

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

MY SUCCESS PLAN

JULY - DECEMBER
2024



2024 Year at a Glance



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

FEBRUARY						
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MARCH						
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24	25	26	27	28	29	30
31						

APRIL						
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MAY						
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JUNE						
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JULY						
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AUGUST						
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SEPTEMBER						
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29	30					

OCTOBER						
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NOVEMBER						
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DECEMBER						
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14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

THIS BOOK BELONGS TO: _____

2025 Year at a Glance



JANUARY

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FEBRUARY

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MARCH

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23	24	25	26	27	28	29
30	31					

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27	28	29	30			

MAY

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JUNE

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22	23	24	25	26	27	28
29	30					

JULY

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6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

AUGUST

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10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

SEPTEMBER

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

OCTOBER

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

NOVEMBER

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

DECEMBER

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

dream
BIG



QUARTER

AT A

GLANCE



July - September 2024 At-A-Glance

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

DATES:

July 1: Happy New Seminar Year!

July 1: Canada Day (All Corp Offices Closed)

July 1: 1st Qtr Star Begins

July 15: FALL/HOLIDAY PCP Enrollment begins

July 31 - Aug 2: Elevate Seminar 2024

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

DATES:

August 5: Civic Holiday (All Corp Offices Closed)

August 8: FALL/HOLIDAY PCP Enrollment Deadline

August 26: FALL/HOLIDAY Director Early Order

August 29: FALL/HOLIDAY Look Book Begins Mailing

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

DATES:

Sept 2: Labour Day

Sept 5-11: Top Director Trip Maui, Hawaii

Sept 11-14: Prestige Trip Kona, Hawaii

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

Sept 13: Mary Kay 61st Anniversary

Sept 15: WINTER PCP Enrollment begins

Sept 16: FALL/HOLIDAY Product Launch

Sept 22: First Day of Fall

Sept 30: 1st Qtr Star Ends



October - December 2024 At-A-Glance

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

DATES:

October 1: 2nd Qtr Star Begins

October 8: WINTER PCP Enrollment Deadline

October 14: Thanksgiving Day

October 16: Bosses Day

October 26: WINTER Director Early Order Begins

October 29: WINTER Look Book Begins Mailing

October 31: Halloween

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

DATES:

November 3: Daylight Savings Time Ends

November 9: WINTER Early Order Begins for PCP/Stars

November 11: Remembrance Day

November 16: WINTER Official Product Launch

November 29-December 2: PINK Weekend

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

DATES:

December 2: Cyber Monday

December 15: SPRING PCP Enrollment Begins

December 21: 1st Day of Winter

December 24: Christmas Eve

December 25: Christmas Day

December 25-Jan 2 - Hanukkah

December 26: Boxing Day

December 31: 2nd Qtr Star Ends

December 31: New Year's Eve

My Dream Board



YEAR LONG
PERSONAL
GOALS

Seminar 2024-2025 Personal National Court of Sales Detailed Tracking



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

With every month, fill in the blanks using the example below!

If you want to track by coloring in with each order as a visual, use the other side of this sheet

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

TRACKING MY
CAREER CAR
CASH COMPENSATION

Grand Achiever Program



You have the option to earn cash compensation of up to \$500/month!

CROSS OUT EACH BOX AS YOU REACH THAT LEVEL OF PRODUCTION	\$500	\$1,000
\$1,500	\$2,000	\$2,500
\$3,000	\$3,500	\$4,000
\$4,500	\$5,000 You're ON TARGET! Keep Going!!	\$5,500
\$6,000	YOU CAN FINISH THIS IN 1,2,3 OR 4 MONTHS! MOVE OVER TO THE NEXT PAGE TO CONTINUE TRACKING!	

TO BE ON TARGET:

1. Must be active in A1, A2 or A3 status
2. Have 5 or more Personal Active Team Members
3. You & those 5 do a combined wholesale production of \$5,000 in a calendar month.
4. The above must be met EACH month to remain ON-TARGET!

