

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 - 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
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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
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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
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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
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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
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14	15	16	17	18	19	20
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28	29	30	31			

AUGUST						
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SEPTEMBER						
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29	30					

OCTOBER						
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20	21	22	23	24	25	26
27	28	29	30	31		

NOVEMBER						
S	M	T	W	T	F	S
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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
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16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

APRIL

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20	21	22	23	24	25	26
27	28	29	30			

MAY

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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

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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

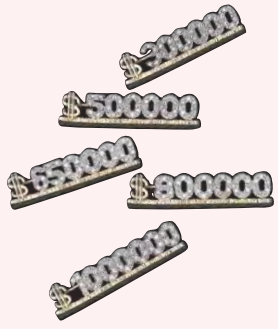


\$17,500 Wholesale (\$35,000 Retail) July 1, 2024 - June 30, 2025

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

\$35,000

\$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	
6,000	★ PEARL
5,700	
5,400	
5,100	
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	

*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 opacity, creating a layered effect. The text is centered over this background.

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	
6,000	PEARL
5,700	
5,400	
5,100	
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 Year!</i> <i>Q1 Star Begins</i>	2	3
7	8	9	10
14	15 <i>Fall/Holiday PCP 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							

July 2024 Goals



PLACE PICTURE OF TOP DIRECTOR/PRESTIGE TRIP HERE!

WHOLESALE GOAL: \$

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

Finished With:

LEADERS IN RED!	SENIOR CONSULTANTS

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

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

NEW
CONSULTANTS

NEW PERSONAL & UNIT MEMBERS

Month: _____

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

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

2024
JULY

Weekly Plan Sheet from **JUNE 30**

Sunday, June 30	Monday, July 1	Tuesday, July 2	Wednesday, July 3
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
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:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
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: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
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:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Thursday, July 4			Friday, July 5			Saturday, July 6			
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			
:15			:15			:15			
:30			:30			:30			Exercise, Hair, Nails, Coffee with Friends, etc....
:45			:45			:45			
8			8			8			
: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			
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:45			:45			:45			
4			4			4			
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:45			:45			:45			
9			9			9			
:15			:15			:15			
:30			:30			:30			
:45			:45			:45			

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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10PM

Date: Sunday, June 30

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

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6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

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Date: Monday, July 1

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
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- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

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Date: Tuesday, July 2

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

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Date: Wednesday, July 3

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

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5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE	
"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)	
"A class worth booking is a class worth coaching" - Mary Kay Ash	
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS	
"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS	
"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS	
"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash	
1	4
2	5
NOTES/ THOUGHTS	

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Date: Thursday, July 4

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

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4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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Date: Friday, July 5

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
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4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

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2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

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Date: Saturday, July 6

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

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Date: Sunday, July 7

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

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Date: Monday, July 8

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

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Date: Tuesday, July 9

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
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- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

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NOTES/ THOUGHTS

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Date: Wednesday, July 10

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
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- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

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1	3
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

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NOTES/ THOUGHTS

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Date: Thursday, July 11

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, July 12

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, July 13

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

Weekly Plan Sheet from **JULY 7**

Sunday, July 7	Monday, July 8	Tuesday, July 9	Wednesday, July 10
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 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 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 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
: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			BOOKINGS/ FACES RESULTS # Booking Held This Week: _____ # Bookings Next Week: _____ # Faces This Week: _____
9			9			9			
:15			:15			:15			
:30			:30			:30			PERSONAL SALES RESULTS Total Sales This Week: _____ 40% Profit: _____
:45			:45			:45			
10			10			10			
: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			
11			11			11			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			
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			

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, July 14

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, July 15

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, July 16

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, July 17

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, July 18

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, July 19

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, July 20

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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	
6	6	6	6	6	6
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45
7	7	7	7	7	7
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45
8	8	8	8	8	8
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45
9	9	9	9	9	9
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45
10	10	10	10	10	10
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45
11	11	11	11	11	11
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45
12	12	12	12	12	12
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45
1	1	1	1	1	1
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45
2	2	2	2	2	2
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45
3	3	3	3	3	3
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45
4	4	4	4	4	4
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45
5	5	5	5	5	5
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45
6	6	6	6	6	6
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45
7	7	7	7	7	7
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45
8	8	8	8	8	8
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45
9	9	9	9	9	9
:15	:15	:15	:15	:15	:15
:30	:30	:30	:30	:30	:30
:45	:45	:45	:45	:45	:45

