



# 2024 Year at a Glance



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

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

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

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

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

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

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

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

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

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

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

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

THIS BOOK BELONGS TO: \_\_\_\_\_

# 2025 Year at a Glance



## JANUARY

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

## FEBRUARY

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

## MARCH

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

## APRIL

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

## MAY

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

## JUNE

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

## JULY

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

## AUGUST

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

## SEPTEMBER

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

## OCTOBER

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

## NOVEMBER

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

## DECEMBER

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

*dream*  
BIG



QUARTER  
AT A  
GLANCE

# July - September 2024 At-A-Glance

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

DATES:

July 1: Happy New Seminar Year!

July 1: Seminar Registration Deadline

July 4: Independence Day (All Corp Offices Closed)

July 16: FALL/HOLIDAY PCP Enrollment begins

July 25-28: Emerald Seminar

July 29-Aug 1: Diamond Seminar

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 2-5: Ruby Seminar

August 6-9: Sapphire Seminar

August 17: FALL/HOLIDAY PCP Enrollment Deadline

August 26: FALL/HOLIDAY Director Early Order

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: Labor Day

Sept 2: FALL/HOLIDAY Look Book Begins Mailing

Sept 5-11: Top Director Trip Maui, Hawaii

Sept 8: Grandparent's Day

Sept 10: FALL/HOLIDAY Early Order Begins for PCP/Stars

Sept 11: Patriot Day

Sept 13: Mary Kay Anniversary

Sept 15: 1st Qtr Star Ends / FALL/HOLIDAY All IBC's Can Order

Sept 16: 2nd Qtr Star Begins / FALL/HOLIDAY Product Launch

Sept 16: WINTER PCP Enrollment begins

Sept 22: First Day of Fall

# 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 14: Columbus Day

October 16: Bosses Day

October 17: WINTER PCP Enrollment Deadline

October 26: WINTER Director Early Order Begins

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 5: Election Day

November 8: WINTER Look Book Begins Mailing

November 10: WINTER Early Order Begins for PCP/Stars

November 11: Veteran's Day

November 15: WINTER All IBC's Can Order

November 16: WINTER Official Product Launch

November 28: Thanksgiving Day

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: 2nd Qtr Star Ends

December 16: 3rd Qtr Star Begins / SPRING PCP Enrollment Begins

December 21: 1st Day of Winter

December 24: Christmas Eve

December 25: Christmas Day

December 25: Jan 2 - Hanukkah

December 31: New Year's Eve

# *My Dream Board*





YEAR LONG  
PERSONAL  
& UNIT  
GOALS

# Seminar 2024-2025 Personal National Court of Sales Detailed Tracking

\$20,000 Wholesale (\$40,000 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: \$20,000 <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	<del>\$19,000</del>
Next Month:	\$3,000	\$1,500	\$2,500	\$17,500
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"/>	<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"/>	<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"/>	<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"/>	<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"/>	<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"/>	<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"/>	<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"/>	<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"/>	<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"/>	<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

- \$48,000 net adjusted unit sales volume within two consecutive calendar quarters.
- Max Co-op Lease/Cash Compensation \$425 per month.
- \$600 car program credit counts toward required sales volume.

## On Target

- \$24,000 net adjusted unit sales volume within two consecutive calendar quarters.

\$48,000

\$43,000

\$38,000

\$32,000

\$28,000

*Half Way!*

\$23,000

\$18,000

\$14,000

\$10,000

\$6,000



# Premier Club Tracker

Independent Sales Director

*We Did It!*

## Qualifications

- \$66,000 net adjusted unit sales volume within two consecutive calendar quarters.
- Max Co-op Lease/Cash Compensation \$525 per month.
- \$600 car program credit counts toward required sales volume.

## On Target

- \$33,000 net adjusted unit sales volume within two consecutive calendar quarters.

\$66,000

\$60,000

\$54,000

\$48,000

\$42,000

\$36,000

\$30,000

\$24,000

\$18,000

\$12,000

*Half Way!*



New! 2025 Equinox LT



# Pink Cadillac Tracker

Independent Sales Director

*We Did It!*

\$114,000

\$104,000

\$94,000

\$84,000

\$74,000

\$64,000

*Half Way!*

\$54,000

\$44,000

\$34,000

\$24,000

\$14,000

## Qualifications

- \$114,000 net adjusted unit sales volume within two consecutive calendar quarters.
- Max Co-op Lease/Cash Compensation \$925 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.



QUARTERLY

STAR

GOAL



*Make  
it  
happen*





# BE A 1ST QTR STAR!!!

## JUNE 16 - SEPTEMBER 15, 2024

WEEK OF:	WEEKLY RETAIL SALES TOTAL	40% PROFIT TOTAL	WEEKLY WHOLESALE ORDERS TOTAL	# QUALIFIED* NEWTEAM MEMBERS	CONTEST CREDITS
JUN 16 - 22					
JUN 23 - 29					
JUN 30 - JUL 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					
<b>TOTALS</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>+</b>	<b>=</b>

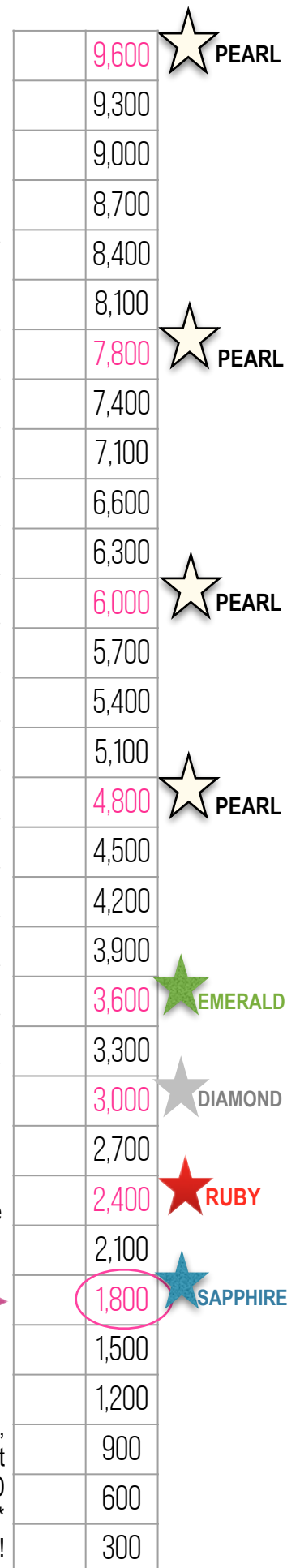
\*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Sect. 1 orders are postmarked and accepted by the company within the contest quarter.

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!