NOTE: The avg. production to complete the required \$22,000. In 1-4 months is an avg. of \$5,500/month after qualifying.

You & Your First 5 to Go On-Target	1st ORDER	2nd ORDER	3rd ORDER
Your Personal Orders:			
1			
2			
3			
4			
5			
TOTALS = COMBINED \$5,000 OR MORE!			
DON'T STOP!! KEEP GOING!! You can complete the \$22,000 in ONE to FOUR Months! YOU DECIDE!!			

You have 1 - 4 months to accomplish the following qualifications:

1. \$22,000 combined Personal & Team Sect. 1 Wholesale Production. You may contribute up to \$5,000 personal wholesale. Cross out each box below as you achieve each level of production!
2. Build your team to 14 or more Personal Active Team Members. Track your team members and their order totals below!!

Month 2 or Cont... from Month 1 (Must be a minimum of \$5,000)		Month 3 or Cont...from Month 1 & 2 (Must be a minimum of \$5,000)		Month 4 or Cont...from Month 1,2 & 3 (Must be a minimum of \$5,000)	
\$5,500	\$6,000	\$10,500	\$11,000	\$16,000	\$16,500
\$6,500	\$7,000	\$11,500	\$12,000	\$17,000	\$17,500
\$7,500	\$8,000	\$12,500	\$13,000	\$18,000	\$18,500
\$8,500	\$9,000	\$13,500	\$14,000	\$19,000	\$20,000
\$9,500	\$10,000	\$14,500	\$15,000	\$21,000	\$22,000
End of Month 2 Total:		End of Month 3 Total:			

YOU DID IT!!!!

#	Team Members All of them must be ACTIVE (the month their \$225+ Sect. 1 order is rcvd. & the following 2 calendar months).	1st Month Order Totals	2nd Month Order Totals	3rd Month Order Totals	4th Month Order Totals
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
Team Production:					
Your Personal Production Each Month:					
Total for the MONTH:					



TRACKING MY
PROMOTION
TO DIRECTOR!

TIPS as You're Passing on the Dream & Growing Your Team

As a New Beauty Consultant:

- * Boost Your Business with a Perfect or Power Start & Build your MK Store as a Great Start Achiever!
- * Earn Your Pearls of Sharing by doing your practice Sharing Appointments with your Director.
- * Download the Great Start App & other fabulous MK Apps. Available to you in your App Store.
- * Perfect your I-Story! (Check for tips under Consultant Education on InTouch.)

As a Star Team Builder (with 3-4 Active Team Members)

- * Continue with the tips mentioned above for Senior Beauty Consultants
- * Master your skin class and invite your team members to learn as you earn!
- * Celebrate your team members accomplishments via social media in your unit's group.
- * Now is a great time to explore your Team & Reports under Business Tools/MyBusiness on Intouch.ca
- * Share your personal activity & results on your unit's Facebook page! You are inspiring!
- * Study the Advance Brochure under Resources to get familiar with Car Cash Compensation qualifications.
- * Take advantage of all company promotions every month!
- * Be a Star every quarter! Your team will follow your lead!
- * As you're growing your personal team, be sure to build a relationship with your personal team members because they will be a part of your future unit when you decide to promote yourself to DIQ and into the position of

Independent Sales Director!

As a Senior Beauty Consultant with 1-2 Active Team Members:

- * Contact your director to share that you have a new team member! You may want to share things like: - Does she want to work her new business to get products at a discount, work as a part-time job, or pursue leadership?
- * 3 key things to know about your new team member (i.e. Married, Single, children, working..)
- * How did you meet her?
- * Announce your new team member and a pic in your Unit's Facebook group! You may want to also share on your personal Facebook page and tag her too with her permission.
- * Follow the "Team Building Education" on InTouch.ca >Education/TeamBuilding, then Team Building Playbook at the bottom of the page. If you need help from your Director, just ask!
- * Be sure to plug your team members into all social media including Voxer, etc.
- * Encourage her to attend your first meeting to be pinned!
- * Be Sure to visit all of the fabulous education Tools to help you get into RED on MK InTouch.ca under Education!