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

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: _____

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, July 21

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, July 22

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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1	4
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NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:	
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Million \$ Call: 641.715.3900 44336#	
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11AM	
12PM	
1PM	
2PM	
3PM	
4PM	
5PM	
6PM	
7PM	
8PM	
9PM	
10PM	

Date: Tuesday, July 23

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY
-----------------------------	---------------------

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:
-------------------------	---------------------------

NEW BOOKINGS:	RETAIL SALES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
---------------	---------------------	---

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

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3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, July 24

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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1	4
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

“It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

“Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

“The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, July 25

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, July 26

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

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10PM

Date: Saturday, July 27

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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! 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	
:30	:30	:30	
:45	:45	:45	
7	7	7	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	
8	8	8	BOOKINGS/ FACES RESULTS # Booking Held This Week: _____ # Bookings Next Week: _____ # Faces This Week: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
9	9	9	PERSONAL SALES RESULTS Total Sales This Week: _____ 40% Profit: _____
:15	:15	:15	
: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	
11	11	11	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	
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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

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5PM

6PM

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10PM

Date: Sunday, July 28

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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6AM

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10PM

Date: Monday, July 29

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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6AM

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8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

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9PM

10PM

Date: Tuesday, July 30

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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10PM

Date: Wednesday, July 31

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

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NOTES/ THOUGHTS

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5AM: Quiet Time/ Devotion/ Prayer

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8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

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5PM

6PM

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9PM

10PM

Date: Thursday, August 1

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE	
"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)	
"A class worth booking is a class worth coaching" - Mary Kay Ash	
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS	
"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash	
1	4
2	5
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS	
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1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS	
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1	4
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NOTES/ THOUGHTS	

SCHEDULE @ A GLANCE:

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8AM

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10AM

11AM

12PM

1PM

2PM

3PM

4PM

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6PM

7PM

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9PM

10PM

Date: Friday, August 2

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

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8PM

9PM

10PM

Date: Saturday, August 3

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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

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

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



THURSDAY	FRIDAY	SATURDAY	SEPTEMBER						
1	2	3	S	M	T	W	T	F	S
<i>Elevate Seminar</i>			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					
8 <i>Fall/Holiday PCP Enrollment Deadline</i>	9	10	<i>Notes:</i> <hr/> <hr/> <hr/> <hr/>						
15	16	17							
22	23	24							
29 <i>Fall/Holiday Look Books Begin Mailing</i>	30	31							

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

NEW
CONSULTANTS

NEW PERSONAL & UNIT MEMBERS

Month: _____

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

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

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	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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, August 4

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, August 5

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, August 6

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, August 7

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, August 8

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, August 9

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, August 10

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

NOTES

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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

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8PM

9PM

10PM

Date: Sunday, August 11

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, August 12

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:	
5AM: Quiet Time/ Devotion/ Prayer	
Million \$ Call: 641.715.3900 44336#	
6AM	
7AM	
8AM	
9AM	
10AM	
11AM	
12PM	
1PM	
2PM	
3PM	
4PM	
5PM	
6PM	
7PM	
8PM	
9PM	
10PM	

Date: Tuesday, August 13

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY
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NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:
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NEW BOOKINGS:	RETAIL SALES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
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MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, August 14

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

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10PM

Date: Thursday, August 15

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

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6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE
"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)
"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS
"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS
"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS
"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, August 16

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1
2
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8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1
2
3

4
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6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

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6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1
2

3
4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1
2

4
5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, August 17

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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

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	
: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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, August 18

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

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11AM

12PM

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10PM

Date: Monday, August 19

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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10PM

Date: Tuesday, August 20

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

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8PM

9PM

10PM

Date: Wednesday, August 21

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, August 22

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

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12PM

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10PM

Date: Friday, August 23

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
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10PM

Date: Saturday, August 24

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

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	
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5	5	5	
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: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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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10AM

11AM

12PM

1PM

2PM

3PM

4PM

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10PM

Date: Sunday, August 25

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

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6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

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10PM

Date: Monday, August 26

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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Date: Tuesday, August 27

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

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6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

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NOTES/ THOUGHTS

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9AM

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12PM

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Date: Wednesday, August 28

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

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1	3
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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Date: Thursday, August 29

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

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4

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6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

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RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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NOTES/ THOUGHTS

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Date: Friday, August 30

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

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4

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PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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Date: Saturday, August 31

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
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PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

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MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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:

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$ \div .40 = \$

(Include the tax for your goal in your profit total)

My Retail Sales Goal:

\$

Ready. Set.
GOAL!