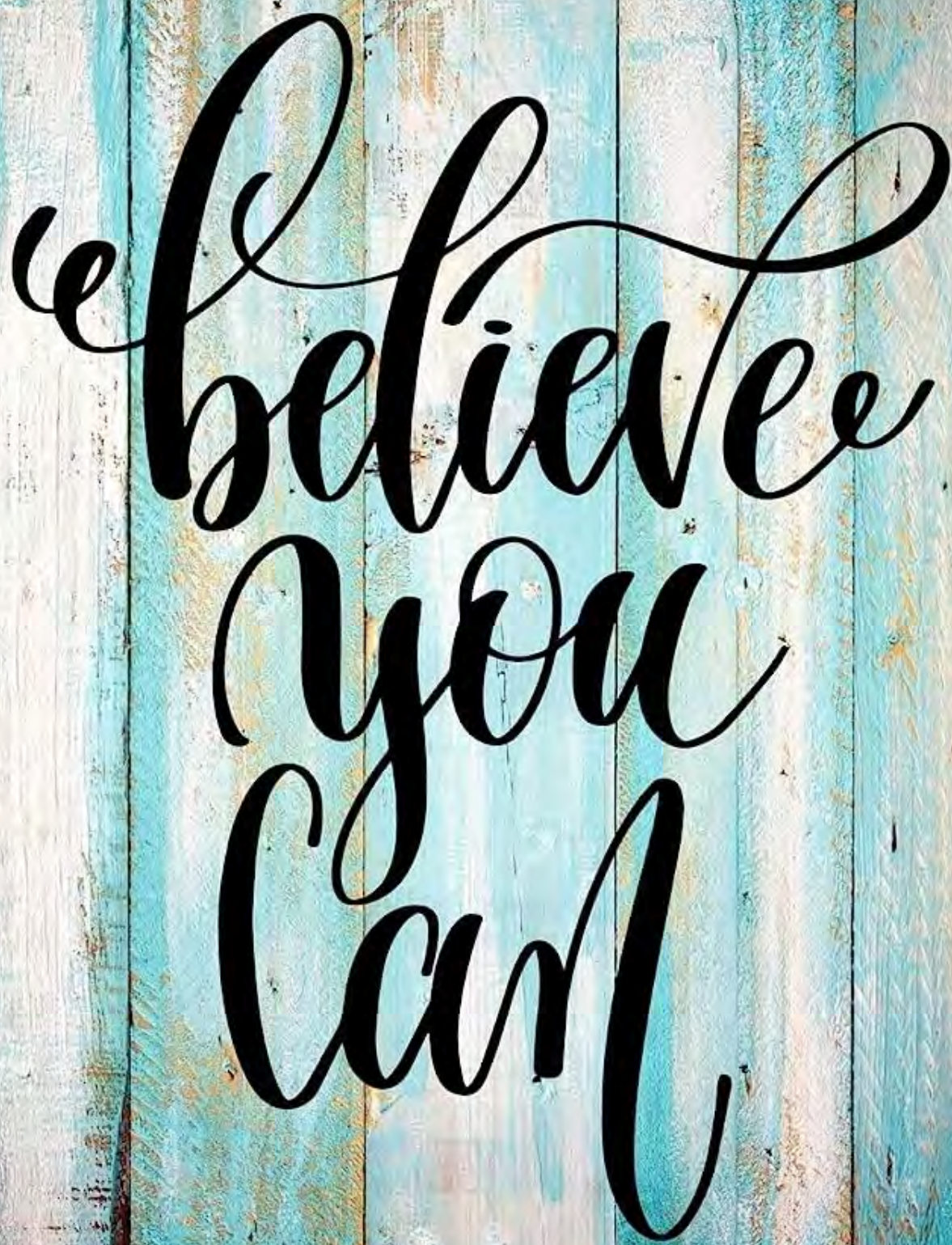
## Q1!

June 16th - September 15th

\$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!



I believe  
you  
can

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 the **Star Consultant Program Boutique @ [marykaystarprogram.com](http://marykaystarprogram.com)** 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 > Star Consultant Program > Document Library > Rewards > Star Consultant Quarterly Poster <https://mk.marykayintouch.com/s/document-library#REWARDS>

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

# BE A 2ND QTR STAR!!!

## SEPTEMBER 16 - DECEMBER 15, 2024

WEEK OF:	WEEKLY RETAIL SALES TOTAL	40% PROFIT TOTAL	WEEKLY WHOLESALE ORDERS TOTAL	# QUALIFIED* NEWTEAM MEMBERS	CONTEST CREDITS
SEP 16 - 21					
SEP 22 - 28					
SEP 29 - OCT 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					
<b>TOTALS</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>+</b>	<b>=</b>

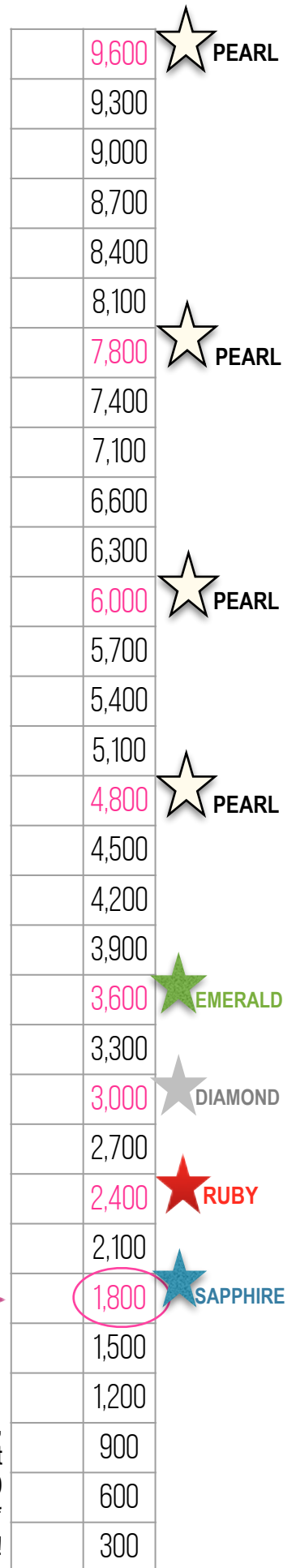
\*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Sect. 1 orders are postmarked and accepted by the company within the contest quarter.

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!

