JULY 2017 GOALS

20 NEW UNIT MEMBERS

5 or more New Personal Team Members (Highlighted)

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

1ST QUARTER STARS!

5 = $300 Bonus IN SEPTEMBER + $50 with each additional one!

1	7	13
2	8	14
3	9	15
4	10	16
5	11	17
6	12	18

WHOLESALE GOAL: $

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

Finished With:

SENIOR CONSULTANTS	LEADERS IN RED 3 = $150 Bonus in September + $50 with each additional one!

4 OR MORE NEW QUALIFIED CONSULTANTS THIS MONTH (Highlight Personal Qualified Team Members)

4 Qualified in a Month = $400 Bonus + $100 for each additional Qualified Unit Member up to $1,000!

1	4	7
2	5	8
3	6	9

PERSONAL & UNIT GOALS	BEGINNING OF THE MONTH:	END OF THE MONTH:
Unit Club Goal:		
Court of Personal Sales:		
Court of Personal Sharing:		
Car Production:		
Unit Size Goal:		

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:	LEADER:
LEADER:	LEADER:
LEADER:	LEADER:

Perfect 100 Director & DIQ Monthly Report Card Month:_____

_____ 1. Double Digit Production of $10,000 or more! (5 points) **Actual Production:**_____

_____ 2. 10 New Unit Members (1 points for each new unit member) 4 Qualified = $400 BONUS!

1	Initial Order:	6	Initial Order:
2		7	
3		8	
4		9	
5		10	

_____ 3. Personal Bronze, Silver, or Gold Medal (1 point for each new personal team member)

1		First Order:
2		First Order:
3	Bronze	First Order:
4	Silver	First Order:
5	Gold	First Order:

_____ 4. $5,000 Team Production by the 15th of the Month (5 Points) **Actual Production on the 15th:**_____

_____ 5. 5 or more Personal Team Members Ordering $225 or more (1 Point for each person)

1	6
2	7
3	8
4	9
5	10

_____ 6. Hold 10 Parties/ Pamper 30 Faces (3 points/ party OR 1 point for each face and use Perfect/Power Start Tracking Sheet)

_____ 7. 10 Personal Sharing Appointments (1 point for each & use the Sharing Appointments At-A-Glance Tracking Sheet)

_____ 8. 10 or More Unit Sharing Appointments (1 point for each & use the Sharing Appointments At-A-Glance Tracking Sheet)

_____ 9. 10 Guest Events with 3 or more guests at Consultant Parties, Guest Events, etc…. (1 point each)

1	6
2	7
3	8
4	9
5	10

_____ 10. $600 or More Personal Wholesale (5 points) **Actual Personal Wholesale Production:**_____

_____ **TOTAL POINTS FOR THE MONTH**

My Monthly Sales Goal Tracking Sheet

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

Name:_____ Month:_____

I'm Saving For:

I Need To Profit:

$ ÷ .40 =

My Retail Sales Goal:

$

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

Ready. Set. GOAL!

$

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

Halfway There! I CAN DO IT!

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

Break your goal into bite size chunks!

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal:_____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: $_____

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

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

Picture of Your Goal!

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

Track Your Wholesale!

$1,700 — $1,700 every month = On Target for Queens Court of Sales!

$1,500

$1,200

$850 — $850 every month = On Target for Princess Court of Sales!

$600 — $600 every month = On Target Star Consultant!

$400

$225

Month End Actual Totals:

Total Sold: _____

40% Profit:_____

50% Wholesale:_____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2
Total:	

PERSONAL RETAIL SALES MONTHLY GOAL: $ _____

Formula: Profit You Want to Have Divided by .40 = Total Personal Retail Sales Goal without Tax
Take a few minutes each day to calculate your total sales without tax and 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 the 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		+	-
		=	=
28		+	-
		=	=
29		+	-
		=	=
30		+	-
		=	=
31		+	-
		=	=

AUGUST 2017 GOALS

20 NEW UNIT MEMBERS

5 or more New Personal Team Members (Highlighted)

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

1ST QUARTER STARS!

5 = $300 Bonus IN SEPTEMBER + $50 with each additional one!

1	7	13
2	8	14
3	9	15
4	10	16
5	11	17
6	12	18

WHOLESALE GOAL: $

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

Finished With:

SENIOR CONSULTANTS	LEADERS IN RED 3 = $150 Bonus in September + $50 with each additional one!

4 OR MORE NEW QUALIFIED CONSULTANTS THIS MONTH (Highlight Personal Qualified Team Members)

4 Qualified in a Month = $400 Bonus + $100 for each additional Qualified Unit Member up to $1,000!

1	4	7
2	5	8
3	6	9

PERSONAL & UNIT GOALS	BEGINNING OF THE MONTH:	END OF THE MONTH:
Unit Club Goal:		
Court of Personal Sales:		
Court of Personal Sharing:		
Car Production:		
Unit Size Goal:		

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:	LEADER:
LEADER:	LEADER:
LEADER:	LEADER:

Perfect 100 Director & DIQ Monthly Report Card Month:_____

_____ 1. Double Digit Production of $10,000 or more! (5 points) **Actual Production:**_____

_____ 2. 10 New Unit Members (1 points for each new unit member) 4 Qualified = $400 BONUS!

1	Initial Order:	6	Initial Order:
2		7	
3		8	
4		9	
5		10	

_____ 3. Personal Bronze, Silver, or Gold Medal (1 point for each new personal team member)

1		First Order:
2		First Order:
3	Bronze	First Order:
4	Silver	First Order:
5	Gold	First Order:

_____ 4. $5,000 Team Production by the 15th of the Month (5 Points) **Actual Production on the 15th:**_____

_____ 5. 5 or more Personal Team Members Ordering $225 or more (1 Point for each person)

1	6
2	7
3	8
4	9
5	10

_____ 6. Hold 10 Parties/ Pamper 30 Faces (3 points/ party OR 1 point for each face and use Perfect/Power Start Tracking Sheet)

_____ 7. 10 Personal Sharing Appointments (1 point for each & use the Sharing Appointments At-A-Glance Tracking Sheet)

_____ 8. 10 or More Unit Sharing Appointments (1 point for each & use the Sharing Appointments At-A-Glance Tracking Sheet)

_____ 9. 10 Guest Events with 3 or more guests at Consultant Parties, Guest Events, etc…. (1 point each)

1	6
2	7
3	8
4	9
5	10

_____ 10. $600 or More Personal Wholesale (5 points) **Actual Personal Wholesale Production:**_____

_____ **TOTAL POINTS FOR THE MONTH**

My Monthly Sales Goal Tracking Sheet

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

Name:_____ Month:_____

I'm Saving For:

I Need To Profit:

$ ÷ .40 =

My Retail Sales Goal:

$

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

Ready. Set. GOAL!

$

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

Halfway There! I CAN DO IT!

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

Break your goal into bite size chunks!

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal:_____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: $_____

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

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

Picture of Your Goal!

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

Track Your Wholesale!

$1,700 — $1,700 every month = On Target for Queens Court of Sales!

$1,500

$1,200

$850 — $850 every month = On Target for Princess Court of Sales!

$600 — $600 every month = On Target Star Consultant!

$400

$225

Month End Actual Totals:

Total Sold: _____

40% Profit:_____

50% Wholesale:_____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2
Total:	

PERSONAL RETAIL SALES MONTHLY GOAL: $ _____

Formula: Profit You Want to Have Divided by .40 = Total Personal Retail Sales Goal without Tax
Take a few minutes each day to calculate your total sales without tax and 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 the 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		+	-
		=	=
28		+	-
		=	=
29		+	-
		=	=
30		+	-
		=	=
31		+	-
		=	=

SEPTEMBER 2017 GOALS

20 NEW UNIT MEMBERS

5 or more New Personal Team Members (Highlighted)

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

1ST QUARTER STARS!

5 = $300 Bonus THIS MONTH + $50 with each additional one!

1	7	13
2	8	14
3	9	15
4	10	16
5	11	17
6	12	18

WHOLESALE GOAL: $

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

Finished With:

SENIOR CONSULTANTS	LEADERS IN RED 3 = $150 Bonus THIS MONTH + $50 with each additional one!

