------------------|------------------------------|-----------------------------|
| | Totals transferred from the front | | |
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| 30 | | | |
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| 31 | | | |

PERFECT START (15 Faces) OR POWER START (30 Faces) TRACKING SHEET

| | Appt Date | Client's Name & Phone Number | # of Referrals | Total Retail Sales | 2nd Appt Booked | Shared the Opportunity | New Team Member |
|--------------------------------------|-----------|------------------------------|----------------|--------------------|-----------------|------------------------|-----------------|
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| TOTALS OF EACH COLUMN FOR THE MONTH: | | | | | | | |

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places!

| | Appt Date | Client's Name & Phone Number | # of Referrals | Total Retail Sales | 2nd Appt Booked | Shared the Opportunity | New Team Member |
|--------------------------------------|-----------|------------------------------|----------------|--------------------|-----------------|------------------------|-----------------|
| 31 | | | | | | | |
| 32 | | | | | | | |
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| 60 | | | | | | | |
| 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)**
3. Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? **(PASSION)**
4. 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

MONTH: _____

DETAILED INFO UNDER THE SHARING SECTION

| MY PERSONAL SHARING APPOINTMENTS: HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH! | |
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| NAME: | NAME: |
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| 10. | 20. |
| MY UNIT SHARING APPOINTMENTS: HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH! | |
| 1. | 21. |
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| MY UNIT SHARING APPOINTMENTS: HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH! | |
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| 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 | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
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| | Cell | Guest Event/ PPP | Notes |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
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NEW CONSULTANTS

NEW PERSONAL & UNIT MEMBERS

Month: _____

| | START DATE | NAME | 15TH DAY | Cell # | Started NC Info Sheet | First Order Amount |
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| | START DATE | NAME | 15TH DAY | Cell # | Started NC Info Sheet | First Order Amount |
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2024
JULY

Weekly Plan Sheet from **JUNE 30**

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

Weekly Plan Sheet from **JULY 7**

| Sunday, July 7 | Monday, July 8 | Tuesday, July 9 | Wednesday, July 10 |
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| 8 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

Weekly Plan Sheet from **JULY 14**

| Sunday, July 14 | Monday, July 15 | Tuesday, July 16 | Wednesday, July 17 |
|-----------------|-----------------|------------------|--------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

Weekly Plan Sheet from **JULY 21**

| Sunday, July 21 | Monday, July 22 | Tuesday, July 23 | Wednesday, July 24 |
|-----------------|-----------------|------------------|--------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

Weekly Plan Sheet from **JULY 28**

| Sunday, July 28 | Monday, July 29 | Tuesday, July 30 | Wednesday, July 31 |
|-----------------|-----------------|------------------|--------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

to **AUGUST 3**

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

focus believe star flawless recognition promote color
believe star flawless recognition promote color
shine serve work learn
advance achieve business
connect tools events dream big power share
systems support love lead
social growth integrity delegate LEADERSHIP
inspire #mymklife skin care

MY SUCCESS PLAN

AUGUST 2024





AUGUST 2024

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

August 2024 Goals



PLACE PICTURE OF TOP
DIRECTOR/PRESTIGE
TRIP HERE!

WHOLESALE GOAL: \$

| Date | Wholesale | Wholesale Needed |
|------|-----------|------------------|
| 5th | | |
| 10th | | |
| 15th | | |
| 20th | | |
| 25th | | |
| 30th | | |

Finished With:

20 NEW UNIT MEMBERS

5 or more New Personal Team Members (Highlighted)

| | | | |
|----|----------------|----|----------------|
| 1 | Initial Order: | 11 | Initial Order: |
| 2 | Initial Order: | 12 | Initial Order: |
| 3 | Initial Order: | 13 | Initial Order: |
| 4 | Initial Order: | 14 | Initial Order: |
| 5 | Initial Order: | 15 | Initial Order: |
| 6 | Initial Order: | 16 | Initial Order: |
| 7 | Initial Order: | 17 | Initial Order: |
| 8 | Initial Order: | 18 | Initial Order: |
| 9 | Initial Order: | 19 | Initial Order: |
| 10 | Initial Order: | 20 | Initial Order: |

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 |

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:

DIRECTOR

2024



MONTHLY

Cheque Calculator

Projected Unit Wholesale Production: _____

Month/Quarter: _____

Actual Unit Wholesale Production: _____

Projected Pay: _____

Personal Sales

\$ _____

Section 1 @ 50%

=

Personal Team Building

\$100 bonus for each new personal qualified unit member

of New Qual. _____ x \$100

PTB Bonus =

Unit Development

Qualified New Unit Members

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

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Devel. Bonus =

Unit Wholesale Prod.

\$5,500 or more = 23%
\$4,500 to \$5,499.99 = 13%
\$4,499.99 or less = 9%

Monthly Production x _____ %

Production =

Car Cash Compensation

Only if Opting for Cash

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

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- New Cadillac Bonus: \$1,000
- Higher Unit Club: \$1,000

Seminar Bonus =

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 =

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 =

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 =

Offspring Directors

Total Offspring Wholesale Amount

\$ _____

Wholesale Amount x % Paid

| Pers. Unit Monthly W/S | # Offspring Units | % Paid | |
|------------------------|-------------------|----------|----------|
| | | 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:

Advertising Expenses:

- Booths
- Product Gifts (Including the retail tax you paid)
- Demo Products (Including the retail tax you paid)
- Printed Material
- Preferred Customer Program

Bad Debts:

- Uncollected Sales or Sales Tax

Charitable Donations:

- Cash/Product Donations

Car Expenses:

- Gas/Car Wash (If you drive a company vehicle)
- Maintenance/Repairs/Oil
- Insurance/Lease Car Payments/Auto Loan Interest / License & Registration
- Parking/Tolls

Education/Training:

- Conferences/Workshops/Meeting Fees
- Books/Audio Training

Meals & Entertainment:

- Coffee Appointments/Luncheons/Brunches
- Meals on trips (@50%)
- Star Party or other outings

Office Expenses:

- Computer/Internet Expenses
- Phone Expenses
- Office Equipment (computers, desk, printers, etc)
- Misc Office Supplies

Travel Expenses:

- Airfare
- Hotel
- Cabs, Parking, Rental Car
- Tips

Outside Services/Contracted Labor:

- Office Help/Office Manager/Office Assistant
- Cleaning Services
- Repairs and Maintenance

Other Business Expenses:

- Bank/Propay/Credit Card service charges, fees
- Dovetailing paid to another Consultant
- Dues & Subscriptions (magazines, publications, networking meetings, chamber of commerce, etc)
- Equipment Rentals
- Finance Charges/Interest paid on business loans
- Non-Product Gifts
- Insurance (business liability on Inventory)
- Legal and Professional Fees (accountants, attorneys)
- Licenses and Fees
- Meeting Room Rentals/Studio Rent
- Non-collected sales tax on personal use products
- Postage and Delivery
- Team/Unit Prizes
- Section 2 Items (look books, party supplies, Starter Kit)
- Red Jacket/Director or National Suit
- Buzz Kit (Directors)
- Miscellaneous Business Supplies

| | Expense: | Category: | Amount: | Receipt: |
|-----|----------|-----------|---------|--|
| 1. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 2. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 3. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 4. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 5. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 6. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 7. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 8. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 9. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 10. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 11. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 12. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 13. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 14. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 15. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 16. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 17. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 18. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 19. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 20. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 21. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 22. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 23. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 24. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 25. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |

Monthly Totals

Child Care: _____
 Health Insurance: _____
 Mortgage/Rent: _____
 Utilities: _____
 Mileage: _____

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

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.

| Date | 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 | | + | |
| | | = | |

MONTH OF: _____

Transfer totals in the bottom row to other side

| Date | 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 | Client's Name & Phone Number | # of Referrals | Total Retail Sales | 2nd Appt Booked | Shared the Opportunity | New Team Member |
|--------------------------------------|-----------|------------------------------|----------------|--------------------|-----------------|------------------------|-----------------|
| 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 | | | | | | | |
| TOTALS OF EACH COLUMN FOR THE MONTH: | | | | | | | |

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places!

| | Appt Date | Client's Name & Phone Number | # of Referrals | Total Retail Sales | 2nd Appt Booked | Shared the Opportunity | New Team Member |
|--------------------------------------|-----------|------------------------------|----------------|--------------------|-----------------|------------------------|-----------------|
| 31 | | | | | | | |
| 32 | | | | | | | |
| 33 | | | | | | | |
| 34 | | | | | | | |
| 35 | | | | | | | |
| 36 | | | | | | | |
| 37 | | | | | | | |
| 38 | | | | | | | |
| 39 | | | | | | | |
| 40 | | | | | | | |
| 41 | | | | | | | |
| 42 | | | | | | | |
| 43 | | | | | | | |
| 44 | | | | | | | |
| 45 | | | | | | | |
| 46 | | | | | | | |
| 47 | | | | | | | |
| 48 | | | | | | | |
| 49 | | | | | | | |
| 50 | | | | | | | |
| 51 | | | | | | | |
| 52 | | | | | | | |
| 53 | | | | | | | |
| 54 | | | | | | | |
| 55 | | | | | | | |
| 56 | | | | | | | |
| 57 | | | | | | | |
| 58 | | | | | | | |
| 59 | | | | | | | |
| 60 | | | | | | | |
| 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)**
3. Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? **(PASSION)**
4. 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

MONTH: _____

DETAILED INFO UNDER THE SHARING SECTION

| 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 SHARING 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. | | | |
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| 2. | | | |
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| 10. | | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| 11. | | | |
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| 12. | | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| 21. | | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| | 31. | | |
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| | 32. | | |
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| | 33. | | |
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| | 39. | | |
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| | 40. | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| 41. | | | |
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| 42. | | | |
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| 43. | | | |
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| 49. | | | |
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| 50. | | | |
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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 | | | | | | |
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| 5 | | | | | | |
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| 18 | | | | | | |
| 19 | | | | | | |
| 20 | | | | | | |

| | START DATE | NAME | 15TH DAY | Cell # | Started NC Info Sheet | First Order Amount |
|----|-------------------|-------------|-----------------|---------------|------------------------------|---------------------------|
| 21 | | | | | | |
| 22 | | | | | | |
| 23 | | | | | | |
| 24 | | | | | | |
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| 26 | | | | | | |
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| 31 | | | | | | |
| 32 | | | | | | |
| 33 | | | | | | |
| 34 | | | | | | |
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| 36 | | | | | | |
| 37 | | | | | | |
| 38 | | | | | | |
| 39 | | | | | | |
| 40 | | | | | | |

AUGUST

Weekly Plan Sheet from **AUGUST 4**

| Sunday, August 4 | Monday, August 5 | Tuesday, August 6 | Wednesday, August 7 |
|------------------|------------------|-------------------|---------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

to AUGUST 10

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

Weekly Plan Sheet from **AUGUST 11**

| Sunday, August 11 | Monday, August 12 | Tuesday, August 13 | Wednesday, August 14 |
|-------------------|-------------------|--------------------|----------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

to AUGUST 17

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

Weekly Plan Sheet from **AUGUST 18**

| Sunday, August 18 | Monday, August 19 | Tuesday, August 20 | Wednesday, August 21 |
|-------------------|-------------------|--------------------|----------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

to AUGUST 24

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

Weekly Plan Sheet from **AUGUST 25**

| Sunday, August 25 | Monday, August 26 | Tuesday, August 27 | Wednesday, August 28 |
|-------------------|-------------------|--------------------|----------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

to **AUGUST 31**

| Thursday, August 29 | Friday, August 30 | Saturday, August 31 | |
|---------------------|-------------------|---------------------|--|
| 6 | 6 | 6 | PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you! |
| :15 | :15 | :15 | GOD: Devotion, Church, Bible Study, Faith..... |
| :30 | :30 | :30 | Family Time |
| :45 | :45 | :45 | Date Night |
| 7 | 7 | 7 | Mary Kay Time: Meetings, Networking, Training, etc |
| :15 | :15 | :15 | Exercise, Hair, Nails, Coffee with Friends, etc.... |
| :30 | :30 | :30 | INCOME PRODUCING ACTIVITY |
| :45 | :45 | :45 | Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity |
| 8 | 8 | 8 | BOOKINGS/ FACES RESULTS |
| :15 | :15 | :15 | # Booking Held This Week: _____ |
| :30 | :30 | :30 | # Bookings Next Week: _____ |
| :45 | :45 | :45 | # Faces This Week: _____ |
| 9 | 9 | 9 | PERSONAL SALES RESULTS |
| :15 | :15 | :15 | Total Sales This Week: _____ |
| :30 | :30 | :30 | 40% Profit: _____ |
| :45 | :45 | :45 | TRACKING MY STAR |
| 10 | 10 | 10 | Wholesale Orders This Week: _____ |
| :15 | :15 | :15 | Amount Needed to Finish Star: _____ |
| :30 | :30 | :30 | Unit Stars to Date: _____ |
| :45 | :45 | :45 | SHARING THE OPPORTUNITY RESULTS |
| 11 | 11 | 11 | Personal Sharing Appts: _____ |
| :15 | :15 | :15 | New Personal Team Members _____ |
| :30 | :30 | :30 | Team Sharing Appts: _____ |
| :45 | :45 | :45 | New Team Members: _____ |
| 12 | 12 | 12 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 1 | 1 | 1 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 2 | 2 | 2 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 3 | 3 | 3 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 4 | 4 | 4 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 5 | 5 | 5 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 6 | 6 | 6 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 7 | 7 | 7 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 8 | 8 | 8 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 9 | 9 | 9 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |

focus believe star flawless recognition promote color
believe star flawless recognition promote color
shine serve work learn
advance achieve business
connect tools events dream big power share
systems support love lead
social growth integrity delegate LEADERSHIP
inspire #mymklife skin care