## Q2!

September 16th - December 15th

\$100	\$200	\$300	\$400	\$500	\$600
\$700	\$800	\$900	\$1,100	\$1,100	\$1,200
\$1,300	\$1,400	\$1,500	\$1,600	\$1,700	\$1,800
\$1,900	\$2,000	\$2,100	\$2,200	\$2,300	\$2,400
\$2,500	\$2,600	\$2,700	\$2,800	\$2,900	\$3,000
\$3,100	\$3,200	\$3,300	\$3,400	\$3,500	\$3,600
\$3,700	\$3,800	\$3,900	\$4,000	\$4,100	\$4,200
\$4,300	\$4,400	\$4,500	\$4,600	\$4,700	\$4,800

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

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

Make your  
dreams  
happen



PLACE THE  
THE  
3RD QTR  
STAR  
POSTER  
HERE

## MY 3RD QTR STAR GOAL TRACKING!

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Take that total and multiply it by .40 to discover what your profit will be each month:

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*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 > Star Consultant Program > Document Library > Rewards > Star Consultant Quarterly Poster <https://mk.marykayintouch.com/s/document-library#REWARDS>

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

# BE A 3RD QTR STAR!!!

## DECEMBER 16, 2024 - MARCH 15, 2025

WEEK OF:	WEEKLY RETAIL SALES TOTAL	40% PROFIT TOTAL	WEEKLY WHOLESALE ORDERS TOTAL	# QUALIFIED* NEWTEAM MEMBERS	CONTEST CREDITS
DEC 16 - 21					
DEC 22 - 28					
DEC 29 - JAN 4					
JAN 5 - 11					
JAN 12 - 18					
JAN 19 - 25					
JAN 26 - FEB 1					
FEB 2 - 8					
FEB 9 - 15					
FEB 16 - 22					
FEB 23 - MAR 1					
MAR 2-8					
MAR 9 - 15					
<b>TOTALS</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>+</b>	<b>=</b>

\*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale 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
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RUBY	\$400
DIAMOND	\$500
EMERALD	\$600
PEARL	\$800 OR MORE!!

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

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

# Track Your Way to Star!

**Q3!** December 16th - March 15th

\$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!

The image features a calligraphic quote in gold ink. The text is arranged in four lines: 'The', 'best', 'is yet to', and 'come'. The background is a soft, pink watercolor wash with a subtle gradient. The entire composition is enclosed within a thin black rectangular border.

The  
best  
is yet to  
come

PLACE THE  
THE  
4TH QTR  
STAR  
POSTER  
HERE

## MY 4TH QTR STAR GOAL TRACKING!

Circle the Prize/Prizes that you're excited to earn or visit the **Star Consultant Program Boutique @ [marykaystarprogram.com](http://marykaystarprogram.com)** for MORE!!

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Total Star Goal: \$ \_\_\_\_\_  
minus Your Star Goal: \$ \_\_\_\_\_  
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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 > Star Consultant Program > Document Library > Rewards > Star Consultant Quarterly Poster <https://mk.marykayintouch.com/s/document-library#REWARDS>

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



# Track Your Way to Star!

## Q4!

March 16th - June 15th

\$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





# MY SUCCESS PLAN

JULY 2024

# JULY 2024

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

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



THURSDAY	FRIDAY	SATURDAY	AUGUST						
4 <i>Independence Day (All Corp Offices Closed)</i>	5	6	<b>S</b>	<b>M</b>	<b>T</b>	<b>W</b>	<b>T</b>	<b>F</b>	<b>S</b>
							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							
<i>Emerald Seminar</i>									





# DIRECTOR

2024

## MONTHLY

# Check Calculator

Projected Unit Wholesale Production: \_\_\_\_\_

Month/Quarter: \_\_\_\_\_

Actual Unit Wholesale Production: \_\_\_\_\_

Projected Pay: \_\_\_\_\_

### 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 =**

### 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 =**

### 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 =**

### Car Cash Compensation

*\*Only if Opting for Cash\**

Car	Comp.
Grand Achiever	\$425
Premier Club	\$525
Cadillac	\$925

**Car Cash =**

### Seminar Bonuses

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

**Seminar Bonus =**

### STAR Bonus

Five Stars = \$300  
 Six or more Stars = \$50 for ea. addl.  
 Quarters Ending:  
 Sept 15 / Dec 15 / Mar 15 / Jun 15

# of Stars: \_\_\_\_\_

**Star Bonus =**

### Wellness Bonus

*Based on wholesale calendar year & paid in January commission check*

Total Annual W/S Prod	Bonus
\$60,000 - \$124,000	\$800
\$125,000 - \$186,999	\$1,300
\$187,000 and above	\$2,000

**Wellness Bonus =**

### New Director Bonuses

\$1,000 New Independent Sales Director Program Bonus when Sales Director achieves each of the following:

- Start Strong Bonus = \$1,000
- Grow Strong Bonus = \$1,000
- Keep Strong Bonus = \$1,000
- Lead Strong Bonus = \$1,000
- Consistency Club = \$1,000
- Fab 50's = \$1,000
- Head of the Class = 13-carat blue topaz ring

**New Dir. 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						

	<b>START DATE</b>	<b>NAME</b>	<b>15TH DAY</b>	<b>Cell #</b>	<b>Started NC Info Sheet</b>	<b>First Order Amount</b>
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
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45



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

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: 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
- 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: 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*

**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: 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*

**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: 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*

**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: 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**

- 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 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:**









# Weekly Plan Sheet from **JULY 7**

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

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



**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 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:**



**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 9

*"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

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Wednesday, July 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:**



**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 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:**



**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:**



**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:**









# Weekly Plan Sheet from **JULY 14**

Sunday, July 14	Monday, July 15	Tuesday, July 16	Wednesday, July 17
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Thursday, July 18			Friday, July 19			Saturday, July 20			
<b>6</b>			<b>6</b>			<b>6</b>			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
<b>7</b>			<b>7</b>			<b>7</b>			Mary Kay Time: Meetings, Networking, Training, etc
:15			:15			:15			
:30			:30			:30			
:45			:45			:45			Exercise, Hair, Nails, Coffee with Friends, etc....
<b>8</b>			<b>8</b>			<b>8</b>			<b>INCOME PRODUCING                      ACTIVITY</b> 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			<b>BOOKINGS/ FACES RESULTS</b>  # Booking Held This Week: _____  # Bookings Next Week: _____  # Faces This Week: _____
<b>9</b>			<b>9</b>			<b>9</b>			
:15			:15			:15			
:30			:30			:30			<b>PERSONAL SALES RESULTS</b>  Total Sales This Week: _____  40% Profit: _____
:45			:45			:45			
<b>10</b>			<b>10</b>			<b>10</b>			
:15			:15			:15			<b>TRACKING MY STAR</b>  Wholesale Orders This Week: _____  Amount Needed to Finish Star: _____  Unit Stars to Date: _____
:30			:30			:30			
:45			:45			:45			
<b>11</b>			<b>11</b>			<b>11</b>			<b>SHARING THE OPPORTUNITY                      RESULTS</b>  Personal Sharing Appts: _____  New Personal Team Members _____  Team Sharing Appts: _____  New Team Members: _____
:15			:15			:15			
:30			:30			:30			
:45			:45			:45			
<b>12</b>			<b>12</b>			<b>12</b>			
:15			:15			:15			
:30			:30			:30			
:45			:45			:45			
<b>1</b>			<b>1</b>			<b>1</b>			
:15			:15			:15			
:30			:30			:30			
:45			:45			:45			
<b>2</b>			<b>2</b>			<b>2</b>			
:15			:15			:15			
:30			:30			:30			
:45			:45			:45			
<b>3</b>			<b>3</b>			<b>3</b>			
:15			:15			:15			
:30			:30			:30			
:45			:45			:45			
<b>4</b>			<b>4</b>			<b>4</b>			
:15			:15			:15			
:30			:30			:30			
:45			:45			:45			
<b>5</b>			<b>5</b>			<b>5</b>			
:15			:15			:15			
:30			:30			:30			
:45			:45			:45			
<b>6</b>			<b>6</b>			<b>6</b>			
:15			:15			:15			
:30			:30			:30			
:45			:45			:45			
<b>7</b>			<b>7</b>			<b>7</b>			
:15			:15			:15			
:30			:30			:30			
:45			:45			:45			
<b>8</b>			<b>8</b>			<b>8</b>			
:15			:15			:15			
:30			:30			:30			
:45			:45			:45			
<b>9</b>			<b>9</b>			<b>9</b>			
: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:**