➔

Projected Month Totals:

40% Profit of Goal: _____
 50% Wholesale of Goal: _____
 5% Section 2/ Supplies: _____
 5% MK Events/PCP: _____

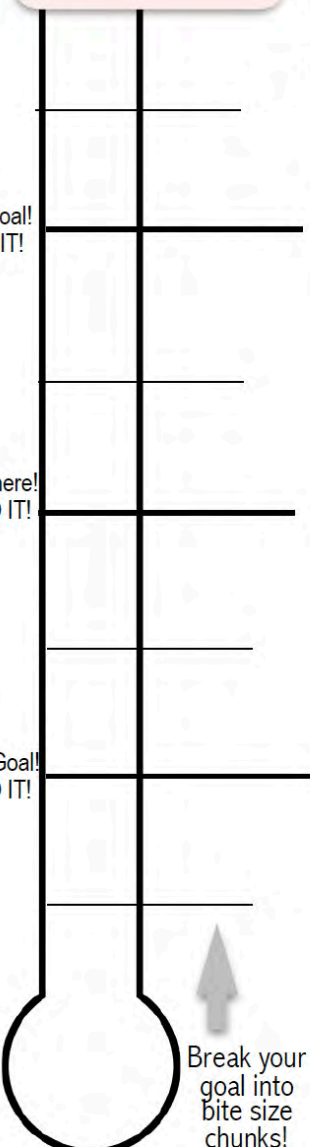
Break It Down:

My Average per Facial: \$ _____
 Retail Goal \div Average per Facial
 = # Faces To Pamper: _____
 # Faces to Pamper \div 3 guests/party
 = # Parties to Hold: _____

3/4 of my Goal!
I CAN DO IT!

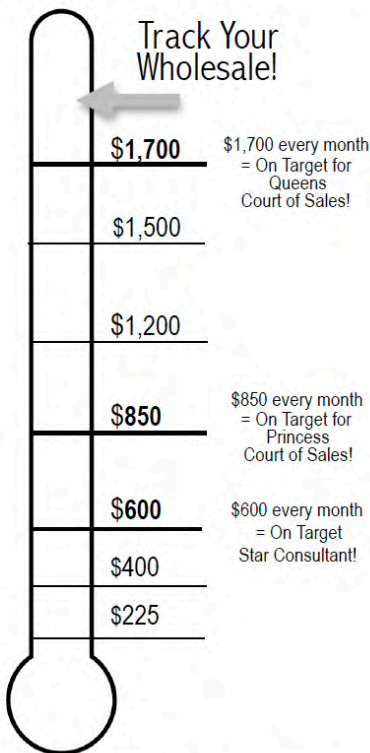
Halfway There!
I CAN DO IT!

1/4 of my Goal!
I CAN DO IT!



Idea: Share this with your director and your sister consultants by the 5th!

Track Your Wholesale!



Month End Actual Totals:

Total Sold: _____
 40% Profit: _____
 50% Wholesale: _____
 5% Section 2/ Supplies: _____
 5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2

Total:

Break your goal into bite size chunks!

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

NEW
CONSULTANTS

NEW PERSONAL & UNIT MEMBERS

Month: _____

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

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

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	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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, September 1

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

5	9
6	10
7	11
8	12

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

4	7
5	8
6	9

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

4	7
5	8
6	9

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

3	4
4	5

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

3	4
4	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, September 2

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE
 "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)
 "A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS
 "It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS
 "Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS
 "The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, September 3

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1
2
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1
2
3

4
5
6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1
2

3
4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1
2

4
5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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6PM

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10PM

Date: Wednesday, September 4

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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Date: Thursday, September 5

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view" - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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10AM

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12PM

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3PM

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6PM

7PM

8PM

9PM

10PM

Date: Friday, September 6

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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Date: Saturday, September 7