TIPS as You're Passing on the Dream & Growing Your Team (cont...)

AS A TEAM LEADER WITH 5-7 ACTIVE TEAM MEMBERS:

- * Keep doing all of the tips mentioned on previous page.
- * Now might be a great time to create a Facebook Group & Name for your PERSONAL TEAM!
- * Master your skill to share the Mary Kay Opportunity!



FUTURE SALES DIRECTOR OR DIQ WITH 8+ ACTIVE PERSONAL TEAM MEMBERS

- * Keep doing all of the previously mentioned. . .
- * Now is the time to plan a potluck with your team to share your VISION!
- * Study the Advance Brochure under Resources/Publications to familiarize yourself with DIQ eligibility steps.
- * You'll want to be in communication with your Sales Director! Text or call her!! She is a wealth of information and has been where you are!
- * Be careful who you take advice from!
- * Take some time to really study your Team Reports (Business Tools/My Business) in Depth!
- * Keep it SIMPLE! Don't overthink! Imperfect action is better than perfect procrastination!
- * Get EXCITED!! You're going to be an **INDEPENDENT SALES DIRECTOR!!!!**



Radiate in Red

Red Jacket Career Path



STAR TEAM BUILDER

3-4 Active Personal Team Members



TEAM LEADER

5-7 Active Personal Team Members



FUTURE SALES DIRECTOR

8+ Active Personal Team Members

Which Red Jacket will you choose?



NEW CONSULTANT

ACTIVE

GREAT START

1

2

3

4

5

6

7

8

9



All In With 8!



DIQ REQUIREMENTS:

- Future Sales Director must be active*.
- Future Sales Director must have 8 or more active* personal team members.
- Qualifying unit is comprised of the DIQ, her personal team members and 2nd line team members (personal team members of personal team members)
- DIQ's may qualify in 1, 2 or 3 months.
- \$13,500 Cumulative DIQ Unit Wholesale Production.
- \$4,000 minimum DIQ Unit Wholesale Production each month.
- Must finish with 24 active* DIQ Unit Members.
- DIQ's may contribute up to \$4,000 personal wholesale Sec. 1 Orders.

*In the month of a \$450 retail order and the following 2 months.

#	DIQ Unit Members All must be active when you complete DIQ! (The month her \$450+Retail Section 1 order is received & the following 2 calendar months)	1st Month Order Totals	2nd Month Order Totals	3rd Month Order Totals
1	Senior Beauty Consultant (4% Love Check)			
2				
3	Star Team Builder (4% Love Check)			
4	Start Earning \$50 Team Building Bonus with each New Qualified** **Initial first order of \$600+ in the same or following calendar month of their agreement.			
5	Team Leader (4%, 9%, or 13% Love Check & go On-Target for Car Cash Compensation.)			
6				
7				
8	Future Sales Director (4%, 9%, or 13% Love Check & Submit for DIQ!)			
9				
10				
11				
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20				
21				
22				
23				
24				
	TEAM PRODUCTION:			
	YOUR PERSONAL PRODUCTION EACH MONTH:			
	TOTAL FOR THE MONTH:			

QUARTERLY

STAR

GOAL



*Make
it
happen*

PLACE THE
THE
1ST QTR
STAR
POSTER
HERE

MY 1ST QTR STAR GOAL TRACKING!

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

TOTAL STAR GOAL: _____

Let's calculate what your personal star & total new qualified team members would look like in order to reach your total goal? This is where you'll map a plan.

Determine Your Personal Star Goal:
\$ _____ (wholesale)

Divide the above amount by 3:
\$ _____ 3 = \$ _____/mo.