MY SUCCESS PLAN

SEPTEMBER 2024





SEPTEMBER 2024

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

September 2024 Goals



PLACE PICTURE OF TOP DIRECTOR/PRESTIGE TRIP HERE!

WHOLESALE GOAL: \$

| Date | Wholesale | Wholesale Needed |
|------|-----------|------------------|
| 5th | | |
| 10th | | |
| 15th | | |
| 20th | | |
| 25th | | |
| 30th | | |

Finished With:

20 NEW UNIT MEMBERS

5 or more New Personal Team Members (Highlighted)

| | | | |
|----|----------------|----|----------------|
| 1 | Initial Order: | 11 | Initial Order: |
| 2 | Initial Order: | 12 | Initial Order: |
| 3 | Initial Order: | 13 | Initial Order: |
| 4 | Initial Order: | 14 | Initial Order: |
| 5 | Initial Order: | 15 | Initial Order: |
| 6 | Initial Order: | 16 | Initial Order: |
| 7 | Initial Order: | 17 | Initial Order: |
| 8 | Initial Order: | 18 | Initial Order: |
| 9 | Initial Order: | 19 | Initial Order: |
| 10 | Initial Order: | 20 | Initial Order: |

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 |

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:

DIRECTOR

2024

MONTHLY

Cheque Calculator



Projected Unit Wholesale Production: _____

Month/Quarter: _____

Actual Unit Wholesale Production: _____

Projected Pay: _____

Personal Sales

\$ _____

Section 1 @ 50%

=

Personal Team Building

\$100 bonus for each new personal qualified unit member

of New Qual. _____ x \$100

PTB Bonus =

Unit Development

Qualified New Unit Members

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

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Devel. Bonus =

Unit Wholesale Prod.

\$5,500 or more = 23%
\$4,500 to \$5,499.99 = 13%
\$4,499.99 or less = 9%

Monthly Production x _____ %

Production =

Car Cash Compensation

Only if Opting for Cash

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

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- New Cadillac Bonus: \$1,000
- Higher Unit Club: \$1,000

Seminar Bonus =

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 =

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 =

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 =

Offspring Directors

Total Offspring Wholesale Amount

\$ _____

Wholesale Amount x % Paid

| Pers. Unit Monthly W/S | # Offspring Units | % Paid | |
|------------------------|-------------------|----------|----------|
| | | 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:

Advertising Expenses:

- Booths
- Product Gifts (Including the retail tax you paid)
- Demo Products (Including the retail tax you paid)
- Printed Material
- Preferred Customer Program

Bad Debts:

- Uncollected Sales or Sales Tax

Charitable Donations:

- Cash/Product Donations

Car Expenses:

- Gas/Car Wash (If you drive a company vehicle)
- Maintenance/Repairs/Oil
- Insurance/Lease Car Payments/Auto Loan Interest / License & Registration
- Parking/Tolls

Education/Training:

- Conferences/Workshops/Meeting Fees
- Books/Audio Training

Meals & Entertainment:

- Coffee Appointments/Luncheons/Brunches
- Meals on trips (@50%)
- Star Party or other outings

Office Expenses:

- Computer/Internet Expenses
- Phone Expenses
- Office Equipment (computers, desk, printers, etc)
- Misc Office Supplies

Travel Expenses:

- Airfare
- Hotel
- Cabs, Parking, Rental Car
- Tips

Outside Services/Contracted Labor:

- Office Help/Office Manager/Office Assistant
- Cleaning Services
- Repairs and Maintenance

Other Business Expenses:

- Bank/Propay/Credit Card service charges, fees
- Dovetailing paid to another Consultant
- Dues & Subscriptions (magazines, publications, networking meetings, chamber of commerce, etc)
- Equipment Rentals
- Finance Charges/Interest paid on business loans
- Non-Product Gifts
- Insurance (business liability on Inventory)
- Legal and Professional Fees (accountants, attorneys)
- Licenses and Fees
- Meeting Room Rentals/Studio Rent
- Non-collected sales tax on personal use products
- Postage and Delivery
- Team/Unit Prizes
- Section 2 Items (look books, party supplies, Starter Kit)
- Red Jacket/Director or National Suit
- Buzz Kit (Directors)
- Miscellaneous Business Supplies

| | Expense: | Category: | Amount: | Receipt: |
|-----|----------|-----------|---------|--|
| 1. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 2. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 3. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 4. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 5. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 6. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 7. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 8. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 9. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 10. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 11. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 12. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 13. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 14. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 15. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 16. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 17. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 18. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 19. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 20. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 21. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 22. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 23. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 24. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 25. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |

Monthly Totals

Child Care: _____
 Health Insurance: _____
 Mortgage/Rent: _____
 Utilities: _____
 Mileage: _____

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

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.

| Date | 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 | | + | |
| | | = | |

MONTH OF: _____

Transfer totals in the bottom row to other side

| Date | 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 | Client's Name & Phone Number | # of Referrals | Total Retail Sales | 2nd Appt Booked | Shared the Opportunity | New Team Member |
|--------------------------------------|-----------|------------------------------|----------------|--------------------|-----------------|------------------------|-----------------|
| 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 | | | | | | | |
| TOTALS OF EACH COLUMN FOR THE MONTH: | | | | | | | |

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places!