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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	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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

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10PM

Date: Sunday, September 8

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

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3PM

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10PM

Date: Monday, September 9

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

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6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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Date: Tuesday, September 10

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

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10PM

Date: Wednesday, September 11

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view" - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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10AM

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12PM

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10PM

Date: Thursday, September 12

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

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3PM

4PM

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10PM

Date: Friday, September 13

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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12PM

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Date: Saturday, September 14

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view" - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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Date: Sunday, September 15

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1
2
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1
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3

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6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1
2
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6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1
2

3
4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1
2

4
5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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Date: Monday, September 16

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:	
5AM: Quiet Time/ Devotion/ Prayer	
Million \$ Call: 641.715.3900 44336#	
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Date: Tuesday, September 17

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY
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NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:
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NEW BOOKINGS:	RETAIL SALES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
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MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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Date: Wednesday, September 18

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

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4

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6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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Date: Thursday, September 19

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

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Date: Friday, September 20

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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10PM

Date: Saturday, September 21

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE	
"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)	
"A class worth booking is a class worth coaching" - Mary Kay Ash	
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS	
"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS	
"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS	
"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash	
1	4
2	5
NOTES/ THOUGHTS	

NOTES

A series of horizontal lines for writing notes.

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	
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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, September 22

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, September 23

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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6AM

7AM

8AM

9AM

10AM

11AM

12PM

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8PM

9PM

10PM

Date: Tuesday, September 24

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

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8AM

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12PM

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8PM

9PM

10PM

Date: Wednesday, September 25

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view" - Michael York

1	5
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
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NOTES/ THOUGHTS

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7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

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8PM

9PM

10PM

Date: Thursday, September 26

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
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MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

Blank space for notes and thoughts, consisting of 10 horizontal lines.

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

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Date: Friday, September 27

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

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1	5
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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2	5

NOTES/ THOUGHTS

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7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, September 28

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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 track
SUPPORT love
praise LEADERSHIP
social growth integrity delegate
inspire #mymklife skin care

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:		

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

My Retail Sales Goal:

\$ _____

\$

 $\div .40 =$

\$ _____

(Include the tax for your goal in your profit total)

Ready. Set. **GOAL!**

\$ _____

Projected Month Totals:
 40% Profit of Goal: _____
 50% Wholesale of Goal: _____
 5% Section 2/ Supplies: _____
 5% MK Events/PCP: _____

Break It Down:

My Average per Facial: \$ _____

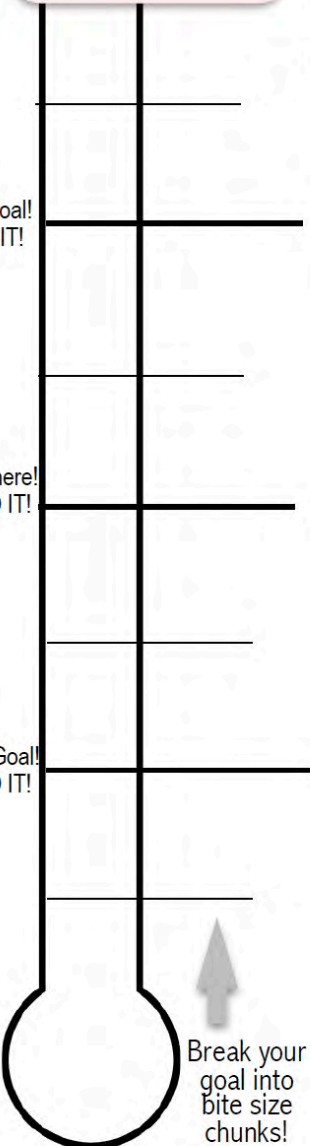
Retail Goal \div Average per Facial
 = # Faces To Pamper: _____

Faces to Pamper \div 3 guests/party
 = # Parties to Hold: _____

3/4 of my Goal!
I CAN DO IT!

Halfway There!
I CAN DO IT!

1/4 of my Goal!
I CAN DO IT!