Take that total amount for each month & multiply it by 2 to find out what your total retail sales goal needs to be:

\$ _____ x 2 = \$ _____

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

\$ _____ x .40 = \$ _____

Refer to your monthly goal sheet to make a plan and track it!

NEW TEAM MEMBERS:

To determine how many new qualified team members you'll need, deduct your Personal Star Wholesale Goal from your TOTAL Star Goal:

Total Star Goal: \$ _____
minus Your Star Goal: \$ _____
= _____

Take that difference and divide it by \$600 to calculate how many new qualified team members you'll want to bless this quarter!

\$ _____ \$600 = _____ NQTM
(New Qualified Team Members)

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

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

BE A 1ST QTR STAR!!!

JULY 1 - SEPTEMBER 30, 2024

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

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

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

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

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

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

Track Your Way to Star!

Q1!

July 1st - September 30th

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

What is Your Goal This Quarter?

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

A decorative background consisting of several horizontal, overlapping brushstrokes in a reddish-pink hue, creating a textured, painterly effect. The strokes are centered on a white background and extend across most of the width of the image.

Make your
dreams
happen

PLACE THE THE 2ND QTR STAR POSTER HERE

MY 2ND QTR STAR GOAL TRACKING!

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

TOTAL STAR GOAL: _____

Let's calculate what your personal star & total new qualified team members would look like in order to reach your total goal? This is where you'll map a plan.

Determine Your Personal Star Goal:
\$ _____ (wholesale)

Divide the above amount by 3:
\$ _____ 3 = \$ _____/mo.

Take that total amount for each month & multiply it by 2 to find out what your total retail sales goal needs to be:

\$ _____ x 2 = \$ _____

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

\$ _____ x .40 = \$ _____

Refer to your monthly goal sheet to make a plan and track it!

NEW TEAM MEMBERS:

To determine how many new qualified team members you'll need, deduct your Personal Star Wholesale Goal from your TOTAL Star Goal:

Total Star Goal: \$ _____
minus Your Star Goal: \$ _____
= _____

Take that difference and divide it by \$600 to calculate how many new qualified team members you'll want to bless this quarter!

\$ _____ \$600 = _____ NQTM
(New Qualified Team Members)

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

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

BE A 2ND QTR STAR!!!

OCTOBER 1 - DECEMBER 31, 2024

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

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

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

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

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

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

Track Your Way to Star!

Q2!

October 1st - December 30th

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

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

MY TEAM!

PRINT A COPY OF
YOUR CURRENT TEAM MEMBERS LIST
& INSERT IN THIS SECTION

FOUND ON MARY KAY INTOUCH UNDER BUSINESS TOOLS/ MY BUSINESS

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

MY SUCCESS PLAN

JULY 2024





JULY 2024

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

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



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

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$

÷ .40 =

\$

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

My Retail Sales Goal:

Ready. Set.
GOAL!

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: \$ _____

Retail Goal ÷ Average per Facial

= # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

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

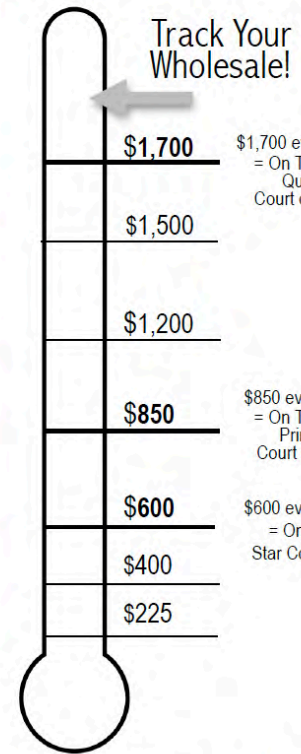
Halfway There!
I CAN DO IT!

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

Break your goal into bite size chunks!

Picture of Your Goal!

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



Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2

Total:

CONSULTANT

MONTHLY

Cheque Calculator

Use this to calculate your income for the month as a consultant. You have multiple streams of income you can receive. Your income will come in at varying times of the month so you do not have to rely on waiting for a paycheque. Don't hesitate to reach out to your Sales Director if you need help understanding any of the avenues of income. Your Director is there to guide you and will walk you through everything.