**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

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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:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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10AM

11AM

12PM

1PM

2PM

3PM

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6PM

7PM

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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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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10AM

11AM

12PM

1PM

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3PM

4PM

5PM

6PM

7PM

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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:**



**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:**



**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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7PM

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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#

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# 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:**







# Weekly Plan Sheet from **JULY 21**

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

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

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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:**





**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

7PM

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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:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

**SHARED MARY KAY WITH:**  
Details in Sharing Section

**MILEAGE TO RECORD:**



<b>SCHEDULE @ A GLANCE:</b>	
5AM: Quiet Time/ Devotion/ Prayer	
Million \$ Call: 641.715.3900 44336#	
6AM	
7AM	
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11AM	
12PM	
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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
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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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## MILEAGE TO RECORD:



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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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:**



**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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1PM

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# 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:**





**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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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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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8AM

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5PM

6PM

7PM

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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:**







# Weekly Plan Sheet from **JULY 28**

Sunday, July 28	Monday, July 29	Tuesday, July 30	Wednesday, July 31
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45



# to **AUGUST 3**

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



**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 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

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 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:**



**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 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

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 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:**



**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 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:**



**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 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:**







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

AUGUST 2024

# AUGUST 2024

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
4	5	6	7
<i>Ruby Seminar</i>		<i>Sapphire Seminar</i>	
11	12	13	14
18	19	20	21
25	26 <i>Fall/Holiday Director Early Order Begins</i>	27	28







# DIRECTOR

2024

## MONTHLY

# Check Calculator

Projected Unit Wholesale Production: \_\_\_\_\_

Month/Quarter: \_\_\_\_\_

Actual Unit Wholesale Production: \_\_\_\_\_

Projected Pay: \_\_\_\_\_

### 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 =**

### 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 =**

### 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 =**

### Car Cash Compensation

*\*Only if Opting for Cash\**

Car	Comp.
Grand Achiever	\$425
Premier Club	\$525
Cadillac	\$925

**Car Cash =**

### Seminar Bonuses

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

**Seminar Bonus =**

### STAR Bonus

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

Quarters Ending:  
 Sept 15 / Dec 15 / Mar 15 / Jun 15

# of Stars: \_\_\_\_\_

**Star Bonus =**

### New Director Bonuses

\$1,000 New Independent Sales Director Program Bonus when Sales Director achieves each of the following:

- Start Strong Bonus = \$1,000
- Grow Strong Bonus = \$1,000
- Keep Strong Bonus = \$1,000
- Lead Strong Bonus = \$1,000
- Consistency Club = \$1,000
- Fab 50's = \$1,000
- Head of the Class = 13-carat blue topaz ring

**New Dir. Bonus =**

### Wellness Bonus

Based on wholesale calendar year & paid in January commission check

Total Annual W/S Prod	Bonus
\$60,000 - \$124,000	\$800
\$125,000 - \$186,999	\$1,300
\$187,000 and above	\$2,000

**Wellness 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						



	<b>START DATE</b>	<b>NAME</b>	<b>15TH DAY</b>	<b>Cell #</b>	<b>Started NC Info Sheet</b>	<b>First Order Amount</b>
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
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

# to **AUGUST 10**

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





**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: 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:**



**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: 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:**



**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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# 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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

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4PM

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# 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:**





**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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# 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:**



**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: 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:**







# Weekly Plan Sheet from **AUGUST 11**

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



# to AUGUST 17

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



**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:**



<b>SCHEDULE @ A GLANCE:</b>	
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
-----------------------------	---------------------


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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## 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: 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:**





**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 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:**



**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:**



**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:**









# Weekly Plan Sheet from **AUGUST 18**

Sunday, August 18	Monday, August 19	Tuesday, August 20	Wednesday, August 21
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

# to AUGUST 24

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



**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 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: 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

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: 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:**



**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

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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8PM

9PM

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:**

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**RETAIL SALES TODAY:**

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5AM: Quiet Time/ Devotion/ Prayer

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6AM

7AM

8AM

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11AM

12PM

1PM

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3PM

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

# to AUGUST 31

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

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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:**





**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: Tuesday, August 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

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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10PM

# 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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

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6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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6PM

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10PM

# Date: Thursday, August 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

Million \$ Call: 641.715.3900 44336#

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7AM

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9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

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9PM

10PM

# Date: Friday, August 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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**MILEAGE TO RECORD:**





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5AM: Quiet Time/ Devotion/ Prayer

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6AM

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9AM

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12PM

1PM

2PM

3PM

4PM

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6PM

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10PM

# Date: Saturday, August 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:**





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 inspire #mymklife skin care  
BEAUTY

# MY SUCCESS PLAN

SEPTEMBER 2024

# SEPTEMBER 2024

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1	2 <i>Labor Day</i> <i>Fall/Holiday Look</i> <i>Book Begins Mailing</i>	3	4
8	9	10 <i>Fall/Holiday</i> <i>Products Early Order</i> <i>for PCP/Stars Begins</i>	11 <i>Patriot Day</i>
Top Director Trip 2024, Maui, Hawaii			Top Director Prestige Trip 2024, Kona, Hawaii
15 <i>Q1 Star Qtr Ends</i> <i>Fall/Holiday Products</i> <i>All Can Order</i>	16 <i>Q2 Star Begins</i> <i>—Fall/Holiday</i> <i>Products Official</i> <i>Launch</i> <i>—Winter PCP</i> <i>Enrollment Begins</i>	17	18
22 <i>1st Day of Fall</i>	23	24	25
29	30		