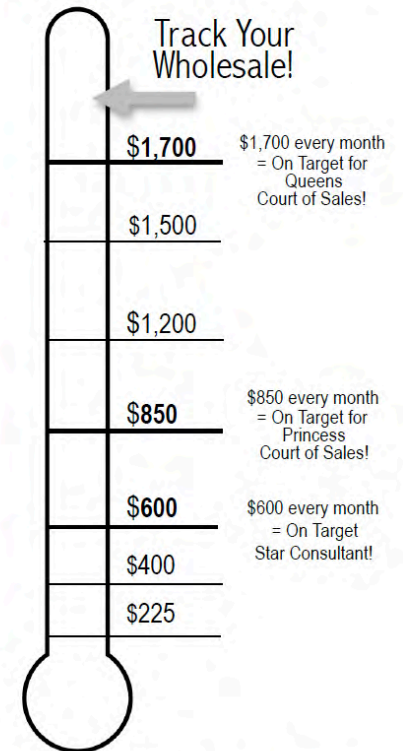
Break your goal into bite size chunks!

Picture of Your Goal!

Idea: Share this with your director and your sister consultants by the 5th!

Month End Actual Totals:

Total Sold: _____
 40% Profit: _____
 50% Wholesale: _____
 5% Section 2/ Supplies: _____
 5% MK Events/PCP: _____



Orders Placed This Month:

Date:	Section 1	Section 2

Total:

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

NEW
CONSULTANTS

NEW PERSONAL & UNIT MEMBERS

Month: _____

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

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

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
: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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, September 29

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, September 30

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE
 "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York"

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)
 "A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS
 "It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS
 "Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS
 "The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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Date: Tuesday, October 1

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

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NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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Date: Wednesday, October 2

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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Date: Thursday, October 3

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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10PM

Date: Friday, October 4

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
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NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

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Date: Saturday, October 5

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

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	
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:45	:45	:45	
6	6	6	
:15	:15	:15	
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:45	:45	:45	
7	7	7	
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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: _____

SCHEDULE @ A GLANCE:

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8AM

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12PM

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Date: Sunday, October 6

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
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NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

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Date: Monday, October 7

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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NOTES/ THOUGHTS

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Date: Tuesday, October 8

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
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NOTES/ THOUGHTS

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10AM

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Date: Wednesday, October 9

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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Date: Thursday, October 10

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE	
"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view" - Michael York	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)	
"A class worth booking is a class worth coaching" - Mary Kay Ash	
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS	
"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS	
"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS	
"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash	
1	4
2	5
NOTES/ THOUGHTS	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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Date: Friday, October 11

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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Date: Saturday, October 12

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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	
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5	5	5	
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:45	:45	:45	
8	8	8	
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:30	:30	:30	
:45	:45	:45	
9	9	9	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

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Date: Sunday, October 13

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

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Date: Monday, October 14

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
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NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

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Date: Tuesday, October 15

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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Date: Wednesday, October 16

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
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NOTES/ THOUGHTS

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Date: Thursday, October 17

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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NOTES/ THOUGHTS

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10PM

Date: Friday, October 18

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

[Empty space for notes and thoughts]

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, October 19

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

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10PM

Date: Sunday, October 20

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

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12PM

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10PM

Date: Monday, October 21

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

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10PM

Date: Tuesday, October 22

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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12PM

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10PM

Date: Wednesday, October 23

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

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10PM

Date: Thursday, October 24

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

9AM

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12PM

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10PM

Date: Friday, October 25

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

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2PM

3PM

4PM

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8PM

9PM

10PM

Date: Saturday, October 26

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

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9PM

10PM

Date: Sunday, October 27

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1
2
3
4

5
6
7
8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1
2
3

4
5
6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1
2
3

4
5
6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1
2

3
4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1
2

4
5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

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7PM

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10PM

Date: Monday, October 28

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

--

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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Date: Tuesday, October 29

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

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6AM

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8AM

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10PM

Date: Wednesday, October 30

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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1	5
2	6
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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7AM

8AM

9AM

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7PM

8PM

9PM

10PM

Date: Thursday, October 31

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

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6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

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1	5
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
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3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
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3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, November 1

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY
-----------------------------	---------------------

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:
-------------------------	---------------------------

NEW BOOKINGS:	RETAIL SALES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
---------------	---------------------	---

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
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3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
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3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

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8PM

9PM

10PM

Date: Saturday, November 2

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York"	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC) "A class worth booking is a class worth coaching" - Mary Kay Ash	
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash	
1	4
2	5
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS "Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash	
1	4
2	5
NOTES/ THOUGHTS	

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 track
support love
praise LEADERSHIP
social growth integrity delegate
inspire #mymklife skin care

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>							

November 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:

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$ ÷ .40 =

(Include the tax for your goal in your profit total)

My Retail Sales Goal:

\$

Ready. Set. GOAL!