<p style="text-align: center;">Sales</p> <p>You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit on Section 1 Products.</p>	<p style="text-align: center;">Team Commissions & Bonuses</p> <p>The Company will directly deposit your Team Commissions from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.</p>
---	---

Personal Sales

\$ _____

Section 1 @ 50%

=

Personal Team Commission

All active Senior Beauty Consultants and above are eligible to earn a 4%, 6%, 8%, 9% or 13% personal team commission on the wholesale orders placed by their personal team members.

- 1-4 Active, earn a 4% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- 3-4 Active, earn 4%, 6% or 8% commission on team members' combined wholesale Section 1/Section 5 orders in any Calendar Month.

Monthly Personal and personal team production	Comm.
Less than \$1,000	4%
\$1,000 to \$1,799	6%
\$1,800 and above	8%

- 5+ Active Personal Team Members, earn a 9% commission on team members' combined wholesale Section 1 orders in any calendar month.
- Increase your commission to 13% when you place a personal minimum \$1,200 Retail Section 1/Section 5 order in the same month that at least 5 personal team members each place minimum \$450 retail orders.

Personal Team Commission cont...

***NOTE: Personal and personal team production is used to determine the percentage of commission, but commission is only paid on personal team production.*

_____ % Earned X Team Production (Not Including your Personal Production)

=

New Qualified Team Members Bonus

All active Beauty Consultants will earn a \$50 Team-Building bonus for each Great Start-qualified** new personal team member during their Great Start Promotion period. You will receive the bonus in the month the new personal team member's Great Start-qualifying** order is received. (You must be active to qualify)

** A Great Start-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

New Qualified Team Members = _____

X \$50

=

Car Cash Option

If you have earned the Grand Achiever Consultant Cash Compensation, you will receive up to an extra \$500 from the Company added to your Team Commission that is directly deposited into your account around the 15th of the month.

**NOTE: Refer to the Advance Brochure on intouch.ca for Full Details and Requirements.

MONTH:

TOTAL:

PERSONAL RETAIL SALES MONTHLY GOAL: \$ _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax.

Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

MONTH OF: _____

Transfer totals in the bottom row to other side

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

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

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							
TOTALS OF EACH COLUMN FOR THE MONTH:							

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

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
31							
32							
33							
34							
35							
36							
37							
38							
39							
40							
41							
42							
43							
44							
45							
46							
47							
48							
49							
50							
51							
52							
53							
54							
55							
56							
57							
58							
59							
60							
TOTALS OF EACH COLUMN FOR THE MONTH:							

SHARING THE MARY KAY OPPORTUNITY

MARY KAY THE 4 P's QUESTIONS

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

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

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

These questions help you to:

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

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

1. Busy People
 - They know how to prioritize.
 - Typically good time managers
 - Easy to train
 - Average consultant works a full time job, is married &/or has children.
2. More Month Than Money
 - Motivated to find a way to make more money
 - Goal oriented and ambitious
 - Women tend to be more creative with money
3. Not The Sales Type
 - Not pushy, but informative
 - Like people and want to build relationships instead of just "getting a sale".
 - Not aggressive.
 - Genuinely want to serve.
4. Don't Know A Lot of People
 - Friends and Family will not be best clients
 - Wonderful way to meet new people and circles of friends.
 - Developing clients is covered in training resources, tips and ideas from other consultants.
5. Family Oriented
 - Motivated by the needs of their family
 - Their family is their reason, not their excuse
 - Want more for their family.
 - Pass on good work ethic to children
 - Want a balanced life with priorities in order.
6. Decision Maker
 - Does not procrastinate
 - Takes one step at a time on their time-table.
 - Live by their dreams and not their circumstances.