5 OR MORE NEW QUALIFIED CONSULTANTS THIS MONTH (Highlight Personal Qualified Team Members)

4 Qualified in a Month = $400 Bonus + $100 for each additional Qualified Unit Member up to $1,000!

1	4	7
2	5	8
3	6	9

PERSONAL & UNIT GOALS	BEGINNING OF THE MONTH:	END OF THE MONTH:
Unit Club Goal:		
Court of Personal Sales:		
Court of Personal Sharing:		
Car Production:		
Unit Size Goal:		

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:	LEADER:
LEADER:	LEADER:
LEADER:	LEADER:

Perfect 100 Director & DIQ Monthly Report Card Month:_____

_____ 1. Double Digit Production of $10,000 or more! (5 points) **Actual Production:**_____

_____ 2. 10 New Unit Members (1 points for each new unit member) 4 Qualified = $400 BONUS!

1	Initial Order:	6	Initial Order:
2		7	
3		8	
4		9	
5		10	

_____ 3. Personal Bronze, Silver, or Gold Medal (1 point for each new personal team member)

1		First Order:
2		First Order:
3	Bronze	First Order:
4	Silver	First Order:
5	Gold	First Order:

_____ 4. $5,000 Team Production by the 15th of the Month (5 Points) **Actual Production on the 15th:**_____

_____ 5. 5 or more Personal Team Members Ordering $225 or more (1 Point for each person)

1	6
2	7
3	8
4	9
5	10

_____ 6. Hold 10 Parties/ Pamper 30 Faces (3 points/ party OR 1 point for each face and use Perfect/Power Start Tracking Sheet)

_____ 7. 10 Personal Sharing Appointments (1 point for each & use the Sharing Appointments At-A-Glance Tracking Sheet)

_____ 8. 10 or More Unit Sharing Appointments (1 point for each & use the Sharing Appointments At-A-Glance Tracking Sheet)

_____ 9. 10 Guest Events with 3 or more guests at Consultant Parties, Guest Events, etc…. (1 point each)

1	6
2	7
3	8
4	9
5	10

_____ 10. $600 or More Personal Wholesale (5 points) **Actual Personal Wholesale Production:**_____

_____ **TOTAL POINTS FOR THE MONTH**

My Monthly Sales Goal Tracking Sheet

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

Name:_____ Month:_____

I'm Saving For:

I Need To Profit:

$ ÷ .40 =

My Retail Sales Goal:

$

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

Ready. Set. GOAL!

$

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

Halfway There! I CAN DO IT!

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

Break your goal into bite size chunks!

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal:_____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: $_____

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

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

Picture of Your Goal!

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

Track Your Wholesale!

$1,700 — $1,700 every month = On Target for Queens Court of Sales!

$1,500

$1,200

$850 — $850 every month = On Target for Princess Court of Sales!

$600 — $600 every month = On Target Star Consultant!

$400

$225

Month End Actual Totals:

Total Sold: _____

40% Profit:_____

50% Wholesale:_____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2
Total:	

PERSONAL RETAIL SALES MONTHLY GOAL: $ _____

Formula: Profit You Want to Have Divided by .40 = Total Personal Retail Sales Goal without Tax
Take a few minutes each day to calculate your total sales without tax and 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 the 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		+	-
		=	=
28		+	-
		=	=
29		+	-
		=	=
30		+	-
		=	=
31		+	-
		=	=

QUARTERLY
&
YEAR LONG
PERSONAL & UNIT
GOALS

JULY, AUGUST & SEPTEMBER CAR PRODUCTION

Includes Tracking for Qualifiers & Re-Qualifiers

$102,000
PINK CADILLAC with Average $17,000/Month

$93,000

$84,000

$75,000

$69,000

$63,000

$57,000
Premier Club w/ Average $9,500/Month

$55,000

$53,000

$51,000
Half Way to Cadillac

$48.000

$45,000

$42,000
Grand Achiever w/ Average $7,000/Month

$35,000

$28,000

$21,000
On Target For Car

$10,500

Caddy Maintenance

$51,000

$42,500

$34,000

$25,500

$17,000

$8,500

LAST QUARTER: $_____ (FILL THAT IN)

MONTH	PRODUCTION	PERSONAL QUALIFIED TEAM MEMBERS	TOTAL CAR PRODUCTION
JULY			
AUGUST			
SEPTEMBER			
TOTALS		+	=

Car Production Requirement Changes Effective 1/2015

Be a 1st Quarter Star!!

1st Quarter: June 16 - September 15

WEEK OF	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
June 16 - June 24					
June 25 - July 1					
July 2 - July 8					
July 9 - July 15					
July 16- July 22					
July 23 - July 29					
July 30 - August 5					
Aug. 6 - Aug. 12					
Aug. 13 - Aug. 19					
Aug. 20 - Aug. 26					
Aug. 27 - Sept. 2					
Sept. 3 - Sept. 9					
Sept. 10 - Sept. 15					
TOTALS	$	$	$	+	=

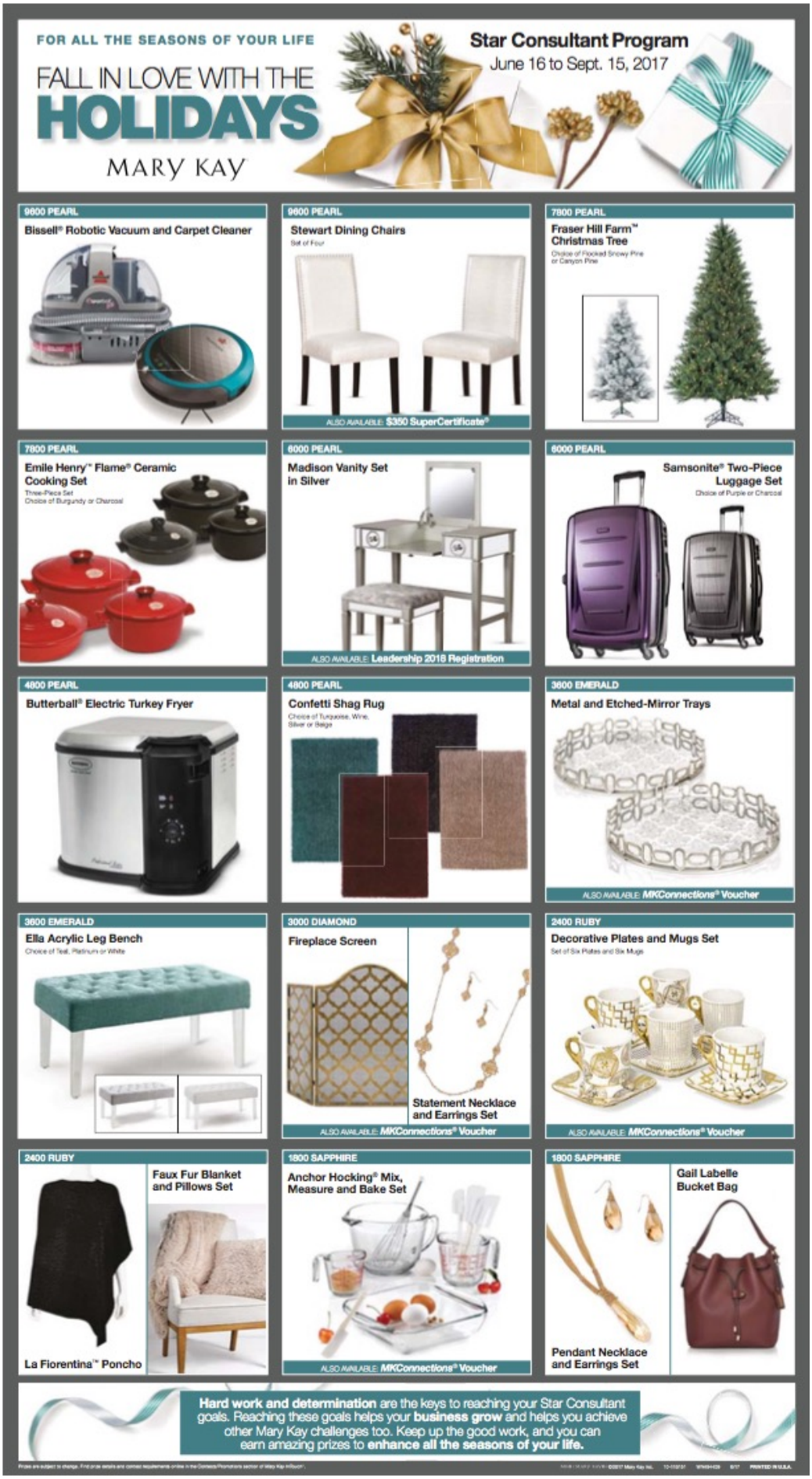
* A Qualified new personal team members is one whose Independent Beauty Consultant Agreement and a minimum of $600 in wholesale Section 1 Orders are postmarked and accepted by the company within the contest quarter.