# DIRECTOR

2024

## MONTHLY

# Check Calculator

Projected Unit Wholesale Production: \_\_\_\_\_

Month/Quarter: \_\_\_\_\_

Actual Unit Wholesale Production: \_\_\_\_\_

Projected Pay: \_\_\_\_\_

### 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 =**

### 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 =**

### 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 =**

### Car Cash Compensation

*\*Only if Opting for Cash\**

Car	Comp.
Grand Achiever	\$425
Premier Club	\$525
Cadillac	\$925

**Car Cash =**

### Seminar Bonuses

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

**Seminar Bonus =**

### STAR Bonus

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

Quarters Ending:

Sept 15 / Dec 15 / Mar 15 / Jun 15

# of Stars: \_\_\_\_\_

**Star Bonus =**

### Wellness Bonus

Based on wholesale calendar year & paid in January commission check

Total Annual W/S Prod	Bonus
\$60,000 - \$124,000	\$800
\$125,000 - \$186,999	\$1,300
\$187,000 and above	\$2,000

**Wellness Bonus =**

### New Director Bonuses

\$1,000 New Independent Sales Director Program Bonus when Sales Director achieves each of the following:

- Start Strong Bonus = \$1,000
- Grow Strong Bonus = \$1,000
- Keep Strong Bonus = \$1,000
- Lead Strong Bonus = \$1,000
- Consistency Club = \$1,000
- Fab 50's = \$1,000
- Head of the Class = 13-carat blue topaz ring

**New Dir. 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						

	<b>START DATE</b>	<b>NAME</b>	<b>15TH DAY</b>	<b>Cell #</b>	<b>Started NC Info Sheet</b>	<b>First Order Amount</b>
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
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

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



**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:**



**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, 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:**





**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, 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:**



**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, September 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#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

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:**



**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

7PM

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9PM

10PM

# 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:**









# Weekly Plan Sheet from **SEPTEMBER 8**

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

Thursday, September 12	Friday, September 13	Saturday, September 14	
<b>6</b>	<b>6</b>	<b>6</b>	<b>PLAN YOUR WEEK IN COLOR!</b> 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
<b>7</b>	<b>7</b>	<b>7</b>	Mary Kay Time: Meetings, Networking, Training, etc
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	Exercise, Hair, Nails, Coffee with Friends, etc....
<b>8</b>	<b>8</b>	<b>8</b>	<b>INCOME PRODUCING                      ACTIVITY</b> 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	
<b>9</b>	<b>9</b>	<b>9</b>	<b>BOOKINGS/ FACES RESULTS</b>  # Booking Held This Week: _____  # Bookings Next Week: _____  # Faces This Week: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>10</b>	<b>10</b>	<b>10</b>	<b>PERSONAL SALES RESULTS</b>  Total Sales This Week: _____  40% Profit: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>11</b>	<b>11</b>	<b>11</b>	<b>TRACKING MY STAR</b>  Wholesale Orders This Week: _____  Amount Needed to Finish Star: _____  Unit Stars to Date: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>12</b>	<b>12</b>	<b>12</b>	<b>SHARING THE OPPORTUNITY                      RESULTS</b>  Personal Sharing Appts: _____  New Personal Team Members _____  Team Sharing Appts: _____  New Team Members: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>1</b>	<b>1</b>	<b>1</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>2</b>	<b>2</b>	<b>2</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>3</b>	<b>3</b>	<b>3</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>4</b>	<b>4</b>	<b>4</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>5</b>	<b>5</b>	<b>5</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>6</b>	<b>6</b>	<b>6</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>7</b>	<b>7</b>	<b>7</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>8</b>	<b>8</b>	<b>8</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>9</b>	<b>9</b>	<b>9</b>	
: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

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3PM

4PM

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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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# 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
- 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: 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:**



**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, 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:**



**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, 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

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

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:**





**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

7PM

8PM

9PM

10PM

# Date: Saturday, September 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:**







# Weekly Plan Sheet from **SEPTEMBER 15**

Sunday, September 15	Monday, September 16	Tuesday, September 17	Wednesday, September 18
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
: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!
<b>6</b> :15 :30 :45	<b>6</b> :15 :30 :45	<b>6</b> :15 :30 :45	GOD: Devotion, Church, Bible Study, Faith.....
<b>7</b> :15 :30 :45	<b>7</b> :15 :30 :45	<b>7</b> :15 :30 :45	Family Time
<b>8</b> :15 :30 :45	<b>8</b> :15 :30 :45	<b>8</b> :15 :30 :45	Date Night
<b>9</b> :15 :30 :45	<b>9</b> :15 :30 :45	<b>9</b> :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc
<b>10</b> :15 :30 :45	<b>10</b> :15 :30 :45	<b>10</b> :15 :30 :45	Exercise, Hair, Nails, Coffee with Friends, etc....
<b>11</b> :15 :30 :45	<b>11</b> :15 :30 :45	<b>11</b> :15 :30 :45	<b>INCOME PRODUCING ACTIVITY</b> Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
<b>12</b> :15 :30 :45	<b>12</b> :15 :30 :45	<b>12</b> :15 :30 :45	<b>BOOKINGS/ FACES RESULTS</b>  # Booking Held This Week: _____  # Bookings Next Week: _____  # Faces This Week: _____
<b>1</b> :15 :30 :45	<b>1</b> :15 :30 :45	<b>1</b> :15 :30 :45	<b>PERSONAL SALES RESULTS</b>  Total Sales This Week: _____  40% Profit: _____
<b>2</b> :15 :30 :45	<b>2</b> :15 :30 :45	<b>2</b> :15 :30 :45	<b>TRACKING MY STAR</b>  Wholesale Orders This Week: _____  Amount Needed to Finish Star: _____  Unit Stars to Date: _____
<b>3</b> :15 :30 :45	<b>3</b> :15 :30 :45	<b>3</b> :15 :30 :45	<b>SHARING THE OPPORTUNITY RESULTS</b>  Personal Sharing Appts: _____  New Personal Team Members _____  Team Sharing Appts: _____  New Team Members: _____
<b>4</b> :15 :30 :45	<b>4</b> :15 :30 :45	<b>4</b> :15 :30 :45	
<b>5</b> :15 :30 :45	<b>5</b> :15 :30 :45	<b>5</b> :15 :30 :45	
<b>6</b> :15 :30 :45	<b>6</b> :15 :30 :45	<b>6</b> :15 :30 :45	
<b>7</b> :15 :30 :45	<b>7</b> :15 :30 :45	<b>7</b> :15 :30 :45	
<b>8</b> :15 :30 :45	<b>8</b> :15 :30 :45	<b>8</b> :15 :30 :45	
<b>9</b> :15 :30 :45	<b>9</b> :15 :30 :45	<b>9</b> :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