6 Reasons People Choose a Mary Kay Business

1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.
2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
4. Cars (As a Director)
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$525, \$925 or \$1400 monthly.
5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

*Avg amounts are estimates. Your results may vary.

2024
JULY

Weekly Plan Sheet from **JUNE 30**

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

Weekly Plan Sheet from **JULY 7**

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

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

Weekly Plan Sheet from **JULY 14**

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

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

Weekly Plan Sheet from **JULY 21**

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

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

Weekly Plan Sheet from **JULY 28**

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

to **AUGUST 3**

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

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

MY SUCCESS PLAN

AUGUST 2024





AUGUST 2024

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

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$

÷ .40 =

\$

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

My Retail Sales Goal:

Ready. Set.
GOAL!



\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down:



My Average per Facial: \$ _____

Retail Goal ÷ Average per Facial

= # Faces To Pamper: _____

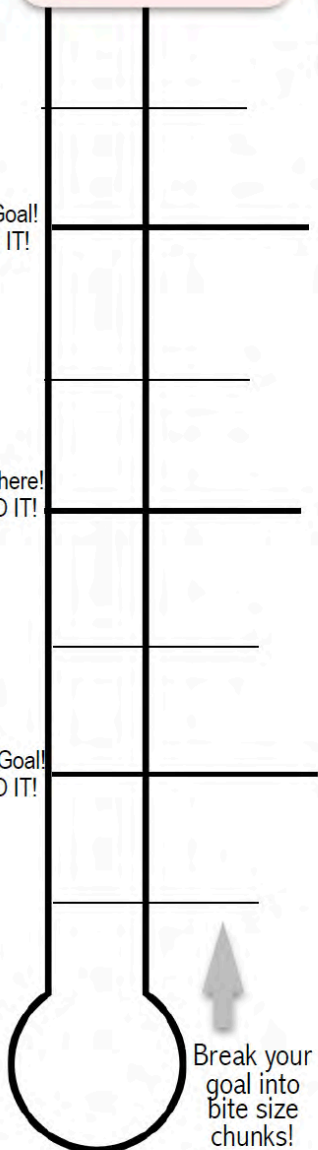
Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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



Break your goal into bite size chunks!

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:

Date:	Section 1	Section 2
Total:		

CONSULTANT

MONTHLY

Cheque Calculator

Use this to calculate your income for the month as a consultant. You have multiple streams of income you can receive. Your income will come in at varying times of the month so you do not have to rely on waiting for a paycheque. Don't hesitate to reach out to your Sales Director if you need help understanding any of the avenues of income. Your Director is there to guide you and will walk you through everything.

<p style="text-align: center;">Sales</p> <p>You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit on Section 1 Products.</p>	<p style="text-align: center;">Team Commissions & Bonuses</p> <p>The Company will directly deposit your Team Commissions from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.</p>
---	---

Personal Sales

\$ _____

Section 1 @ 50%

=

Personal Team Commission

All active Senior Beauty Consultants and above are eligible to earn a 4%, 6%, 8%, 9% or 13% personal team commission on the wholesale orders placed by their personal team members.

- 1-4 Active, earn a 4% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- 3-4 Active, earn 4%, 6% or 8% commission on team members' combined wholesale Section 1/Section 5 orders in any Calendar Month.

Monthly Personal and personal team production	Comm.
Less than \$1,000	4%
\$1,000 to \$1,799	6%
\$1,800 and above	8%

- 5+ Active Personal Team Members, earn a 9% commission on team members' combined wholesale Section 1 orders in any calendar month.
- Increase your commission to 13% when you place a personal minimum \$1,200 Retail Section 1/Section 5 order in the same month that at least 5 personal team members each place minimum \$450 retail orders.

Personal Team Commission cont...