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

Star Level	Average Retail Sales Per Week
Sapphire	$300
Ruby	$400
Diamond	$500
Emerald	$600
Pearl	$800 or more!

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

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



MY STAR!

Circle the Prize/Prizes that you're excited to earn! If you have more than one, total them to determine what your goal is this quarter!

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)

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

Be a 2nd Quarter Star!!

1st Quarter: Sept. 16 - December 15

WEEK OF	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Sept. 16- Sept. 23					
Sept 24 - Sept. 30					
Oct. 1 - Oct. 7					
Oct. 8 - Oct. 14					
Oct. 15 - Oct. 21					
Oct. 22 - Oct. 28					
Oct. 29 - Nov. 4					
Nov. 5 - Nov. 11					
Nov. 12 - Nov. 18					
Nov. 19 - Nov. 25					
Nov. 26 - Dec. 2					
Dec. 3 - Dec. 9					
Dec. 10 - Dec. 15					
TOTALS	$	$	$	+	=

* A Qualified new personal team members is one whose Independent Beauty Consultant Agreement and a minimum of $600 in wholesale Section 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!

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

ALL QUARTER ★ ’S IN MY UNIT

CONSISTENCY BASED ON QUARTER THEY STARTED

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

A TRACKED NUMBER GROWS

2017-2018 Unit Club Goal:_____

	Total Production	Unit Size Non-T on 1st	Unit Size Non-T on Last Day	Total New Agreements	# of Qualified NC's	Production from New Unit Members Only (A, A+1)	# Leaders In Red	Total Personal Sales	Personal Sharing Appts.	Personal New Agreements	Personal Team Size	Personal Facials	Personal Classes/ Parties	Total # of Personal & Unit Customers Saw Me Work Classes, debuts, etc...
July														
August														
September														
October														
November														
December														
January														
February														
March														
April														
May														
June														

Seminar 2017-2018 Personal National Court of Sales Detailed Tracking

$20,000 Wholesale ($40,000 Retail) July 1 - June 30
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 Typically 50% of what you sell unless you're a New Consultant	Total Amount of Wholesale Orders Year to Date	Goal: $20,000 With each month, cross out the previous month's amount and write in your new total needed!
Example: This Month	$2,000	$1,000	$1,000	~~$19,000~~
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!

Seminar 2017-2018 Personal National Court of Sales

$20,000 Wholesale ($40,000 Retail) July 1 - July 30
With every $400 in wholesale orders, cross out a square! YOU CAN DO IT!

$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400 YOU DID IT!

Seminar 2017-2018 Personal National Court of Sharing

24 Qualified Team Members with either 1. Initial $600 Order in agreement month or following or 2. Star at least one quarter in the year.

New Team Member	Agreement Month	Initial Qualified Order	Initial Star Order	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	April	May	June	Comm. Earned
1.																
2.																
3.																
4.																
5.																
6.																
7.																
8.																
9.																
10.																
11.																
12.																
13.																
14.																
15.																
16.																
17.																
18.																
19.																
20.																
21.																
22.																
23.																
24.																

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

PAMPERING

FACES

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:							

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							
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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							
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48							
49							
50							
51							
52							
53							
54							
55							
56							
57							
58							
59							
60							
TOTALS OF EACH COLUMN FOR THE MONTH:							

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							
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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 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.

RACE FOR RED

PRINT

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
   - The average consultant works a full time job, it married and/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 new 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
   - Team Building Income: 4,9 13% commissions & more with leadership including bonuses too!

2. **RECOGNITION**
   - Prizes weekly, monthly, quarterly, and 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, and Professional Growth.

4. **CARS**
   - Approx. 85% insurance is paid for by Mary Kay
   - Build a team from 5 to 14 in 1-4 months with wholesale requirements
   - Cash option: $375, $500, $900, or $1,400 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**
   - $100 investment to get started
   - Inventory is optional with a 90% buyback guarantee
   - Get to decide your own income, schedule & future

SHARING APPOINTMENTS AT-A-GLANCE JULY 2017

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 Cont. : 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 APPOINTMENTS AT-A-GLANCE

AUGUST 2017

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 Cont. : 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 APPOINTMENTS AT-A-GLANCE

SEPTEMBER 2017

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 Cont. : 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	

SHARING APPOINTMENT DETAILS

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

SHARING APPOINTMENT DETAILS

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

SHARING APPOINTMENT DETAILS

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

Date	Name	Consultant	Address
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	Email	Conf. Call	

SHARING APPOINTMENT DETAILS

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

SHARING APPOINTMENT DETAILS

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

SHARING APPOINTMENT DETAILS

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

SHARING APPOINTMENT DETAILS

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

SHARING APPOINTMENT DETAILS

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

SHARING APPOINTMENT DETAILS

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

SHARING APPOINTMENT DETAILS

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

SHARING APPOINTMENT DETAILS

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

SHARING APPOINTMENT DETAILS

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

SHARING APPOINTMENT DETAILS

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

SHARING APPOINTMENT DETAILS

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

TRACKING

PEARLS

&

RACE TO RED

REPORTS

GIRLS LOVE PEARLS TRACKING!

Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	RED JACKET

GIRLS LOVE PEARLS TRACKING!

Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	RED JACKET

NEW CONSULTANTS

NEW PERSONAL & UNIT MEMBERS JULY 2017

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

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

NEW PERSONAL & UNIT MEMBERS AUGUST 2017

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

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

NEW PERSONAL & UNIT MEMBERS SEPTEMBER 2017

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

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

NAME:		
RECRUITER:		
CONSULTANT #:		
CONTACT INFO		
CELL #:	HOME #:	
ADDRESS:		
CITY:	STATE:	ZIP:
EMAIL:		
HUSBAND:		
HUSBAND LETTER/PACKET MAILED:		

START DATE:	
15th Day:	
FIRST STEPS COMPLETED:	✓
Website	
Propay	
Checklist in NC Packet	
Scheduled 1st Party/Debut	
Attended First Meeting	
1st Order:	
2nd Order:	

COMMUNICATION: CHECK OFF / INITIAL AS ADDED TO EACH ONE!				
In Contacts:	Welcome Email:	Facebook Group:	Voxer:	BombBomb:
On Periscope:				

WELCOME CALL:	
Date:	Reason for Starting:
Notes:	

TRAINING:	✓		✓
Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
2nd Skin Care Class Observed		First New Team Member	
3rd Skin Care Class Observed			
Color Certification		DISC Personality:	
Booking/ Coaching		Basic Needs	
Selling		Love Language:	

ADOPTED DIRECTOR IF NEEDED:			
CELL #	EMAIL:		
ADDRESS:	CITY:	STATE:	ZIP:
NOTES:			

CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
DATE:	PRIZE/CD
	New Consultant Pin
	Pearl Earrings
	Pearl Bracelet
	Pearl Necklace
	Sr. Cons. Pin Enhancer

NOTES/

NAME:		
RECRUITER:		
CONSULTANT #:		
CONTACT INFO		
CELL #:	HOME #:	
ADDRESS:		
CITY:	STATE:	ZIP:
EMAIL:		
HUSBAND:		
HUSBAND LETTER/PACKET MAILED:		

START DATE:	
15th Day:	
FIRST STEPS COMPLETED:	✓
Website	
Propay	
Checklist in NC Packet	
Scheduled 1st Party/Debut	
Attended First Meeting	
1st Order:	
2nd Order:	

COMMUNICATION: CHECK OFF / INITIAL AS ADDED TO EACH ONE!				
In Contacts:	Welcome Email:	Facebook Group:	Voxer:	BombBomb:
On Periscope:				

WELCOME CALL:	
Date:	Reason for Starting:
Notes:	

TRAINING:	✓		✓
Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
2nd Skin Care Class Observed		First New Team Member	
3rd Skin Care Class Observed			
Color Certification		DISC Personality:	
Booking/ Coaching		Basic Needs	
Selling		Love Language:	

ADOPTED DIRECTOR IF NEEDED:			
CELL #	EMAIL:		
ADDRESS:	CITY:	STATE:	ZIP:
NOTES:			

CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
DATE:	PRIZE/CD
	New Consultant Pin
	Pearl Earrings
	Pearl Bracelet
	Pearl Necklace
	Sr. Cons. Pin Enhancer

NOTES/

NAME:		
RECRUITER:		
CONSULTANT #:		
CONTACT INFO		
CELL #:	HOME #:	
ADDRESS:		
CITY:	STATE:	ZIP:
EMAIL:		
HUSBAND:		
HUSBAND LETTER/PACKET MAILED:		

START DATE:	
15th Day:	
FIRST STEPS COMPLETED:	✓
Website	
Propay	
Checklist in NC Packet	
Scheduled 1st Party/Debut	
Attended First Meeting	
1st Order:	
2nd Order:	

COMMUNICATION: CHECK OFF / INITIAL AS ADDED TO EACH ONE!				
In Contacts:	Welcome Email:	Facebook Group:	Voxer:	BombBomb:
On Periscope:				

WELCOME CALL:	
Date:	Reason for Starting:
Notes:	

TRAINING:	✓		✓
Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
2nd Skin Care Class Observed		First New Team Member	
3rd Skin Care Class Observed			
Color Certification		DISC Personality:	
Booking/ Coaching		Basic Needs	
Selling		Love Language:	

ADOPTED DIRECTOR IF NEEDED:			
CELL #	EMAIL:		
ADDRESS:	CITY:	STATE:	ZIP:
NOTES:			

CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
DATE:	PRIZE/CD
	New Consultant Pin
	Pearl Earrings
	Pearl Bracelet
	Pearl Necklace
	Sr. Cons. Pin Enhancer

NOTES/

NAME:		
RECRUITER:		
CONSULTANT #:		
CONTACT INFO		
CELL #:	HOME #:	
ADDRESS:		
CITY:	STATE:	ZIP:
EMAIL:		
HUSBAND:		
HUSBAND LETTER/PACKET MAILED:		

START DATE:	
15th Day:	
FIRST STEPS COMPLETED:	✓
Website	
Propay	
Checklist in NC Packet	
Scheduled 1st Party/Debut	
Attended First Meeting	
1st Order:	
2nd Order:	

COMMUNICATION: CHECK OFF / INITIAL AS ADDED TO EACH ONE!				
In Contacts:	Welcome Email:	Facebook Group:	Voxer:	BombBomb:
On Periscope:				

WELCOME CALL:	
Date:	Reason for Starting:
Notes:	

TRAINING:	✓		✓
Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
2nd Skin Care Class Observed		First New Team Member	
3rd Skin Care Class Observed			
Color Certification		DISC Personality:	
Booking/ Coaching		Basic Needs	
Selling		Love Language:	

ADOPTED DIRECTOR IF NEEDED:			
CELL #	EMAIL:		
ADDRESS:	CITY:	STATE:	ZIP:
NOTES:			

CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
DATE:	PRIZE/CD
	New Consultant Pin
	Pearl Earrings
	Pearl Bracelet
	Pearl Necklace
	Sr. Cons. Pin Enhancer

NOTES/

NAME:		
RECRUITER:		
CONSULTANT #:		
CONTACT INFO		
CELL #:	HOME #:	
ADDRESS:		
CITY:	STATE:	ZIP:
EMAIL:		
HUSBAND:		
HUSBAND LETTER/PACKET MAILED:		

START DATE:	
15th Day:	
FIRST STEPS COMPLETED:	✓
Website	
Propay	
Checklist in NC Packet	
Scheduled 1st Party/Debut	
Attended First Meeting	
1st Order:	
2nd Order:	

COMMUNICATION: CHECK OFF / INITIAL AS ADDED TO EACH ONE!				
In Contacts:	Welcome Email:	Facebook Group:	Voxer:	BombBomb:
On Periscope:				

WELCOME CALL:	
Date:	Reason for Starting:
Notes:	

TRAINING:	✓		✓
Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
2nd Skin Care Class Observed		First New Team Member	
3rd Skin Care Class Observed			
Color Certification		DISC Personality:	
Booking/ Coaching		Basic Needs	
Selling		Love Language:	

ADOPTED DIRECTOR IF NEEDED:			
CELL #	EMAIL:		
ADDRESS:	CITY:	STATE:	ZIP:
NOTES:			

CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
DATE:	PRIZE/CD
	New Consultant Pin
	Pearl Earrings
	Pearl Bracelet
	Pearl Necklace
	Sr. Cons. Pin Enhancer

NOTES/

NAME:		
RECRUITER:		
CONSULTANT #:		
CONTACT INFO		
CELL #:	HOME #:	
ADDRESS:		
CITY:	STATE:	ZIP:
EMAIL:		
HUSBAND:		
HUSBAND LETTER/PACKET MAILED:		

START DATE:	
15th Day:	
FIRST STEPS COMPLETED:	✓
Website	
Propay	
Checklist in NC Packet	
Scheduled 1st Party/Debut	
Attended First Meeting	
1st Order:	
2nd Order:	

COMMUNICATION: CHECK OFF / INITIAL AS ADDED TO EACH ONE!				
In Contacts:	Welcome Email:	Facebook Group:	Voxer:	BombBomb:
On Periscope:				

WELCOME CALL:	
Date:	Reason for Starting:
Notes:	

TRAINING:	✓		✓
Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
2nd Skin Care Class Observed		First New Team Member	
3rd Skin Care Class Observed			
Color Certification		DISC Personality:	
Booking/ Coaching		Basic Needs	
Selling		Love Language:	

ADOPTED DIRECTOR IF NEEDED:			
CELL #	EMAIL:		
ADDRESS:	CITY:	STATE:	ZIP:
NOTES:			

CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
DATE:	PRIZE/CD
	New Consultant Pin
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NAME:		
RECRUITER:		
CONSULTANT #:		
CONTACT INFO		
CELL #:	HOME #:	
ADDRESS:		
CITY:	STATE:	ZIP:
EMAIL:		
HUSBAND:		
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Website	
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Date:	Reason for Starting:
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TRAINING:	✓		✓
Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
2nd Skin Care Class Observed		First New Team Member	
3rd Skin Care Class Observed			
Color Certification		DISC Personality:	
Booking/ Coaching		Basic Needs	
Selling		Love Language:	

ADOPTED DIRECTOR IF NEEDED:			
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NOTES:			

CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
DATE:	PRIZE/CD
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TRAINING:	✓		✓
Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
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CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
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NAME:		
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EMAIL:		
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Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
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CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
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TRAINING:	✓		✓
Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
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CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
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EMAIL:		
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PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
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NAME:		
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CONSULTANT #:		
CONTACT INFO		
CELL #:	HOME #:	
ADDRESS:		
CITY:	STATE:	ZIP:
EMAIL:		
HUSBAND:		
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PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

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NAME:		
RECRUITER:		
CONSULTANT #:		
CONTACT INFO		
CELL #:	HOME #:	
ADDRESS:		
CITY:	STATE:	ZIP:
EMAIL:		
HUSBAND:		
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CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
DATE:	PRIZE/CD
	New Consultant Pin
	Pearl Earrings
	Pearl Bracelet
	Pearl Necklace
	Sr. Cons. Pin Enhancer

NOTES/

NAME:		
RECRUITER:		
CONSULTANT #:		
CONTACT INFO		
CELL #:	HOME #:	
ADDRESS:		
CITY:	STATE:	ZIP:
EMAIL:		
HUSBAND:		
HUSBAND LETTER/PACKET MAILED:		

START DATE:	
15th Day:	
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COMMUNICATION: CHECK OFF / INITIAL AS ADDED TO EACH ONE!				
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WELCOME CALL:	
Date:	Reason for Starting:
Notes:	

TRAINING:	✓		✓
Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
2nd Skin Care Class Observed		First New Team Member	
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Color Certification		DISC Personality:	
Booking/ Coaching		Basic Needs	
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ADOPTED DIRECTOR IF NEEDED:			
CELL #	EMAIL:		
ADDRESS:	CITY:	STATE:	ZIP:
NOTES:			

CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
DATE:	PRIZE/CD
	New Consultant Pin
	Pearl Earrings
	Pearl Bracelet
	Pearl Necklace
	Sr. Cons. Pin Enhancer

NOTES/

NAME:		
RECRUITER:		
CONSULTANT #:		
CONTACT INFO		
CELL #:	HOME #:	
ADDRESS:		
CITY:	STATE:	ZIP:
EMAIL:		
HUSBAND:		
HUSBAND LETTER/PACKET MAILED:		