\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down: ↓

My Average per Facial: \$ _____

Retail Goal ÷ Average per Facial

= # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

3/4 of my Goal!
I CAN DO IT!

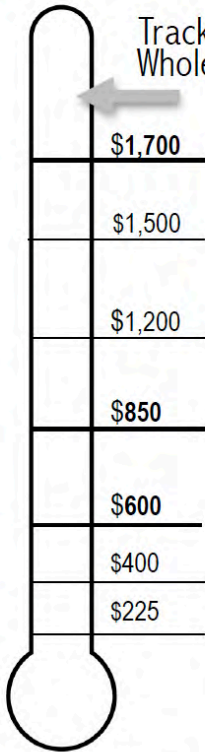
Halfway There!
I CAN DO IT!

1/4 of my Goal!
I CAN DO IT!

Picture of Your Goal!

Idea: Share this with your director and your sister consultants by the 5th!

Track Your Wholesale!



\$1,700 every month = On Target for Queens Court of Sales!
\$1,500
\$1,200
\$850 every month = On Target for Princess Court of Sales!
\$600 every month = On Target Star Consultant!
\$400
\$225

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2

Total: _____

Break your goal into bite size chunks!

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

NEW
CONSULTANTS

NEW PERSONAL & UNIT MEMBERS

Month: _____

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

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

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	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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, November 3

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, November 4

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, November 5

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

(This section contains a series of empty horizontal lines for taking notes.)

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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10PM

Date: Wednesday, November 6

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

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NOTES/ THOUGHTS

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Date: Thursday, November 7

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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1	5
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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NOTES/ THOUGHTS

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Date: Friday, November 8

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
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- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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NOTES/ THOUGHTS

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Date: Saturday, November 9

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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
: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	
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:45	:45	:45	
6	6	6	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
7	7	7	
:15	:15	:15	
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: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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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11AM

12PM

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Date: Sunday, November 10

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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1	5
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
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3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

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1	3
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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NOTES/ THOUGHTS

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Date: Monday, November 11

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- 1
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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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Date: Tuesday, November 12

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

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PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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Date: Wednesday, November 13

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

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4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

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Date: Thursday, November 14

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

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9PM

10PM

Date: Friday, November 15

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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11AM

12PM

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Date: Saturday, November 16

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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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	
:30	:30	:30	BOOKINGS/ FACES RESULTS
:45	:45	:45	# Booking Held This Week: _____
9	9	9	# Bookings Next Week: _____
:15	:15	:15	# Faces This Week: _____
:30	:30	:30	PERSONAL SALES RESULTS
:45	:45	:45	Total Sales This Week: _____
10	10	10	40% Profit: _____
:15	:15	:15	TRACKING MY STAR
:30	:30	:30	Wholesale Orders This Week: _____
:45	:45	:45	Amount Needed to Finish Star: _____
11	11	11	Unit Stars to Date: _____
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS
:30	:30	:30	Personal Sharing Appts: _____
:45	:45	:45	New Personal Team Members _____
12	12	12	Team Sharing Appts: _____
:15	:15	:15	New Team Members: _____
: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	
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:45	:45	:45	
7	7	7	
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:30	:30	:30	
:45	:45	:45	
8	8	8	
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:30	:30	:30	
:45	:45	:45	
9	9	9	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

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10PM

Date: Sunday, November 17

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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Date: Monday, November 18

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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Date: Tuesday, November 19

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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Date: Wednesday, November 20

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

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2	5

NOTES/ THOUGHTS

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Date: Thursday, November 21

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
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- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
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PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

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MILEAGE TO RECORD:

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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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NOTES/ THOUGHTS

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Date: Friday, November 22

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

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MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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2	6
3	7
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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8AM

9AM

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10PM

Date: Saturday, November 23

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

NOTES

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! 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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, November 24

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

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6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, November 25