***NOTE: Personal and personal team production is used to determine the percentage of commission, but commission is only paid on personal team production.*

_____ % Earned X Team Production (Not Including your Personal Production)

=

New Qualified Team Members Bonus

All active Beauty Consultants will earn a \$50 Team-Building bonus for each Great Start-qualified** new personal team member during their Great Start Promotion period. You will receive the bonus in the month the new personal team member's Great Start-qualifying** order is received. (You must be active to qualify)

** A Great Start-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

New Qualified Team Members = _____

X \$50

=

Car Cash Option

If you have earned the Grand Achiever Consultant Cash Compensation, you will receive up to an extra \$500 from the Company added to your Team Commission that is directly deposited into your account around the 15th of the month.

**NOTE: Refer to the Advance Brochure on intouch.ca for Full Details and Requirements.

MONTH:

TOTAL:

PERSONAL RETAIL SALES MONTHLY GOAL: \$ _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax.

Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

MONTH OF: _____

Transfer totals in the bottom row to other side

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

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

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							
TOTALS OF EACH COLUMN FOR THE MONTH:							

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

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
31							
32							
33							
34							
35							
36							
37							
38							
39							
40							
41							
42							
43							
44							
45							
46							
47							
48							
49							
50							
51							
52							
53							
54							
55							
56							
57							
58							
59							
60							
TOTALS OF EACH COLUMN FOR THE MONTH:							

SHARING THE MARY KAY OPPORTUNITY

MARY KAY THE 4 P's QUESTIONS

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

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

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

These questions help you to:

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

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

1. Busy People
 - They know how to prioritize.
 - Typically good time managers
 - Easy to train
 - Average consultant works a full time job, is married &/or has children.
2. More Month Than Money
 - Motivated to find a way to make more money
 - Goal oriented and ambitious
 - Women tend to be more creative with money
3. Not The Sales Type
 - Not pushy, but informative
 - Like people and want to build relationships instead of just "getting a sale".
 - Not aggressive.
 - Genuinely want to serve.
4. Don't Know A Lot of People
 - Friends and Family will not be best clients
 - Wonderful way to meet new people and circles of friends.
 - Developing clients is covered in training resources, tips and ideas from other consultants.
5. Family Oriented
 - Motivated by the needs of their family
 - Their family is their reason, not their excuse
 - Want more for their family.
 - Pass on good work ethic to children
 - Want a balanced life with priorities in order.
6. Decision Maker
 - Does not procrastinate
 - Takes one step at a time on their time-table.
 - Live by their dreams and not their circumstances.

6 Reasons People Choose a Mary Kay Business

1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.
2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
4. Cars (As a Director)
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$525, \$925 or \$1400 monthly.
5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

*Avg amounts are estimates. Your results may vary.

2024
AUGUST

Weekly Plan Sheet from **AUGUST 4**

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

to **AUGUST 10**

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

NOTES

Weekly Plan Sheet from **AUGUST 11**

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

to AUGUST 17

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

Weekly Plan Sheet from **AUGUST 18**

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

to AUGUST 24

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

Weekly Plan Sheet from **AUGUST 25**

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

to AUGUST 31

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

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

MY SUCCESS PLAN

SEPTEMBER 2024





SEPTEMBER 2024

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

*“Give yourself something to work toward constantly.”
~ Mary Kay Ash*



THURSDAY	FRIDAY	SATURDAY	OCTOBER						
5	6	7	S	M	T	W	T	F	S
					1	2	3	4	5
<i>Top Director Trip 2024, Maui, Hawaii</i>			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		
12	13 <i>Mary Kay 61st Anniversary</i>	14	Notes: <hr/> <hr/> <hr/>						
<i>Top Director Prestige Trip 2024, Kona, Hawaii</i>									
19	20	21							
26	27	28							

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$

÷ .40 =

\$

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

My Retail Sales Goal:

Ready. Set.
GOAL!