START DATE:	
15th Day:	
FIRST STEPS COMPLETED:	✓
Website	
Propay	
Checklist in NC Packet	
Scheduled 1st Party/Debut	
Attended First Meeting	
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2nd Order:	

COMMUNICATION: CHECK OFF / INITIAL AS ADDED TO EACH ONE!				
In Contacts:	Welcome Email:	Facebook Group:	Voxer:	BombBomb:
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WELCOME CALL:	
Date:	Reason for Starting:
Notes:	

TRAINING:	✓		✓
Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
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Color Certification		DISC Personality:	
Booking/ Coaching		Basic Needs	
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ADOPTED DIRECTOR IF NEEDED:			
CELL #	EMAIL:		
ADDRESS:	CITY:	STATE:	ZIP:
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CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
DATE:	PRIZE/CD
	New Consultant Pin
	Pearl Earrings
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NOTES/

NAME:		
RECRUITER:		
CONSULTANT #:		
CONTACT INFO		
CELL #:	HOME #:	
ADDRESS:		
CITY:	STATE:	ZIP:
EMAIL:		
HUSBAND:		
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START DATE:	
15th Day:	
FIRST STEPS COMPLETED:	✓
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Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
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PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
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PRIZES & CD'S EARNED & GIVEN:	
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2nd Order:	

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In Contacts:	Welcome Email:	Facebook Group:	Voxer:	BombBomb:
On Periscope:				

WELCOME CALL:	
Date:	Reason for Starting:
Notes:	

TRAINING:	✓		✓
Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
2nd Skin Care Class Observed		First New Team Member	
3rd Skin Care Class Observed			
Color Certification		DISC Personality:	
Booking/ Coaching		Basic Needs	
Selling		Love Language:	

ADOPTED DIRECTOR IF NEEDED:			
CELL #	EMAIL:		
ADDRESS:	CITY:	STATE:	ZIP:
NOTES:			

CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
DATE:	PRIZE/CD
	New Consultant Pin
	Pearl Earrings
	Pearl Bracelet
	Pearl Necklace
	Sr. Cons. Pin Enhancer

NOTES/

NAME:		
RECRUITER:		
CONSULTANT #:		
CONTACT INFO		
CELL #:	HOME #:	
ADDRESS:		
CITY:	STATE:	ZIP:
EMAIL:		
HUSBAND:		
HUSBAND LETTER/PACKET MAILED:		

START DATE:	
15th Day:	
FIRST STEPS COMPLETED:	✓
Website	
Propay	
Checklist in NC Packet	
Scheduled 1st Party/Debut	
Attended First Meeting	
1st Order:	
2nd Order:	

COMMUNICATION: CHECK OFF / INITIAL AS ADDED TO EACH ONE!				
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On Periscope:				

WELCOME CALL:	
Date:	Reason for Starting:
Notes:	

TRAINING:	✓		✓
Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
2nd Skin Care Class Observed		First New Team Member	
3rd Skin Care Class Observed			
Color Certification		DISC Personality:	
Booking/ Coaching		Basic Needs	
Selling		Love Language:	

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CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
DATE:	PRIZE/CD
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NAME:		
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CITY:	STATE:	ZIP:
EMAIL:		
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Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
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Selling		Love Language:	

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CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
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CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
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PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
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EMAIL:		
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Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
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Color Certification		DISC Personality:	
Booking/ Coaching		Basic Needs	
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ADOPTED DIRECTOR IF NEEDED:			
CELL #	EMAIL:		
ADDRESS:	CITY:	STATE:	ZIP:
NOTES:			

CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
DATE:	PRIZE/CD
	New Consultant Pin
	Pearl Earrings
	Pearl Bracelet
	Pearl Necklace
	Sr. Cons. Pin Enhancer

NOTES/

NAME:		
RECRUITER:		
CONSULTANT #:		
CONTACT INFO		
CELL #:	HOME #:	
ADDRESS:		
CITY:	STATE:	ZIP:
EMAIL:		
HUSBAND:		
HUSBAND LETTER/PACKET MAILED:		

START DATE:	
15th Day:	
FIRST STEPS COMPLETED:	✓
Website	
Propay	
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Scheduled 1st Party/Debut	
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2nd Order:	

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Date:	Reason for Starting:
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Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
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PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

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NOTES/

NAME:		
RECRUITER:		
CONSULTANT #:		
CONTACT INFO		
CELL #:	HOME #:	
ADDRESS:		
CITY:	STATE:	ZIP:
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START DATE:	
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START DATE:	
15th Day:	
FIRST STEPS COMPLETED:	✓
Website	
Propay	
Checklist in NC Packet	
Scheduled 1st Party/Debut	
Attended First Meeting	
1st Order:	
2nd Order:	

COMMUNICATION: CHECK OFF / INITIAL AS ADDED TO EACH ONE!				
In Contacts:	Welcome Email:	Facebook Group:	Voxer:	BombBomb:
On Periscope:				

WELCOME CALL:	
Date:	Reason for Starting:
Notes:	

TRAINING:	✓		✓
Silver Wings Scholar Program		Sharing	
1st Skin Care Class Observed		Pearls of Sharing	
2nd Skin Care Class Observed		First New Team Member	
3rd Skin Care Class Observed			
Color Certification		DISC Personality:	
Booking/ Coaching		Basic Needs	
Selling		Love Language:	

ADOPTED DIRECTOR IF NEEDED:			
CELL #	EMAIL:		
ADDRESS:	CITY:	STATE:	ZIP:
NOTES:			

CONSULTANT NAME:

PEARLS OF SHARING		EARRINGS:_____ BRACELET: _____ NECKLACE: _____		
DATE	GUEST MORE DETAILS IN SHARING TRACKING	NOTES	YES	NO

PRIZES & CD'S EARNED & GIVEN:	
DATE:	PRIZE/CD
	New Consultant Pin
	Pearl Earrings
	Pearl Bracelet
	Pearl Necklace
	Sr. Cons. Pin Enhancer

NOTES/

UNIT

INSERT UNIT MEMBERS PRINT OUT FROM BUSINESS TOOLS

&

REPORTS

REPORTS YOUR ARE TRACKING

COACHING

4 P'S COACHING QUESTIONS

You can use these coaching questions with DIQ's, Ready Right Now individuals, or anyone you are coaching to move up the career path.

1. What will becoming an Independent Sales Director give you access to? (PICTURE)
2. Why is that important? (PURPOSE)
3. Who are the people in your life that you need support and belief from in order for you to achieve this goal? (PARTNERS)
4. Who is on your team, in your customer base or new in your life that you feel or think would make great leaders in Mary Kay? (PEOPLE TO PROMOTE)

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.

RACE FOR RED

Fabulous Coaching Questions For Your Unit

Taken from trainings by NSD Connie Kittson, NSD Arlene Lenarz, NSD Bea Millslagle & Misc. Notes

By asking questions, we empower to our Beauty Consultants to discover what they want and how we can lead them with servant leadership versus telling them what to do. Open ended questions are best because they can't be answered by a "yes" or a "no" and will lead to discussion and possibility too! If a "yes" or "no" question pops into your mind while you are coaching, think of how you can reword it into a "WHAT" or "HOW" question.

One of My Favorite Questions… How can I pray for you?

Questions for New Consultants:

- What attracted you to Mary Kay Cosmetics?
- What excites you the most about a Mary Kay Business?
- What would you like to get out of your Mary Kay Business in the next 6 months?
- How much money would you like to earn or do you need weekly/ monthly?
- How can I support and serve you as your Mary Kay Sales Director?
- What strengths are you most proud of?
- What motivates you? Prizes? Money? Recognition? Fun?

Questions for Planning & Setting Goals:

- What would you like to get out of your business?
- What is your intention?
- What are the possibilities?
- What outcome do you want?
- What is the vision for your business?
- What are your goals for this month?
- What company prizes are you working for this quarter? Court of Sales, Sharing, Team Leader, etc…..
- If you could not fail, what would you do?
- If money and time were not an issue, what would you want to accomplish?
- What is your dream? What does it look like?
- What motivates you to get up in the morning?
- What brings you joy?
- What will you do when you feel like you've "hit the wall"
- Where do you see yourself one year from now in regards to your Mary Kay Business?
- What can I do to serve and support you with your goals this week? This month? This year?
- If you could achieve any position, what would that be?
- What would you do if fear was not an option?