| | Appt Date | Client's Name & Phone Number | # of Referrals | Total Retail Sales | 2nd Appt Booked | Shared the Opportunity | New Team Member |
|--------------------------------------|-----------|------------------------------|----------------|--------------------|-----------------|------------------------|-----------------|
| 31 | | | | | | | |
| 32 | | | | | | | |
| 33 | | | | | | | |
| 34 | | | | | | | |
| 35 | | | | | | | |
| 36 | | | | | | | |
| 37 | | | | | | | |
| 38 | | | | | | | |
| 39 | | | | | | | |
| 40 | | | | | | | |
| 41 | | | | | | | |
| 42 | | | | | | | |
| 43 | | | | | | | |
| 44 | | | | | | | |
| 45 | | | | | | | |
| 46 | | | | | | | |
| 47 | | | | | | | |
| 48 | | | | | | | |
| 49 | | | | | | | |
| 50 | | | | | | | |
| 51 | | | | | | | |
| 52 | | | | | | | |
| 53 | | | | | | | |
| 54 | | | | | | | |
| 55 | | | | | | | |
| 56 | | | | | | | |
| 57 | | | | | | | |
| 58 | | | | | | | |
| 59 | | | | | | | |
| 60 | | | | | | | |
| 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)**
3. Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? **(PASSION)**
4. 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

MONTH: _____

DETAILED INFO UNDER THE SHARING SECTION

| 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 SHARING 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. | | | |
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| 2. | | | |
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| 3. | | | |
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| 10. | | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| 11. | | | |
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| 12. | | | |
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| 20. | | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| 21. | | | |
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| 22. | | | |
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| 23. | | | |
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| 30. | | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| | 31. | | |
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| | 32. | | |
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| | 33. | | |
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| | 38. | | |
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| | 39. | | |
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| | 40. | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| 41. | | | |
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| 42. | | | |
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| 43. | | | |
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| 48. | | | |
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| 49. | | | |
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| 50. | | | |
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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 | | | | | | |
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| 14 | | | | | | |
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| 16 | | | | | | |
| 17 | | | | | | |
| 18 | | | | | | |
| 19 | | | | | | |
| 20 | | | | | | |

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

2024
SEPTEMBER

Weekly Plan Sheet from **SEPTEMBER 1**

| Sunday, September 1 | Monday, September 2 | Tuesday, September 3 | Wednesday, September 4 |
|---------------------|---------------------|----------------------|------------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

Weekly Plan Sheet from **SEPTEMBER 8**

| Sunday, September 8 | Monday, September 9 | Tuesday, September 10 | Wednesday, September 11 |
|---------------------|---------------------|-----------------------|-------------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

Weekly Plan Sheet from **SEPTEMBER 15**

| Sunday, September 15 | Monday, September 16 | Tuesday, September 17 | Wednesday, September 18 |
|----------------------|----------------------|-----------------------|-------------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

Weekly Plan Sheet from **SEPTEMBER 22**

| Sunday, September 22 | Monday, September 23 | Tuesday, September 24 | Wednesday, September 25 |
|----------------------|----------------------|-----------------------|-------------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

focus believe star flawless recognition promote color
believe star flawless recognition promote color
shine serve work learn
advance achieve business
connect tools dream big power share
systems events love
SUPPORT LEADERSHIP
social growth integrity inspire #mymklife skin care
BEAUTY

MY SUCCESS PLAN

OCTOBER 2024





OCTOBER 2024

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY |
|--------|----------------------------|---|----------------------|
| | | 1 <i>Q2 Star Begins</i> | 2 |
| 6 | 7 | 8 <i>WINTER Look Book Begins Mailing</i> | 9 |
| 13 | 14 <i>Thanksgiving Day</i> | 15 | 16 <i>Bosses Day</i> |
| 20 | 21 | 22 | 23 |
| 27 | 28 | 29 <i>WINTER Look Book Begins Mailing</i> | 30 |

*“GOD didn’t have time to create a nobody -
just a somebody.”
~ Mary Kay Ash*



| THURSDAY | FRIDAY | SATURDAY | NOVEMBER | | | | | | |
|---------------------|--------|--|---------------|----|----|----|----|----|----|
| 3 | 4 | 5 | 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 |
| | | | | | | | | | |
| 10 | 11 | 12 | <i>Notes:</i> | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| 17 | 18 | 19 | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| 24 | 25 | 26 <i>WINTER Director Early Order Begins</i> | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| 31 <i>Halloween</i> | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |

October 2024 Goals



PLACE PICTURE OF TOP DIRECTOR/PRESTIGE TRIP HERE!

WHOLESALE GOAL: \$

| Date | Wholesale | Wholesale Needed |
|------|-----------|------------------|
| 5th | | |
| 10th | | |
| 15th | | |
| 20th | | |
| 25th | | |
| 30th | | |

Finished With:

20 NEW UNIT MEMBERS

5 or more New Personal Team Members (Highlighted)

| | | | |
|----|----------------|----|----------------|
| 1 | Initial Order: | 11 | Initial Order: |
| 2 | Initial Order: | 12 | Initial Order: |
| 3 | Initial Order: | 13 | Initial Order: |
| 4 | Initial Order: | 14 | Initial Order: |
| 5 | Initial Order: | 15 | Initial Order: |
| 6 | Initial Order: | 16 | Initial Order: |
| 7 | Initial Order: | 17 | Initial Order: |
| 8 | Initial Order: | 18 | Initial Order: |
| 9 | Initial Order: | 19 | Initial Order: |
| 10 | Initial Order: | 20 | Initial Order: |

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 |

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:

DIRECTOR

2024



MONTHLY

Cheque Calculator

Projected Unit Wholesale Production: _____

Month/Quarter: _____

Actual Unit Wholesale Production: _____

Projected Pay: _____

Personal Sales

\$ _____

Section 1 @ 50%

=

Personal Team Building

\$100 bonus for each new personal qualified unit member

of New Qual. _____ x \$100

PTB Bonus =

Unit Development

Qualified New Unit Members

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

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Devel. Bonus =

Unit Wholesale Prod.