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8PM

9PM

10PM

# 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:**





**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 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:**



<b>SCHEDULE @ A GLANCE:</b>	
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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6PM	
7PM	
8PM	
9PM	
10PM	

# 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
-----------------------------	---------------------


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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## MILEAGE TO RECORD:



**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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3PM

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10PM

# 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**

- 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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# 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**

- 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

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10PM

# 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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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10AM

11AM

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6PM

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# 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:**







# Weekly Plan Sheet from **SEPTEMBER 22**

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



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

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# 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:**



**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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6PM

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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:**



**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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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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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# 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:**





**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

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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:**  
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

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9PM

10PM

# Date: Friday, September 27

*"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

7AM

8AM

9AM

10AM

11AM

12PM

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2PM

3PM

4PM

5PM

6PM

7PM

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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:**  
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 dream big power share  
systems events love  
SUPPORT LEADERSHIP  
social growth integrity inspire #mymklife skin care  
BEAUTY

# MY SUCCESS PLAN

OCTOBER 2024

# OCTOBER 2024

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
		1	2
6	7	8	9
13	14 <i>Columbus Day</i>	15	16 <i>Bosses Day</i>
20	21	22	23
27	28	29	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> <hr/> <hr/> <hr/> <hr/>						
17	18	19							
24	25	26							
31 <i>Halloween</i>									





# DIRECTOR

2024

## MONTHLY

# Check Calculator

Projected Unit Wholesale Production: \_\_\_\_\_

Month/Quarter: \_\_\_\_\_

Actual Unit Wholesale Production: \_\_\_\_\_

Projected Pay: \_\_\_\_\_

### 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 =**

### 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 =**

### 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 =**

### Car Cash Compensation

*\*Only if Opting for Cash\**

Car	Comp.
Grand Achiever	\$425
Premier Club	\$525
Cadillac	\$925

**Car Cash =**

### Seminar Bonuses

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

**Seminar Bonus =**

### STAR Bonus

Five Stars = \$300  
 Six or more Stars = \$50 for ea. addl.  
 Quarters Ending:  
 Sept 15 / Dec 15 / Mar 15 / Jun 15

# of Stars: \_\_\_\_\_

**Star Bonus =**

### New Director Bonuses

\$1,000 New Independent Sales Director Program Bonus when Sales Director achieves each of the following:

- Start Strong Bonus = \$1,000
- Grow Strong Bonus = \$1,000
- Keep Strong Bonus = \$1,000
- Lead Strong Bonus = \$1,000
- Consistency Club = \$1,000
- Fab 50's = \$1,000
- Head of the Class = 13-carat blue topaz ring

**New Dir. Bonus =**

### Wellness Bonus

Based on wholesale calendar year & paid in January commission check

Total Annual W/S Prod	Bonus
\$60,000 - \$124,000	\$800
\$125,000 - \$186,999	\$1,300
\$187,000 and above	\$2,000

**Wellness 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*

<u>Date</u>	<u>Income Producing Activity</u>	<u>Total Retail Sales W/Out Tax</u>	<u>Sales Needed to Finish Goal</u>
	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
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Thursday, October 3	Friday, October 4	Saturday, October 5	
<b>6</b>	<b>6</b>	<b>6</b>	<b>PLAN YOUR WEEK IN COLOR!</b> 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
<b>7</b>	<b>7</b>	<b>7</b>	Mary Kay Time: Meetings, Networking, Training, etc
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	Exercise, Hair, Nails, Coffee with Friends, etc....
<b>8</b>	<b>8</b>	<b>8</b>	<b>INCOME PRODUCING ACTIVITY</b> 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	
<b>9</b>	<b>9</b>	<b>9</b>	<b>BOOKINGS/ FACES RESULTS</b>  # Booking Held This Week: _____  # Bookings Next Week: _____  # Faces This Week: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>10</b>	<b>10</b>	<b>10</b>	<b>PERSONAL SALES RESULTS</b>  Total Sales This Week: _____  40% Profit: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>11</b>	<b>11</b>	<b>11</b>	<b>TRACKING MY STAR</b>  Wholesale Orders This Week: _____  Amount Needed to Finish Star: _____  Unit Stars to Date: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>12</b>	<b>12</b>	<b>12</b>	<b>SHARING THE OPPORTUNITY RESULTS</b>  Personal Sharing Appts: _____  New Personal Team Members _____  Team Sharing Appts: _____  New Team Members: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>1</b>	<b>1</b>	<b>1</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>2</b>	<b>2</b>	<b>2</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>3</b>	<b>3</b>	<b>3</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>4</b>	<b>4</b>	<b>4</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>5</b>	<b>5</b>	<b>5</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>6</b>	<b>6</b>	<b>6</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>7</b>	<b>7</b>	<b>7</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>8</b>	<b>8</b>	<b>8</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>9</b>	<b>9</b>	<b>9</b>	
: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'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

7AM

8AM

9AM

10AM

11AM

12PM

1PM

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# 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:**  
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**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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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:**



**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

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3PM

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10PM

# 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:**





**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: 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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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8AM

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



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



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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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:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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7AM

8AM

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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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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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:**









# Weekly Plan Sheet from **OCTOBER 13**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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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**

- 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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7AM

8AM

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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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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8AM

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# Date: Thursday, October 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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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# 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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# 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:**









# Weekly Plan Sheet from **OCTOBER 20**

Sunday, October 20	Monday, October 21	Tuesday, October 22	Wednesday, October 23
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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# 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:**



**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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11AM

12PM

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# 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:**





**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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6PM

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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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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# 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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# 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

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# 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:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# 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:**







# Weekly Plan Sheet from **OCTOBER 27**

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

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

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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:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# 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

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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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# 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:**



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5AM: Quiet Time/ Devotion/ Prayer

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# 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

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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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5AM: Quiet Time/ Devotion/ Prayer

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# 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
- 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

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1PM

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# 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

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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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6AM

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8AM

9AM

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11AM

12PM

1PM

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# 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:**





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

# MY SUCCESS PLAN

NOVEMBER 2024

# NOVEMBER 2024

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
3 <i>Daylight Savings Time Ends</i>	4	5 <i>Election Day</i>	6
10	11 <i>Veteran's 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	<b>S</b>	<b>M</b>	<b>T</b>	<b>W</b>	<b>T</b>	<b>F</b>	<b>S</b>
				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>Notes:</i>						
14	15	16							
21	22	23							
28 <i>Thanksgiving Day</i>	29 <i>PINK FRIDAY</i>	30 <i>SMALL BUSINESS SATURDAY</i>							