Questions to Solidify Their Commitment To Take Action

- What is your first step?
- What do you need to have in place to accomplish this?
- How will you make it happen?
- What is the challenge in taking action?
- What do your instincts tell you?
- What information do you need to have?
- In the big picture, how important is this?
- What does your week look like?
- What action would make this complete?
- What will you achieve by taking this action?
- What is your commitment on a scale of 1-10?
- What would you like to accomplish six months from now?

Questions to Create Accountability?

- What are you going to do?
- When are you going to do it?
- What support do you need? What does your success depend on?
- How will I know you've done it?
- What accountability would you like to put into place?
- What can make it fun and exciting?
- What qualities will contribute to the outcome you want?

Questions to Prompt Feedback & Insight?

- What worked?
- What would you do differently?
- What was challenging?
- What new insights did you discover?
- What did you learn from this experience?
- How can you apply what you've learned?
- What would make the biggest difference?
- What are some new options?

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- What are some new options?

Questions about Family:

- How is your Mary Kay business received in your home?
- What is your husband most excited about with your business?
- What type of family activities do you have each week?

Questions to Ask at the end of the Month:

(Help them not to feel discouraged and frustrated)

- Let's look at what you achieved this month. What worked? What were your achievements and successes?
- What were your disappointments and what would you do differently?
- What was challenging?
- What new insights did you discover?
- What did you learn from your experience?
- What would make the biggest difference?
- What guidelines can you take from the lessons you learned to make next month better than last month?

Questions to ask a Non-Productive Consultant

- If you were to start your business over, what things would you change?
- What do you remember most about the excitement you felt when you became a Mary Kay Beauty Consultant?
- What are you going to do differently this year to achieve your goals?

Questions for Inactive Consultants

- What are your goals for your business right now?
- What can I do to serve and support you?

CONTACTS

FROM LEADS, REFERRALS, ETC.

Contacts/ Referrals/ Leads to BOOK!

Name	Contact
How We Met	Notes

Contacts/ Referrals/ Leads to BOOK!

Name	Contact
How We Met	Notes

Contacts/ Referrals/ Leads to BOOK!

Name	Contact
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Name	Contact
How We Met	Notes

Contacts/ Referrals/ Leads to BOOK!

Name	Contact
How We Met	Notes

Guest Checkouts

Date:	Name:	Address, City, State, Zip
Email:		Products Ordered:
Notes: Did you send a thank you note? Samples? Etc.		
Notes:		
Notes:		
Notes:		
Notes:		
Notes:		
Notes:		
Notes:		

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Date:	Name:	Address, City, State, Zip
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Notes:		

Notes:		

Notes:		

Notes:		

Notes:		

Notes:		

BOOKING

SCRIPT & BUBBLE SHEETS

MY FAVORITE BOOKING SCRIPTS:

BUBBLE BOOKING SHEET

WEEK OF: _____

= MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE

= NO RESPONSE AT ALL OR RECEIVED A RESPONSE & NO BOOKING

= RECEIVED A RESPONSE & BOOKED AN APPOINTMENT

$ = PRODUCT SOLD!

A TRACKED # ALWAYS GROWS!

TOTAL BOOKINGS: _____

ACTIVITY WILL CONQUER FEAR!

USE THESE LINES TO WRITE THE NAME & ANY NOTES YOU MAY WANT TO MAKE

YOU WILL MOVE UP IN YOUR MARY KAY BUSINESS AND GROW YOUR CLIENT LIST WITH EVERY SHEET YOU COMPLETE!

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JULY

JULY 2017

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
2	3	4 Independence Day	5
9	10	11	12
16	17 Last Day To Enroll Customers for the Fall Look Book	18	19
23 30	24 31	25	26

THURSDAY	FRIDAY	SATURDAY
		1 Happy MK New Year
6	7	8
13	14	15
20	21	22
27	28	29

AUGUST 2017

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		

NOTES

NOTES

August

AUGUST 2017

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
		1	2
6	7	8	9
13	14	15	16 Fall Product Launch
20	21	22	23
27	28	29	30

THURSDAY	FRIDAY	SATURDAY
3	4	5
10 Fall Early Ordering for PCP Participants	11	12
17	18	19
24	25	26
31		

SEPTEMBER 2017

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

NOTES

NOTES

SEPTEMBER

SEPTEMBER 2017

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
3	4 Labor Day	5	6
10	11	12	13
17	18	19	20
24	25	26	27

THURSDAY	FRIDAY	SATURDAY
	1	2
7	8	9
14	15	16
21	22 First Day of Fall	23
28	29	30

OCTOBER 2017

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					

NOTES

NOTES

MONTH-AT-A-GLANCE

OCTOBER 2017

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1	2	3	4
8	9 Columbus Day	10	11
15 Last Day to Enroll Customers in PCP for Winter Look Book	16	17	18
22	23	24	25
29	30	31 Halloween	

THURSDAY	FRIDAY	SATURDAY
5	6	7
12	13	14
19	20	21
26	27	28

NOVEMBER 2017

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		

NOTES

NOVEMBER 2017

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
			1
5 Daylight Savings	6	7 ELECTION DAY	8
12	13	14	15 Winter Product Launch
19	20	21	22
26	27	28	29

THURSDAY	FRIDAY	SATURDAY
1	3	4
9	10 Early Ordering Starts	11 Veteran's Day
16	17	18
23 Thanksgiving	24	25
30		

DECEMBER 2017

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						

NOTES

DECEMBER 2017

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
3	4	5	6
10	11	12	13
17	18	19	20
24 31	25 Christmas	26	27

THURSDAY	FRIDAY	SATURDAY
	1	2
7	8	9
14 2nd Quarter Ends	15 3rd Quarter Begins	16
21	22	23
28	29	30

JANUARY 2018

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			

NOTES

JANUARY 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
	1 New Years Day	2	3
7	8	9	10
14	15 Martin Luther King Day	16	17
21	22	23	24
28	29	30	31

THURSDAY	FRIDAY	SATURDAY
4	5	6
11	12	13
18	19	20
25	26	27

FEBRUARY 2018

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			

NOTES

FEBRUARY 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
4 Super Bowl	5	6	7
11	12	13	14 Valentine's Day & Ash Wednesday
18	19 President's Day	20	21
25	26	27	28

THURSDAY	FRIDAY	SATURDAY
1	2 Groundhog Day	3
8	9 Early Spring Product Launch for PCP & Stars	10
15 Spring Product Launch	16	17
22	23	24

MARCH 2018

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

NOTES

MARCH 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
4	5	6	7 International Women's Day
11 Daylight Savings	12	13	14
18	19	20	21
25 Palm Sunday	26	27	28

THURSDAY	FRIDAY	SATURDAY
1	2	3
8	9	10
15 3rd Quarter Ends	16 4th Quarter Begins	17 St. Patrick's Day
22	23	24
29	30 Good Friday National Doctor Day	31

APRIL 2018

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					

NOTES

APRIL 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1 EASTER	2	3	4
8	9	10	11
15	16	17 TAX DAY (Taxes Due)	18
22 Earth Day	23	24	25 Admin. Prof. Day
29	30		

THURSDAY	FRIDAY	SATURDAY
5	6	7
12	13	14
19	20	21
26	27	28

MAY 2018

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		

NOTES

MAY 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
		1	2
6	7	8 National Teacher's Day	9
13 Mother's Day	14	15	16 Summer Product Launch
20	21	22	23
27	28 Memorial Day	29	30

THURSDAY	FRIDAY	SATURDAY
3	4	5
10 Early Summer Product Launch for PCP & Stars	11	12
17	18	19 Armed Forces Day
24	25	26
31		

JUNE 2018

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

NOTES

JUNE 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
3	4	5	6
10	11	12	13
17 Father's Day	18	19	20
24	25	26	27

THURSDAY	FRIDAY	SATURDAY
	1	2
7	8	9
14 Flag Day	15 4th Quarter Ends	16 1st Quarter Begins
21	22	23
28	29	30 Last Day of the Seminar Year!

JULY 2018

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				

NOTES

THIS WEEK

THIS DIVIDER WITH TAB WILL MOVE EACH WEEK

SUNDAY BRAIN DUMP for the week of JULY 2 - JULY 8

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

Weekly Plan Sheet from **JULY 2**

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

Thursday, July 6	Friday, July 7	Saturday July 8
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
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7	**7**	**7**
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:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!

Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

Exercise, Hair, Nails, Coffee with Friends, etc….