\$5,500 or more = 23%
\$4,500 to \$5,499.99 = 13%
\$4,499.99 or less = 9%

Monthly Production x _____ %

Production =

Car Cash Compensation

Only if Opting for Cash

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

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- New Cadillac Bonus: \$1,000
- Higher Unit Club: \$1,000

Seminar Bonus =

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 =

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 =

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 =

Offspring Directors

Total Offspring Wholesale Amount

\$ _____

Wholesale Amount x % Paid

| Pers. Unit Monthly W/S | # Offspring Units | % Paid | |
|------------------------|-------------------|----------|----------|
| | | 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:

Advertising Expenses:

- Booths
- Product Gifts (Including the retail tax you paid)
- Demo Products (Including the retail tax you paid)
- Printed Material
- Preferred Customer Program

Bad Debts:

- Uncollected Sales or Sales Tax

Charitable Donations:

- Cash/Product Donations

Car Expenses:

- Gas/Car Wash (If you drive a company vehicle)
- Maintenance/Repairs/Oil
- Insurance/Lease Car Payments/Auto Loan Interest / License & Registration
- Parking/Tolls

Education/Training:

- Conferences/Workshops/Meeting Fees
- Books/Audio Training

Meals & Entertainment:

- Coffee Appointments/Luncheons/Brunches
- Meals on trips (@50%)
- Star Party or other outings

Office Expenses:

- Computer/Internet Expenses
- Phone Expenses
- Office Equipment (computers, desk, printers, etc)
- Misc Office Supplies

Travel Expenses:

- Airfare
- Hotel
- Cabs, Parking, Rental Car
- Tips

Outside Services/Contracted Labor:

- Office Help/Office Manager/Office Assistant
- Cleaning Services
- Repairs and Maintenance

Other Business Expenses:

- Bank/Propay/Credit Card service charges, fees
- Dovetailing paid to another Consultant
- Dues & Subscriptions (magazines, publications, networking meetings, chamber of commerce, etc)
- Equipment Rentals
- Finance Charges/Interest paid on business loans
- Non-Product Gifts
- Insurance (business liability on Inventory)
- Legal and Professional Fees (accountants, attorneys)
- Licenses and Fees
- Meeting Room Rentals/Studio Rent
- Non-collected sales tax on personal use products
- Postage and Delivery
- Team/Unit Prizes
- Section 2 Items (look books, party supplies, Starter Kit)
- Red Jacket/Director or National Suit
- Buzz Kit (Directors)
- Miscellaneous Business Supplies

| | Expense: | Category: | Amount: | Receipt: |
|-----|----------|-----------|---------|--|
| 1. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 2. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 3. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 4. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 5. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 6. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 7. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 8. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 9. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 10. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 11. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 12. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 13. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 14. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 15. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 16. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 17. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 18. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 19. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 20. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 21. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 22. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 23. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 24. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 25. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |

Monthly Totals

Child Care: _____
 Health Insurance: _____
 Mortgage/Rent: _____
 Utilities: _____
 Mileage: _____

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

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.

| Date | 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 | | + | |
| | | = | |

MONTH OF: _____

Transfer totals in the bottom row to other side

| Date | 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 | Client's Name & Phone Number | # of Referrals | Total Retail Sales | 2nd Appt Booked | Shared the Opportunity | New Team Member |
|--------------------------------------|-----------|------------------------------|----------------|--------------------|-----------------|------------------------|-----------------|
| 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 | | | | | | | |
| TOTALS OF EACH COLUMN FOR THE MONTH: | | | | | | | |

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places!

| | Appt Date | Client's Name & Phone Number | # of Referrals | Total Retail Sales | 2nd Appt Booked | Shared the Opportunity | New Team Member |
|--------------------------------------|-----------|------------------------------|----------------|--------------------|-----------------|------------------------|-----------------|
| 31 | | | | | | | |
| 32 | | | | | | | |
| 33 | | | | | | | |
| 34 | | | | | | | |
| 35 | | | | | | | |
| 36 | | | | | | | |
| 37 | | | | | | | |
| 38 | | | | | | | |
| 39 | | | | | | | |
| 40 | | | | | | | |
| 41 | | | | | | | |
| 42 | | | | | | | |
| 43 | | | | | | | |
| 44 | | | | | | | |
| 45 | | | | | | | |
| 46 | | | | | | | |
| 47 | | | | | | | |
| 48 | | | | | | | |
| 49 | | | | | | | |
| 50 | | | | | | | |
| 51 | | | | | | | |
| 52 | | | | | | | |
| 53 | | | | | | | |
| 54 | | | | | | | |
| 55 | | | | | | | |
| 56 | | | | | | | |
| 57 | | | | | | | |
| 58 | | | | | | | |
| 59 | | | | | | | |
| 60 | | | | | | | |
| 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)**
3. Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? **(PASSION)**
4. 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

MONTH: _____

DETAILED INFO UNDER THE SHARING SECTION

| 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 SHARING 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. | | | |
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| 2. | | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| 11. | | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| 21. | | | |
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| 22. | | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| | 31. | | |
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| | 32. | | |
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| | 33. | | |
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| | 38. | | |
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| | 39. | | |
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| | 40. | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| 41. | | | |
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| 42. | | | |
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| 43. | | | |
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| 48. | | | |
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| 49. | | | |
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| 50. | | | |
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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 | | | | | | |
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| 16 | | | | | | |
| 17 | | | | | | |
| 18 | | | | | | |
| 19 | | | | | | |
| 20 | | | | | | |

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

OCTOBER
2024

Weekly Plan Sheet from **SEPTEMBER 29**

| Sunday, September 29 | Monday, September 30 | Tuesday, October 1 | Wednesday, October 2 |
|----------------------|----------------------|--------------------|----------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :45 |
| 7 | 7 | 7 | 7 |
| :15 | :15 | :15 | :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 |
| :30 | :30 | :30 | :30 |
| :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 | :15 | :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 | 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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

Weekly Plan Sheet from **OCTOBER 13**

| Sunday, October 13 | Monday, October 14 | Tuesday, October 15 | Wednesday, October 16 |
|--------------------|--------------------|---------------------|-----------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

| Thursday, October 17 | Friday, October 18 | Saturday, October 19 | |
|----------------------|--------------------|----------------------|--|
| 6 | 6 | 6 | PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you! |
| :15 | :15 | :15 | GOD: Devotion, Church, Bible Study, Faith..... |
| :30 | :30 | :30 | Family Time |
| :45 | :45 | :45 | Date Night |
| 7 | 7 | 7 | Mary Kay Time: Meetings, Networking, Training, etc |
| :15 | :15 | :15 | Exercise, Hair, Nails, Coffee with Friends, etc.... |
| :30 | :30 | :30 | INCOME PRODUCING ACTIVITY |
| :45 | :45 | :45 | Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity |
| 8 | 8 | 8 | BOOKINGS/ FACES RESULTS |
| :15 | :15 | :15 | # Booking Held This Week: _____ |
| :30 | :30 | :30 | # Bookings Next Week: _____ |
| :45 | :45 | :45 | # Faces This Week: _____ |
| 9 | 9 | 9 | PERSONAL SALES RESULTS |
| :15 | :15 | :15 | Total Sales This Week: _____ |
| :30 | :30 | :30 | 40% Profit: _____ |
| :45 | :45 | :45 | TRACKING MY STAR |
| 10 | 10 | 10 | Wholesale Orders This Week: _____ |
| :15 | :15 | :15 | Amount Needed to Finish Star: _____ |
| :30 | :30 | :30 | Unit Stars to Date: _____ |
| :45 | :45 | :45 | SHARING THE OPPORTUNITY RESULTS |
| 11 | 11 | 11 | Personal Sharing Appts: _____ |
| :15 | :15 | :15 | New Personal Team Members _____ |
| :30 | :30 | :30 | Team Sharing Appts: _____ |
| :45 | :45 | :45 | New Team Members: _____ |
| 12 | 12 | 12 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 1 | 1 | 1 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 2 | 2 | 2 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 3 | 3 | 3 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 4 | 4 | 4 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 5 | 5 | 5 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 6 | 6 | 6 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 7 | 7 | 7 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 8 | 8 | 8 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |
| 9 | 9 | 9 | |
| :15 | :15 | :15 | |
| :30 | :30 | :30 | |
| :45 | :45 | :45 | |