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, November 26

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

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NOTES/ THOUGHTS

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6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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6PM

7PM

8PM

9PM

10PM

Date: Wednesday, November 27

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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1	5
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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NOTES/ THOUGHTS

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10AM

11AM

12PM

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9PM

10PM

Date: Thursday, November 28

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
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- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
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- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

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NOTES/ THOUGHTS

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10PM

Date: Friday, November 29

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

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4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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2

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5

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ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

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SHARED MARY KAY WITH:
Details in Sharing Section

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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2	5

NOTES/ THOUGHTS

--	--

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6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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7PM

8PM

9PM

10PM

Date: Saturday, November 30

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

focus believe star flawless recognition promote color
believe star flawless recognition promote color
shine serve work learn
advance achieve business
connect tools systems dream big power share
SUPPORT love lead
praise LEADERSHIP
social growth integrity delegate
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>	

December 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:

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$

÷ .40 =

\$

(Include the tax for your goal in your profit total)

My Retail Sales Goal:

Ready. Set.
GOAL!

\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down: ↓

My Average per Facial: \$ _____

Retail Goal ÷ Average per Facial

= # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

3/4 of my Goal!
I CAN DO IT!

Halfway There!
I CAN DO IT!

1/4 of my Goal!
I CAN DO IT!

Picture of
Your Goal!

*Idea: Share this with your director and
your sister consultants by the 5th!*

Track Your
Wholesale!

\$1,700

\$1,700 every month
= On Target for
Queens
Court of Sales!

\$1,500

\$1,200

\$850

\$850 every month
= On Target for
Princess
Court of Sales!

\$600

\$600 every month
= On Target
Star Consultant!

\$400

\$225

Break your
goal into
bite size
chunks!

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2

Total:

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

SHARING APPOINTMENT DETAILS

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

NEW
CONSULTANTS

NEW PERSONAL & UNIT MEMBERS

Month: _____

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

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

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	
: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: _____

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, December 1

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, December 2

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

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10PM

Date: Tuesday, December 3

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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9AM

10AM

11AM

12PM

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3PM

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Date: Wednesday, December 4

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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Date: Thursday, December 5

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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Date: Friday, December 6

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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Date: Saturday, December 7

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

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
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8	8	8	8
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: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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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Date: Sunday, December 8

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

Empty grid area for notes and thoughts.

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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Date: Monday, December 9

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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Date: Tuesday, December 10

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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Date: Wednesday, December 11

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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Date: Thursday, December 12

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
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4	8

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8	12

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

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3	6

4	5
5	6
6	7

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
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3	6

4	5
5	6
6	7

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

3	4
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

3	4
4	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

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Date: Friday, December 13

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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Date: Saturday, December 14

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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
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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

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	
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: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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, December 15

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

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10PM

Date: Monday, December 16

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

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10PM

Date: Tuesday, December 17

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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12PM

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10PM

Date: Wednesday, December 18

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

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4

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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10AM

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12PM

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10PM

Date: Thursday, December 19

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
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NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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12PM

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Date: Friday, December 20

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1
2

3
4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1
2

4
5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

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11AM

12PM

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3PM

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Date: Saturday, December 21

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1
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4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1
2

4
5

NOTES/ THOUGHTS

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
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: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
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6	6	6	6
:15	:15	:15	:15
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: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	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

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10PM

Date: Sunday, December 22

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

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Date: Monday, December 23

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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Date: Tuesday, December 24

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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9AM

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12PM

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10PM

Date: Wednesday, December 25

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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Date: Thursday, December 26

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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10PM

Date: Friday, December 27

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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Date: Saturday, December 28

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

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	
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:45	:45	:45	
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9	9	9	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

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Date: Sunday, December 29

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

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6AM

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8AM

9AM

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12PM

1PM

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10PM

Date: Monday, December 30

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
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6AM

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Date: Tuesday, December 31

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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11AM

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Date: Wednesday, January 1

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

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6AM

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8AM

9AM

10AM

11AM

12PM

1PM

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10PM

Date: Thursday, January 2

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

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10PM

Date: Friday, January 3

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, January 4

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

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5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

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
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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
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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
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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
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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 events dream big power share
systems love lead
SUPPORT LEADERSHIP
social growth integrity inspire #mymklife skin care
BEAUTY

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