INCOME PRODUCING ACTIVITY

Booking Appointments
Coaching Calls
Unit Phone Calls
Facials/ Parties
Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

Amount Needed to Finish Star:

_____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members___

Unit Sharing Appts: _____

New Unit Members: _____

LEADERS IN RED

Reds To Date: _____

Date: Sunday, 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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Monday, 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

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TODAY'S SCHEDULE

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1	5
2	6
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4	8

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

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

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FOLLOW-UP & CUSTOMER SERVICE CALLS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Tuesday, 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
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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:

TODAY'S SCHEDULE

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
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4	8

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

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

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FOLLOW-UP & CUSTOMER SERVICE CALLS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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1	3
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UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Wednesday, 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
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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:

TODAY'S SCHEDULE

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
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4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Thursday, 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
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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:

TODAY'S SCHEDULE

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
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4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Friday, 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
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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:

TODAY'S SCHEDULE

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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1	5
2	6
3	7
4	8

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

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

1	4
2	5
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FOLLOW-UP & CUSTOMER SERVICE CALLS

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1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Saturday, July 8

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1
2
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4
5
6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS 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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TODAY'S SCHEDULE

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2	6
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4	8

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

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

1	4
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FOLLOW-UP & CUSTOMER SERVICE CALLS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

NEXT WEEK

THIS DIVIDER WITH TAB WILL MOVE EACH WEEK

SUNDAY BRAIN DUMP for the week of JULY 9 - JULY 15

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

Weekly Plan Sheet from **JULY 9**

Sunday, July 9	Monday, July 10	Tuesday, July 11	Wednesday, July 12
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
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7	7	7	7
:15	:15	:15	:15
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12	12	12	12
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Thursday, July 13	Friday, July 14	Saturday July 15
6	**6**	**6**
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9	**9**	**9**
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12	**12**	**12**
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1	**1**	**1**
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:45	:45	:45

PLAN YOUR WEEK IN COLOR!

Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

Exercise, Hair, Nails, Coffee with Friends, etc….

INCOME PRODUCING ACTIVITY

Booking Appointments
Coaching Calls
Unit Phone Calls
Facials/ Parties
Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

Amount Needed to Finish Star:

_____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members___

Unit Sharing Appts: _____

New Unit Members: _____

LEADERS IN RED

Reds To Date: _____

Date: Sunday, July 9

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

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1
2
3
4
5
6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Monday, 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
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5
6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

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2PM

3PM

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5PM

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7PM

8PM

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10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Tuesday, 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
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5
6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

TODAY'S SCHEDULE

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Wednesday, 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
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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:

TODAY'S SCHEDULE

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10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Thursday, 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:

TODAY'S SCHEDULE

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12PM

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2PM

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4PM

5PM

6PM

7PM

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Friday, July 14th

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

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1
2
3
4
5
6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS 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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10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Saturday, July 15th

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

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1
2
3
4
5
6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS 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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10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

SUNDAY BRAIN DUMP for the week of JULY 16 - JULY 22

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

Weekly Plan Sheet from **JULY 16**

Sunday, July 16	Monday, July 17	Tuesday, July 18	Wednesday, July 19
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Thursday, July 20	Friday, July 21	Saturday July 22
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

Exercise, Hair, Nails, Coffee with Friends, etc….

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Unit Phone Calls
Facials/ Parties
Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

Amount Needed to Finish Star:

_____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members___

Unit Sharing Appts: _____

New Unit Members: _____

LEADERS IN RED

Reds To Date: _____

Date: Sunday, 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
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5
6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Monday, 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

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1	5
2	6
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4	8

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

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1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Tuesday, 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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

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7PM

8PM

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10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Wednesday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

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8AM

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12PM

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Thursday, 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
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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Friday, 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
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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Saturday, 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
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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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

SUNDAY BRAIN DUMP for the week of JULY 23 - JULY 29

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

Weekly Plan Sheet from **JULY 23**

Sunday, July 23	Monday, July 24	Tuesday, July 25	Wednesday, July 26
6	**6**	**6**	**6**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	**7**	**7**	**7**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	**8**	**8**	**8**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	**9**	**9**	**9**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	**10**	**10**	**10**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	**11**	**11**	**11**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	**12**	**12**	**12**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	**1**	**1**	**1**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	**2**	**2**	**2**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	**3**	**3**	**3**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	**4**	**4**	**4**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	**5**	**5**	**5**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	**6**	**6**	**6**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	**7**	**7**	**7**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	**8**	**8**	**8**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	**9**	**9**	**9**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Thursday, July 27	Friday, July 28	Saturday July 29
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!

Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

Exercise, Hair, Nails, Coffee with Friends, etc….

INCOME PRODUCING ACTIVITY

Booking Appointments
Coaching Calls
Unit Phone Calls
Facials/ Parties
Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

Amount Needed to Finish Star:

_____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members___

Unit Sharing Appts: _____

New Unit Members: _____

LEADERS IN RED

Reds To Date: _____

Date: Sunday, 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
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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Monday, 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
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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
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5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Tuesday, 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
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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Wednesday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Thursday, 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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Friday, 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

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

1	5
2	6
3	7
4	8

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

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

1	4
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FOLLOW-UP & CUSTOMER SERVICE CALLS

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1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

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UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Saturday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

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4

5

6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

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

1	5
2	6
3	7
4	8

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

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

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FOLLOW-UP & CUSTOMER SERVICE CALLS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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UNIT & NEW CONSULTANT PHONE CALLS

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3	6

NOTES/ THOUGHTS

SUNDAY BRAIN DUMP for the week of JULY 30 - AUGUST 5

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

Weekly Plan Sheet from **JULY 30**

Sunday, July 30	Monday, July 31	Tuesday, August 1	Wednesday, August 2
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Thursday, August 3	Friday, August 4	Saturday August 5
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

Exercise, Hair, Nails, Coffee with Friends, etc….

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Unit Phone Calls
Facials/ Parties
Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

Amount Needed to Finish Star:

_____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members___

Unit Sharing Appts: _____

New Unit Members: _____

LEADERS IN RED

Reds To Date: _____

Date: Sunday, 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:

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Monday, 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
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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
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5
6

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NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

1	5
2	6
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4	8

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

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1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Tuesday, 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
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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
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3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
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4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Wednesday, 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
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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
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3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS 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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COACHING CALLS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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2	4

UNIT & NEW CONSULTANT PHONE CALLS

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1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Thursday, August 3

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Friday, August 4

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
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4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS 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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1	5
2	6
3	7
4	8

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

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1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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2	5
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Saturday, 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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

SUNDAY BRAIN DUMP for the week of AUGUST 6 - AUGUST 12

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

Weekly Plan Sheet from **AUGUST 6**

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

Thursday, August 10	Friday, August 11	Saturday August 12
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

Exercise, Hair, Nails, Coffee with Friends, etc….

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Unit Phone Calls
Facials/ Parties
Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

Amount Needed to Finish Star:

_____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members___

Unit Sharing Appts: _____

New Unit Members: _____

LEADERS IN RED

Reds To Date: _____

Date: Sunday, 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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

8AM

9AM

10AM

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12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Monday, 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:

TODAY'S SCHEDULE

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Tuesday, 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:

TODAY'S SCHEDULE

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11AM

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2PM

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10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Wednesday, 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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

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11AM

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1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Thursday, 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:

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
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FOLLOW-UP & CUSTOMER SERVICE CALLS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Friday, 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
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4
5
6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

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

1	5
2	6
3	7
4	8

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

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1	4
2	5
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FOLLOW-UP & CUSTOMER SERVICE CALLS

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1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Saturday, 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:

TODAY'S SCHEDULE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

SUNDAY BRAIN DUMP for the week of AUGUST 13 - AUGUST 19

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

Weekly Plan Sheet from **AUGUST 13**

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

Thursday, August 17	Friday, August 18	Saturday August 19
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

Exercise, Hair, Nails, Coffee with Friends, etc….

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Unit Phone Calls
Facials/ Parties
Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

Amount Needed to Finish Star:

_____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members___

Unit Sharing Appts: _____

New Unit Members: _____

LEADERS IN RED

Reds To Date: _____

Date: Sunday, 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

MILEAGE TO RECORD:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Monday, 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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

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5PM

6PM

7PM

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Tuesday, 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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

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9AM

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12PM

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Wednesday, 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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Thursday, 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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

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10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Friday, 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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Saturday, 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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

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9AM

10AM

11AM

12PM

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2PM

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5PM

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8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

SUNDAY BRAIN DUMP for the week of AUGUST 20 - AUGUST 26

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

Weekly Plan Sheet from **AUGUST 20**

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

Thursday, August 24	Friday, August 25	Saturday August 26
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
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8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
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10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
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3	**3**	**3**
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4	**4**	**4**
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6	**6**	**6**
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8	**8**	**8**
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:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

Exercise, Hair, Nails, Coffee with Friends, etc….