Weekly Plan Sheet from **OCTOBER 20**

| Sunday, October 20 | Monday, October 21 | Tuesday, October 22 | Wednesday, October 23 |
|--------------------|--------------------|---------------------|-----------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

Weekly Plan Sheet from **OCTOBER 27**

| Sunday, October 27 | Monday, October 28 | Tuesday, October 29 | Wednesday, October 30 |
|--------------------|--------------------|---------------------|-----------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

focus believe star flawless recognition promote color
believe star flawless recognition promote color
shine serve work learn
advance achieve business
connect tools dream big power share
systems events love lead
SUPPORT LEADERSHIP
social growth integrity inspire #mymklife skin care
BEAUTY

MY SUCCESS PLAN

NOVEMBER 2024





NOVEMBER 2024

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

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



| THURSDAY | FRIDAY | SATURDAY | DECEMBER | | | | | | |
|----------|-----------------------|--|---------------|----------|----------|----------|----------|----------|----------|
| | 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 | 24 | 25 | 26 | 27 |
| | | | 28 | 29 | 30 | 31 | | | |
| 7 | 8 | 9 <i>WINTER Early Order for PCP/Stars Begins</i> | <i>Notes:</i> | | | | | | |
| 14 | 15 | 16 <i>WINTER Official Product Launch</i> | | | | | | | |
| 21 | 22 | 23 | | | | | | | |
| 28 | 29 <i>PINK FRIDAY</i> | 30 <i>SMALL BUSINESS SATURDAY</i> | | | | | | | |

DIRECTOR

2024



MONTHLY

Cheque Calculator

Projected Unit Wholesale Production: _____

Month/Quarter: _____

Actual Unit Wholesale Production: _____

Projected Pay: _____

Personal Sales

\$ _____

Section 1 @ 50%

=

Personal Team Building

\$100 bonus for each new personal qualified unit member

of New Qual. _____ x \$100

PTB Bonus =

Unit Development

Qualified New Unit Members

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

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Devel. Bonus =

Unit Wholesale Prod.

\$5,500 or more = 23%
\$4,500 to \$5,499.99 = 13%
\$4,499.99 or less = 9%

Monthly Production x _____ %

Production =

Car Cash Compensation

Only if Opting for Cash

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

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- New Cadillac Bonus: \$1,000
- Higher Unit Club: \$1,000

Seminar Bonus =

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 =

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 =

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 =

Offspring Directors

Total Offspring Wholesale Amount

\$ _____

Wholesale Amount x % Paid

| Pers. Unit Monthly W/S | # Offspring Units | % Paid | |
|------------------------|-------------------|----------|----------|
| | | 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:

Advertising Expenses:

- Booths
- Product Gifts (Including the retail tax you paid)
- Demo Products (Including the retail tax you paid)
- Printed Material
- Preferred Customer Program

Bad Debts:

- Uncollected Sales or Sales Tax

Charitable Donations:

- Cash/Product Donations

Car Expenses:

- Gas/Car Wash (If you drive a company vehicle)
- Maintenance/Repairs/Oil
- Insurance/Lease Car Payments/Auto Loan Interest / License & Registration
- Parking/Tolls

Education/Training:

- Conferences/Workshops/Meeting Fees
- Books/Audio Training

Meals & Entertainment:

- Coffee Appointments/Luncheons/Brunches
- Meals on trips (@50%)
- Star Party or other outings

Office Expenses:

- Computer/Internet Expenses
- Phone Expenses
- Office Equipment (computers, desk, printers, etc)
- Misc Office Supplies

Travel Expenses:

- Airfare
- Hotel
- Cabs, Parking, Rental Car
- Tips

Outside Services/Contracted Labor:

- Office Help/Office Manager/Office Assistant
- Cleaning Services
- Repairs and Maintenance

Other Business Expenses:

- Bank/Propay/Credit Card service charges, fees
- Dovetailing paid to another Consultant
- Dues & Subscriptions (magazines, publications, networking meetings, chamber of commerce, etc)
- Equipment Rentals
- Finance Charges/Interest paid on business loans
- Non-Product Gifts
- Insurance (business liability on Inventory)
- Legal and Professional Fees (accountants, attorneys)
- Licenses and Fees
- Meeting Room Rentals/Studio Rent
- Non-collected sales tax on personal use products
- Postage and Delivery
- Team/Unit Prizes
- Section 2 Items (look books, party supplies, Starter Kit)
- Red Jacket/Director or National Suit
- Buzz Kit (Directors)
- Miscellaneous Business Supplies

| | Expense: | Category: | Amount: | Receipt: |
|-----|----------|-----------|---------|--|
| 1. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 2. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 3. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 4. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 5. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 6. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 7. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 8. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 9. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 10. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 11. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 12. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 13. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 14. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 15. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 16. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 17. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 18. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 19. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 20. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 21. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 22. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 23. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 24. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 25. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |

Monthly Totals

Child Care: _____
 Health Insurance: _____
 Mortgage/Rent: _____
 Utilities: _____
 Mileage: _____

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

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.

| Date | 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 | | + | |
| | | = | |