# DIRECTOR

2024

## MONTHLY

# Check Calculator

Projected Unit Wholesale Production: \_\_\_\_\_

Month/Quarter: \_\_\_\_\_

Actual Unit Wholesale Production: \_\_\_\_\_

Projected Pay: \_\_\_\_\_

### 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 =**

### 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 =**

### 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 =**

### Car Cash Compensation

*\*Only if Opting for Cash\**

Car	Comp.
Grand Achiever	\$425
Premier Club	\$525
Cadillac	\$925

**Car Cash =**

### Seminar Bonuses

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

**Seminar Bonus =**

### STAR Bonus

Five Stars = \$300  
 Six or more Stars = \$50 for ea. addl.  
 Quarters Ending:  
 Sept 15 / Dec 15 / Mar 15 / Jun 15

# of Stars: \_\_\_\_\_

**Star Bonus =**

### Wellness Bonus

*Based on wholesale calendar year & paid in January commission check*

Total Annual W/S Prod	Bonus
\$60,000 - \$124,000	\$800
\$125,000 - \$186,999	\$1,300
\$187,000 and above	\$2,000

**Wellness Bonus =**

### New Director Bonuses

\$1,000 New Independent Sales Director Program Bonus when Sales Director achieves each of the following:

- Start Strong Bonus = \$1,000
- Grow Strong Bonus = \$1,000
- Keep Strong Bonus = \$1,000
- Lead Strong Bonus = \$1,000
- Consistency Club = \$1,000
- Fab 50's = \$1,000
- Head of the Class = 13-carat blue topaz ring

**New Dir. 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*



<u>Date</u>	<u>Income Producing Activity</u>	<u>Total Retail Sales W/Out Tax</u>	<u>Sales Needed to Finish Goal</u>
	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
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Thursday, November 7	Friday, November 8	Saturday, November 9	
<b>6</b>	<b>6</b>	<b>6</b>	<b>PLAN YOUR WEEK IN COLOR!</b> 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
<b>7</b>	<b>7</b>	<b>7</b>	Mary Kay Time: Meetings, Networking, Training, etc
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	Exercise, Hair, Nails, Coffee with Friends, etc....
<b>8</b>	<b>8</b>	<b>8</b>	<b>INCOME PRODUCING ACTIVITY</b> 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	
<b>9</b>	<b>9</b>	<b>9</b>	<b>BOOKINGS/ FACES RESULTS</b>  # Booking Held This Week: _____  # Bookings Next Week: _____  # Faces This Week: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>10</b>	<b>10</b>	<b>10</b>	<b>PERSONAL SALES RESULTS</b>  Total Sales This Week: _____  40% Profit: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>11</b>	<b>11</b>	<b>11</b>	<b>TRACKING MY STAR</b>  Wholesale Orders This Week: _____  Amount Needed to Finish Star: _____  Unit Stars to Date: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>12</b>	<b>12</b>	<b>12</b>	<b>SHARING THE OPPORTUNITY RESULTS</b>  Personal Sharing Appts: _____  New Personal Team Members _____  Team Sharing Appts: _____  New Team Members: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>1</b>	<b>1</b>	<b>1</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>2</b>	<b>2</b>	<b>2</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>3</b>	<b>3</b>	<b>3</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>4</b>	<b>4</b>	<b>4</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>5</b>	<b>5</b>	<b>5</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>6</b>	<b>6</b>	<b>6</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>7</b>	<b>7</b>	<b>7</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>8</b>	<b>8</b>	<b>8</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>9</b>	<b>9</b>	<b>9</b>	
: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:**



**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:**





**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:**



**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, 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:**



**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

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8PM

9PM

10PM

# 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:**



**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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7PM

8PM

9PM

10PM

# 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
- 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, 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**

- 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 **NOVEMBER 10**

Sunday, November 10	Monday, November 11	Tuesday, November 12	Wednesday, November 13
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

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

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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
- 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

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# Date: Monday, November 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:**



**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 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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9PM

10PM

# Date: Wednesday, November 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:**



**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

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9PM

10PM

# 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:**





**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, 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:**



**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, 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:**







# Weekly Plan Sheet from **NOVEMBER 17**

Sunday, November 17	Monday, November 18	Tuesday, November 19	Wednesday, November 20
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45



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

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9PM

10PM

# Date: Sunday, November 17

*"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

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

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9PM

10PM

# 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:**



<b>SCHEDULE @ A GLANCE:</b>	
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 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

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8AM

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10PM

# 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:**





**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: 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
- 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

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6PM

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10PM

# Date: Friday, November 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

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# 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:**









# Weekly Plan Sheet from **NOVEMBER 24**

Sunday, November 24	Monday, November 25	Tuesday, November 26	Wednesday, November 27
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

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



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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# 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:**



**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

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# 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:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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7AM

8AM

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# 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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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# 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
- 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

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11AM

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# Date: Friday, November 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

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Saturday, November 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:**







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

# 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>Q2 Star Quarter Ends</i>	16 <i>Q3 Star Quarter Begins</i>	17	18
22	23	24 <i>Christmas Eve</i>	25 <i>Christmas Day Hanukkah Begins</i>
29	30	31 <i>New Year's Eve</i>	







# DIRECTOR

2024

## MONTHLY

# Check Calculator

Projected Unit Wholesale Production: \_\_\_\_\_

Month/Quarter: \_\_\_\_\_

Actual Unit Wholesale Production: \_\_\_\_\_

Projected Pay: \_\_\_\_\_

### 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 =**

### 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)

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

**Devel. 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 =**

### Car Cash Compensation

*\*Only if Opting for Cash\**

Car	Comp.
Grand Achiever	\$425
Premier Club	\$525
Cadillac	\$925

**Car Cash =**

### Seminar Bonuses

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

**Seminar Bonus =**

### STAR Bonus

Five Stars = \$300  
Six or more Stars = \$50 for ea. addl.  
Quarters Ending:  
Sept 15 / Dec 15 / Mar 15 / Jun 15

# of Stars: \_\_\_\_\_

**Star Bonus =**

### New Director Bonuses

\$1,000 New Independent Sales Director Program Bonus when Sales Director achieves each of the following:

- Start Strong Bonus = \$1,000
- Grow Strong Bonus = \$1,000
- Keep Strong Bonus = \$1,000
- Lead Strong Bonus = \$1,000
- Consistency Club = \$1,000
- Fab 50's = \$1,000
- Head of the Class = 13-carat blue topaz ring