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Unit Phone Calls
Facials/ Parties
Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

Amount Needed to Finish Star:

_____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members___

Unit Sharing Appts: _____

New Unit Members: _____

LEADERS IN RED

Reds To Date: _____

Date: Sunday, 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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Monday, 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:

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Tuesday, 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
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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
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5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Wednesday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
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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

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Thursday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
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4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

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TODAY'S SCHEDULE

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Friday, 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
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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

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Saturday, 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

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

SUNDAY BRAIN DUMP for the week of AUGUST 27 - SEPTEMBER 2

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

Weekly Plan Sheet from **AUGUST 27**

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

Thursday, August 31	Friday, September 1	Saturday September 2
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
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:45	:45	:45
9	9	9
:15	:15	:15
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:45	:45	:45
10	10	10
:15	:15	:15
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:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
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:45	:45	:45
6	6	6
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:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

Exercise, Hair, Nails, Coffee with Friends, etc….

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Unit Phone Calls
Facials/ Parties
Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

Amount Needed to Finish Star:

_____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members___

Unit Sharing Appts: _____

New Unit Members: _____

LEADERS IN RED

Reds To Date: _____

Date: Sunday, 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
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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

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Monday, 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
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6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
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4
5
6

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1	5
2	6
3	7
4	8

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

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

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2	5
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FOLLOW-UP & CUSTOMER SERVICE CALLS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Tuesday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Wednesday, 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: Details in Sharing Section

MILEAGE TO RECORD:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Thursday, 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
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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Friday, 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
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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Saturday, 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
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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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

SUNDAY BRAIN DUMP for the week of SEPTEMBER 3 - SEPTEMBER 9

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

Weekly Plan Sheet from **SEPTEMBER 3**

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

Thursday, September 7	Friday, September 8	Saturday September 9
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

Exercise, Hair, Nails, Coffee with Friends, etc….

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Unit Phone Calls
Facials/ Parties
Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

Amount Needed to Finish Star:

_____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members___

Unit Sharing Appts: _____

New Unit Members: _____

LEADERS IN RED

Reds To Date: _____

Date: Sunday, 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

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4

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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1PM

2PM

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4PM

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10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Monday, 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
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4
5
6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

TODAY'S SCHEDULE

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Tuesday, September 5

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

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1
2
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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

TODAY'S SCHEDULE

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Wednesday, September 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

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6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

TODAY'S SCHEDULE

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10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Thursday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

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10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Friday, 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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Saturday, September 9

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

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1
2
3
4
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6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

TODAY'S SCHEDULE

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

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

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

1	4
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3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

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3	6

NOTES/ THOUGHTS

SUNDAY BRAIN DUMP for the week of SEPTEMBER 10 - SEPTEMBER 16

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

Weekly Plan Sheet from **SEPTEMBER 10**

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

Thursday, September 14	Friday, September 15	Saturday September 16
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

Exercise, Hair, Nails, Coffee with Friends, etc….

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Unit Phone Calls
Facials/ Parties
Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

Amount Needed to Finish Star:

_____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members___

Unit Sharing Appts: _____

New Unit Members: _____

LEADERS IN RED

Reds To Date: _____

Date: Sunday, 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:

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

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

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

1	4
2	5
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FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Monday, 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

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1	5
2	6
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4	8

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

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FOLLOW-UP & CUSTOMER SERVICE CALLS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Tuesday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

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TODAY'S SCHEDULE

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
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FOLLOW-UP & CUSTOMER SERVICE CALLS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Wednesday, 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
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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
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3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

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FOLLOW-UP & CUSTOMER SERVICE CALLS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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UNIT & NEW CONSULTANT PHONE CALLS

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1	4
2	5
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NOTES/ THOUGHTS

Date: Thursday, September 14

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Friday, September 15

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Saturday, September 16

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

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4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

SUNDAY BRAIN DUMP for the week of SEPTEMBER 17 - SEPTEMBER 23

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

Weekly Plan Sheet from **SEPTEMBER 17**

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

Thursday, September 21	Friday, September 22	Saturday September 23
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

Exercise, Hair, Nails, Coffee with Friends, etc….

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Unit Phone Calls
Facials/ Parties
Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

Amount Needed to Finish Star:

_____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members___

Unit Sharing Appts: _____

New Unit Members: _____

LEADERS IN RED

Reds To Date: _____

Date: Sunday, 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

MILEAGE TO RECORD:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Monday, 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

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1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Tuesday, 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:

TODAY'S SCHEDULE

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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1	4
2	5
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FOLLOW-UP & CUSTOMER SERVICE CALLS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Wednesday, 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:

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2	4

UNIT & NEW CONSULTANT PHONE CALLS

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1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Thursday, 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

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

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FOLLOW-UP & CUSTOMER SERVICE CALLS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Friday, 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:

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1	5
2	6
3	7
4	8

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3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Saturday, 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

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1	5
2	6
3	7
4	8

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3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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1	4
2	5
3	6

NOTES/ THOUGHTS

SUNDAY BRAIN DUMP for the week of SEPTEMBER 24 - SEPTEMBER 30

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

Weekly Plan Sheet from **SEPTEMBER 24**

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

Thursday, September 28	Friday, September 29	Saturday September 30
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

Exercise, Hair, Nails, Coffee with Friends, etc….

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Unit Phone Calls
Facials/ Parties
Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

Amount Needed to Finish Star:

_____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members___

Unit Sharing Appts: _____

New Unit Members: _____

LEADERS IN RED

Reds To Date: _____

Date: Sunday, 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:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Monday, 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

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Tuesday, September 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:

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Wednesday, September 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

TODAY'S SCHEDULE

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Thursday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
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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

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
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3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Friday, September 29

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

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

Date: Saturday, September 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1
2
3
4
5
6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:

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

MILEAGE TO RECORD:

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

Million $ Call: 641.715.3900 44336# & 26717#

6AM

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12PM

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9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

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

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS

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

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2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS

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

1	4
2	5
3	6

NOTES/ THOUGHTS

YEAR AT-A-GLANCE

July - September 2017 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					

NOTES:

July 1: HAPPY MK NEW YEAR!

July 4: Independence Day

July 15: PCP Deadline to Enroll Customers for Fall/Holiday Look

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		

NOTES:

August 10: Fall/ Holiday Early Product Launch

August 15: Fall/ Holiday Product Launch

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

NOTES:

September 4: Labor Day

September 15: 1st Quarter Ends

September 16: 2nd Quarter Begins

October - December 2017 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				

NOTES:

October 9: Columbus Day

October 15: Last Day to Enroll Customers for Winter Look Book

October 16: Bosses Day

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		

NOTES:

November 5: Daylight Savings

November 10: Winter Products Early Ordering

November 11: Veteran's Day

November 16th: Winter Product Launch

November 23: Thanksgiving

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						

NOTES:

December 15: 2nd Quarter Ends

December 16th: 3rd Quarter Begins

December 25: Christmas

January - March 2018 At-A-Glance

JANUARY

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			

NOTES:

Leadership:

January 15: Last Day to Enroll Customers for Spring Look Book

January 15: Martin Luther King Day!

FEBRUARY

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			

NOTES:

February 14: Valentines Day

February 10: Spring Products Early Ordering

February 16: Spring Product Launch

February 19: President's Day

MARCH

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

NOTES:

March 11: Daylight Savings

March 15: 3rd Quarter Ends

March 16: 4th Quarter Begins

March 17: St. Patrick's Day

April - June 2018 At-A-Glance

APRIL

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					

NOTES:

April 1: Easter Sunday

April 17: Taxes Due

April 22: Earth Day

April 25: Admin. Prof. Day

MAY

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		

NOTES:

May 8: National Teacher Day

May 10: Summer Products Early Release

May 13: Mother's Day

May 16: Summer Product Launch

May 28: Memorial Day

JUNE

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

NOTES:

June 15: 4th Quarter Ends

June 16:1st Quarter Begins

June 17: Father's Day

June 30: Last Day of the Seminar Year

NOTES

INSPIRATION