MONTH OF: _____

Transfer totals in the bottom row to other side

| Date | 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 | Client's Name & Phone Number | # of Referrals | Total Retail Sales | 2nd Appt Booked | Shared the Opportunity | New Team Member |
|--------------------------------------|-----------|------------------------------|----------------|--------------------|-----------------|------------------------|-----------------|
| 1 | | | | | | | |
| 2 | | | | | | | |
| 3 | | | | | | | |
| 4 | | | | | | | |
| 5 | | | | | | | |
| 6 | | | | | | | |
| 7 | | | | | | | |
| 8 | | | | | | | |
| 9 | | | | | | | |
| 10 | | | | | | | |
| 11 | | | | | | | |
| 12 | | | | | | | |
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| 15 | | | | | | | |
| 16 | | | | | | | |
| 17 | | | | | | | |
| 18 | | | | | | | |
| 19 | | | | | | | |
| 20 | | | | | | | |
| 21 | | | | | | | |
| 22 | | | | | | | |
| 23 | | | | | | | |
| 24 | | | | | | | |
| 25 | | | | | | | |
| 26 | | | | | | | |
| 27 | | | | | | | |
| 28 | | | | | | | |
| 29 | | | | | | | |
| 30 | | | | | | | |
| TOTALS OF EACH COLUMN FOR THE MONTH: | | | | | | | |

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places!

| | Appt Date | Client's Name & Phone Number | # of Referrals | Total Retail Sales | 2nd Appt Booked | Shared the Opportunity | New Team Member |
|--------------------------------------|-----------|------------------------------|----------------|--------------------|-----------------|------------------------|-----------------|
| 31 | | | | | | | |
| 32 | | | | | | | |
| 33 | | | | | | | |
| 34 | | | | | | | |
| 35 | | | | | | | |
| 36 | | | | | | | |
| 37 | | | | | | | |
| 38 | | | | | | | |
| 39 | | | | | | | |
| 40 | | | | | | | |
| 41 | | | | | | | |
| 42 | | | | | | | |
| 43 | | | | | | | |
| 44 | | | | | | | |
| 45 | | | | | | | |
| 46 | | | | | | | |
| 47 | | | | | | | |
| 48 | | | | | | | |
| 49 | | | | | | | |
| 50 | | | | | | | |
| 51 | | | | | | | |
| 52 | | | | | | | |
| 53 | | | | | | | |
| 54 | | | | | | | |
| 55 | | | | | | | |
| 56 | | | | | | | |
| 57 | | | | | | | |
| 58 | | | | | | | |
| 59 | | | | | | | |
| 60 | | | | | | | |
| 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)**
3. Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? **(PASSION)**
4. 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

MONTH: _____

DETAILED INFO UNDER THE SHARING SECTION

| 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 SHARING 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 | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| 31. | | | |
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| 32. | | | |
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| 38. | | | |
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| 40. | | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| 41. | | | |
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| 50. | | | |
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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 | | | | | | |
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| 17 | | | | | | |
| 18 | | | | | | |
| 19 | | | | | | |
| 20 | | | | | | |

| | START DATE | NAME | 15TH DAY | Cell # | Started NC Info Sheet | First Order Amount |
|----|------------|------|----------|--------|-----------------------|--------------------|
| 21 | | | | | | |
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| 32 | | | | | | |
| 33 | | | | | | |
| 34 | | | | | | |
| 35 | | | | | | |
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| 37 | | | | | | |
| 38 | | | | | | |
| 39 | | | | | | |
| 40 | | | | | | |

NOVEMBER

2024

Weekly Plan Sheet from **NOVEMBER 3**

| Sunday, November 3 | Monday, November 4 | Tuesday, November 5 | Wednesday, November 6 |
|--------------------|--------------------|---------------------|-----------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

Weekly Plan Sheet from **NOVEMBER 10**

| Sunday, November 10 | Monday, November 11 | Tuesday, November 12 | Wednesday, November 13 |
|---------------------|---------------------|----------------------|------------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

Weekly Plan Sheet from **NOVEMBER 17**

| Sunday, November 17 | Monday, November 18 | Tuesday, November 19 | Wednesday, November 20 |
|---------------------|---------------------|----------------------|------------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

Weekly Plan Sheet from **NOVEMBER 24**

| Sunday, November 24 | Monday, November 25 | Tuesday, November 26 | Wednesday, November 27 |
|---------------------|---------------------|----------------------|------------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

focus believe star flawless recognition promote color
believe star flawless recognition promote color
shine serve work learn
advance achieve business
connect tools events dream big power share
systems support love lead
social growth integrity delegate LEADERSHIP
inspire #mymklife skin care

MY SUCCESS PLAN

DECEMBER 2024





DECEMBER 2024

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

DIRECTOR

2024



MONTHLY

Cheque Calculator

Projected Unit Wholesale Production: _____

Month/Quarter: _____

Actual Unit Wholesale Production: _____

Projected Pay: _____

Personal Sales

\$ _____

Section 1 @ 50%

=

Personal Team Building

\$100 bonus for each new personal qualified unit member

of New Qual. _____ x \$100

PTB Bonus =

Unit Development

Qualified New Unit Members

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

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Devel. Bonus =

Unit Wholesale Prod.

\$5,500 or more = 23%
\$4,500 to \$5,499.99 = 13%
\$4,499.99 or less = 9%

Monthly Production x _____ %

Production =

Car Cash Compensation

Only if Opting for Cash

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

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- New Cadillac Bonus: \$1,000
- Higher Unit Club: \$1,000

Seminar Bonus =

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 =

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 =

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 =

Offspring Directors

Total Offspring Wholesale Amount

\$ _____

Wholesale Amount x % Paid

| Pers. Unit Monthly W/S | # Offspring Units | % Paid | |
|------------------------|-------------------|----------|----------|
| | | 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:

Advertising Expenses:

- Booths
- Product Gifts (Including the retail tax you paid)
- Demo Products (Including the retail tax you paid)
- Printed Material
- Preferred Customer Program

Bad Debts:

- Uncollected Sales or Sales Tax

Charitable Donations:

- Cash/Product Donations

Car Expenses:

- Gas/Car Wash (If you drive a company vehicle)
- Maintenance/Repairs/Oil
- Insurance/Lease Car Payments/Auto Loan Interest / License & Registration
- Parking/Tolls

Education/Training:

- Conferences/Workshops/Meeting Fees
- Books/Audio Training

Meals & Entertainment:

- Coffee Appointments/Luncheons/Brunches
- Meals on trips (@50%)
- Star Party or other outings

Office Expenses:

- Computer/Internet Expenses
- Phone Expenses
- Office Equipment (computers, desk, printers, etc)
- Misc Office Supplies

Travel Expenses:

- Airfare
- Hotel
- Cabs, Parking, Rental Car
- Tips

Outside Services/Contracted Labor:

- Office Help/Office Manager/Office Assistant
- Cleaning Services
- Repairs and Maintenance

Other Business Expenses:

- Bank/Propay/Credit Card service charges, fees
- Dovetailing paid to another Consultant
- Dues & Subscriptions (magazines, publications, networking meetings, chamber of commerce, etc)
- Equipment Rentals
- Finance Charges/Interest paid on business loans
- Non-Product Gifts
- Insurance (business liability on Inventory)
- Legal and Professional Fees (accountants, attorneys)
- Licenses and Fees
- Meeting Room Rentals/Studio Rent
- Non-collected sales tax on personal use products
- Postage and Delivery
- Team/Unit Prizes
- Section 2 Items (look books, party supplies, Starter Kit)
- Red Jacket/Director or National Suit
- Buzz Kit (Directors)
- Miscellaneous Business Supplies

| | Expense: | Category: | Amount: | Receipt: |
|-----|----------|-----------|---------|--|
| 1. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 2. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 3. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 4. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 5. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 6. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 7. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 8. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 9. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 10. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 11. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 12. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 13. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 14. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 15. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 16. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 17. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 18. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 19. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 20. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 21. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 22. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 23. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 24. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |
| 25. | _____ | _____ | _____ | YES. <input type="checkbox"/> NO: <input type="checkbox"/> |

Monthly Totals

Child Care: _____
 Health Insurance: _____
 Mortgage/Rent: _____
 Utilities: _____
 Mileage: _____

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

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.

| Date | 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 | | + | |
| | | = | |

MONTH OF: _____

Transfer totals in the bottom row to other side

| Date | 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 | Client's Name & Phone Number | # of Referrals | Total Retail Sales | 2nd Appt Booked | Shared the Opportunity | New Team Member |
|--------------------------------------|-----------|------------------------------|----------------|--------------------|-----------------|------------------------|-----------------|
| 1 | | | | | | | |
| 2 | | | | | | | |
| 3 | | | | | | | |
| 4 | | | | | | | |
| 5 | | | | | | | |
| 6 | | | | | | | |
| 7 | | | | | | | |
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| 19 | | | | | | | |
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| 21 | | | | | | | |
| 22 | | | | | | | |
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| 25 | | | | | | | |
| 26 | | | | | | | |
| 27 | | | | | | | |
| 28 | | | | | | | |
| 29 | | | | | | | |
| 30 | | | | | | | |
| TOTALS OF EACH COLUMN FOR THE MONTH: | | | | | | | |

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places!

| | Appt Date | Client's Name & Phone Number | # of Referrals | Total Retail Sales | 2nd Appt Booked | Shared the Opportunity | New Team Member |
|--------------------------------------|-----------|------------------------------|----------------|--------------------|-----------------|------------------------|-----------------|
| 31 | | | | | | | |
| 32 | | | | | | | |
| 33 | | | | | | | |
| 34 | | | | | | | |
| 35 | | | | | | | |
| 36 | | | | | | | |
| 37 | | | | | | | |
| 38 | | | | | | | |
| 39 | | | | | | | |
| 40 | | | | | | | |
| 41 | | | | | | | |
| 42 | | | | | | | |
| 43 | | | | | | | |
| 44 | | | | | | | |
| 45 | | | | | | | |
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| 47 | | | | | | | |
| 48 | | | | | | | |
| 49 | | | | | | | |
| 50 | | | | | | | |
| 51 | | | | | | | |
| 52 | | | | | | | |
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| 54 | | | | | | | |
| 55 | | | | | | | |
| 56 | | | | | | | |
| 57 | | | | | | | |
| 58 | | | | | | | |
| 59 | | | | | | | |
| 60 | | | | | | | |
| 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)**
3. Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? **(PASSION)**
4. 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

MONTH: _____

DETAILED INFO UNDER THE SHARING SECTION

| 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. |
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| 19. | 39. |
| 20. | 40. |

| MY UNIT SHARING APPOINTMENTS: HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH! | |
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| 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. | | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| 11. | | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| 21. | | | |
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| 22. | | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| 31. | | | |
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| 32. | | | |
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| 33. | | | |
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SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
|------|-------|------------------|---------|
| | Cell | Guest Event/ PPP | Notes |
| | Email | Conf. Call | |
| 41. | | | |
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| 50. | | | |
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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 | | | | | | |
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| 18 | | | | | | |
| 19 | | | | | | |
| 20 | | | | | | |

| | START DATE | NAME | 15TH DAY | Cell # | Started NC Info Sheet | First Order Amount |
|----|------------|------|----------|--------|-----------------------|--------------------|
| 21 | | | | | | |
| 22 | | | | | | |
| 23 | | | | | | |
| 24 | | | | | | |
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| 32 | | | | | | |
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| 34 | | | | | | |
| 35 | | | | | | |
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| 37 | | | | | | |
| 38 | | | | | | |
| 39 | | | | | | |
| 40 | | | | | | |

DECEMBER

2024

Weekly Plan Sheet from **DECEMBER 1**

| Sunday, December 1 | Monday, December 2 | Tuesday, December 3 | Wednesday, December 4 |
|--------------------|--------------------|---------------------|-----------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

Weekly Plan Sheet from **DECEMBER 8**

| Sunday, December 8 | Monday, December 9 | Tuesday, December 10 | Wednesday, December 11 |
|--------------------|--------------------|----------------------|------------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

Weekly Plan Sheet from **DECEMBER 15**

| Sunday, December 15 | Monday, December 16 | Tuesday, December 17 | Wednesday, December 18 |
|---------------------|---------------------|----------------------|------------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

Weekly Plan Sheet from **DECEMBER 22**

| Sunday, December 22 | Monday, December 23 | Tuesday, December 24 | Wednesday, December 25 |
|---------------------|---------------------|----------------------|------------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

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

Weekly Plan Sheet from **DECEMBER 29**

| Sunday, December 29 | Monday, December 30 | Tuesday, December 31 | Wednesday, January 1 |
|---------------------|---------------------|----------------------|----------------------|
| 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 | 8 | 8 | 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 | 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 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :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 | 3 | 3 | 3 |
| :15 | :15 | :15 | :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 | :30 | :30 | :30 |
| :45 | :45 | :45 | :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 | 8 | 8 | 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 |

to JANUARY 4

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

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 Mailing

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 - June 2025 At-A-Glance

APRIL

| 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:

April 1: April Fools Day/Q4 Star Qtr Begins

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 begins

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

focus believe star flawless recognition promote color
believe star flawless recognition promote color
shine serve work learn
advance achieve business
connect tools dream big power share
systems events love
SUPPORT track lead
praise LEADERSHIP
social growth integrity delegate
inspire #mymklife skin care

MY SUCCESS PLAN

Shani's
Epic Legacy Team
CREATE - COMMUNICATE - DELEGATE - AUTOMATE

www.epiclegacy.team