**New Dir. Bonus =**

### Wellness Bonus

Based on wholesale calendar year & paid in January commission check

Total Annual W/S Prod	Bonus
\$60,000 - \$124,000	\$800
\$125,000 - \$186,999	\$1,300
\$187,000 and above	\$2,000

**Wellness 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*

<u>Date</u>	<u>Income Producing Activity</u>	<u>Total Retail Sales W/Out Tax</u>	<u>Sales Needed to Finish Goal</u>
	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
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45



Thursday, December 5	Friday, December 6	Saturday, December 7	
<b>6</b>	<b>6</b>	<b>6</b>	<b>PLAN YOUR WEEK IN COLOR!</b> 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....  <b>INCOME PRODUCING ACTIVITY</b> 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	
<b>7</b>	<b>7</b>	<b>7</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>8</b>	<b>8</b>	<b>8</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>9</b>	<b>9</b>	<b>9</b>	<b>BOOKINGS/ FACES RESULTS</b>  # Booking Held This Week: _____  # Bookings Next Week: _____  # Faces This Week: _____  <b>PERSONAL SALES RESULTS</b>  Total Sales This Week: _____  40% Profit: _____  <b>TRACKING MY STAR</b>  Wholesale Orders This Week: _____  Amount Needed to Finish Star: _____  Unit Stars to Date: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>10</b>	<b>10</b>	<b>10</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>11</b>	<b>11</b>	<b>11</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>12</b>	<b>12</b>	<b>12</b>	<b>SHARING THE OPPORTUNITY RESULTS</b>  Personal Sharing Appts: _____  New Personal Team Members _____  Team Sharing Appts: _____  New Team Members: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>1</b>	<b>1</b>	<b>1</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>2</b>	<b>2</b>	<b>2</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>3</b>	<b>3</b>	<b>3</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>4</b>	<b>4</b>	<b>4</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>5</b>	<b>5</b>	<b>5</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>6</b>	<b>6</b>	<b>6</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>7</b>	<b>7</b>	<b>7</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>8</b>	<b>8</b>	<b>8</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
<b>9</b>	<b>9</b>	<b>9</b>	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# 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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# 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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# 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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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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

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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:**

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:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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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:**





**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**

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 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#

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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:**



**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:**









# Weekly Plan Sheet from **DECEMBER 15**

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

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



**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 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:**





**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, 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:**



**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, December 18

*"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

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

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:**



**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, 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:**





**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, 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:**







# Weekly Plan Sheet from **DECEMBER 22**

Sunday, December 22	Monday, December 23	Tuesday, December 24	Wednesday, December 25
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

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

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9PM

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

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# 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:**



**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, 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:**



**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, December 25

*"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

7AM

8AM

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10AM

11AM

12PM

1PM

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9PM

10PM

# 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:**





**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, 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

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# 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:**







# Weekly Plan Sheet from **DECEMBER 29**

Sunday, December 29	Monday, December 30	Tuesday, December 31	Wednesday, January 1
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45



# to JANUARY 4

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

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: 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:**  
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

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9PM

10PM

# 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

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

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10PM

# 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

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: 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:**



**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: 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

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**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**

**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

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# 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

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:**







# 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 17: SPRING PCP Enrollment Deadline

January TBA: Leadership Conf. San Antonio, TX

January 20: Martin Luther King Jr. Day

January 20: Inauguration Day

January 26: SPRING Director Early Order

## 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 8: SPRING Look Book Begins Mailing

February 10: SPRING Early Order Begins for PCP/Stars

February 9: Super Bowl LIX

February 14: Valentine's Day

February 15: SPRING All IBCs Can Order

February 16: SPRING Official Product Launch

February 17: Presidents 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 15: Q3 Star Qtr Ends

March 16: Q4 Star Qtr Begins

March 16: SUMMER PCP Enrollment Begins

March 17: St. Patrick's Day

March 20: 1st Day of Spring

March TBA: Career Conference

# April - June 2025 At-A-Glance

## DATES:

April 1: April Fools Day

April 15: Tax Day

April 17: 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

TBA: Seminar Registration Opens

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:

May 5: Cinco De Mayo

May 6: Nurse/Teacher Appreciation Day

May 8: SUMMER Look Book Begins Mailing

May 10: SUMMER Early Order Begins for PCP/Stars

May 11: Mother's Day

May 12: Mary Kay Ash Birthday

May 15: SUMMER All IBC's Can Order

May 16: SUMMER Official Product Launch

May 17: Armed Forces Day

May 26: Memorial 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:

June 14: Flag Day

June 15: Q4 Star Ends

June 15: Father's Day

June 16: Q1 Star Begins

June 19: Juneteenth

June 21: First Day of Summer

June 30: Last Day of Seminar Year!

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

# July - 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 TBA: Seminar Registration Deadline

July 4: Independence Day (All Corp Offices Closed)

July 16: FALL/HOLIDAY PCP Enrollment begins

July TBA: Emerald Seminar

July TBA: Diamond Seminar

## AUGUST

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

### DATES:

August TBA: Ruby Seminar

August TBA: Sapphire Seminar

August 17: FALL/HOLIDAY PCP Enrollment Deadline

August 26: FALL/HOLIDAY Director Early Order

## 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 1: Labor Day

Sept 1: FALL/HOLIDAY Look Book Begins Mailing

Sept TBA: Top Director Trip Maui, Hawaii

Sept 7: Grandparent's Day

Sept 10: FALL/HOLIDAY Early Order Begins for PCP/Stars

Sept 11: Patriot Day

Sept 13: Mary Kay Anniversary

Sept 15: 1st Qtr Star Ends / FALL/HOLIDAY All IBC's Can Order

Sept 16: 2nd Qtr Star Begins / FALL/HOLIDAY Product Launch

Sept 16: WINTER PCP Enrollment begins

Sept 22: First Day of Fall

# October - December 2025 At-A-Glance

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

DATES:

October 13: Columbus Day

October 16: Bosses Day

October 17: WINTER PCP Enrollment Deadline

October 26: WINTER Director Early Order Begins

October 31: Halloween

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

DATES:

November 2: Daylight Savings Time Ends

November 4: Election Day

November 8: WINTER Look Book Begins Mailing

November 11: Veteran's Day

November 10: WINTER Early Order Begins for PCP/Stars

November 15: WINTER All IBC's Can Order

November 16: WINTER Official Product Launch

November 27: Thanksgiving Day

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 15-23 - Hanukkah

December 15: 2nd Qtr Star Ends

December 16: 3rd Qtr Star Begins / SPRING PCP Enrollment Begins

December 21: 1st Day of Winter

December 24: Christmas Eve

December 25: Christmas Day

December 31: New Year's Eve

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

# MY SUCCESS PLAN

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

[www.epiclegacy.team](http://www.epiclegacy.team)