\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: \$ _____

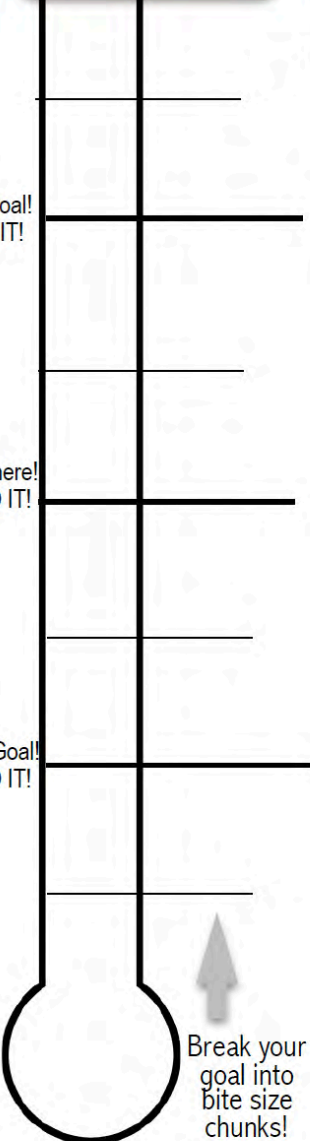
Retail Goal ÷ Average per Facial
= # Faces To Pamper: _____

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

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

Halfway There!
I CAN DO IT!

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



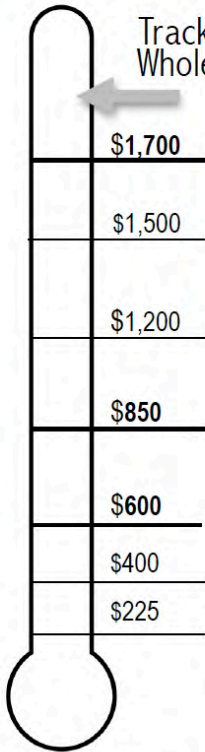
Break your goal into bite size chunks!



Picture of Your Goal!

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

Track Your Wholesale!



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

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

\$600 every month
= On Target
Star Consultant!

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2
Total:		

CONSULTANT

MONTHLY

Cheque Calculator

Use this to calculate your income for the month as a consultant. You have multiple streams of income you can receive. Your income will come in at varying times of the month so you do not have to rely on waiting for a paycheque. Don't hesitate to reach out to your Sales Director if you need help understanding any of the avenues of income. Your Director is there to guide you and will walk you through everything.

<p style="text-align: center;">Sales</p> <p>You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit on Section 1 Products.</p>	<p style="text-align: center;">Team Commissions & Bonuses</p> <p>The Company will directly deposit your Team Commissions from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.</p>
---	---

Personal Sales

\$ _____

Section 1 @ 50%

=

Personal Team Commission

All active Senior Beauty Consultants and above are eligible to earn a 4%, 6%, 8%, 9% or 13% personal team commission on the wholesale orders placed by their personal team members.

- 1-4 Active, earn a 4% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- 3-4 Active, earn 4%, 6% or 8% commission on team members' combined wholesale Section 1/Section 5 orders in any Calendar Month.

Monthly Personal and personal team production	Comm.
Less than \$1,000	4%
\$1,000 to \$1,799	6%
\$1,800 and above	8%

- 5+ Active Personal Team Members, earn a 9% commission on team members' combined wholesale Section 1 orders in any calendar month.
- Increase your commission to 13% when you place a personal minimum \$1,200 Retail Section 1/Section 5 order in the same month that at least 5 personal team members each place minimum \$450 retail orders.

Personal Team Commission cont...

***NOTE: Personal and personal team production is used to determine the percentage of commission, but commission is only paid on personal team production.*

_____ % Earned X Team Production (Not Including your Personal Production)

=

New Qualified Team Members Bonus

All active Beauty Consultants will earn a \$50 Team-Building bonus for each Great Start-qualified** new personal team member during their Great Start Promotion period. You will receive the bonus in the month the new personal team member's Great Start-qualifying** order is received. (You must be active to qualify)

** A Great Start-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

New Qualified Team Members = _____

X \$50

=

Car Cash Option

If you have earned the Grand Achiever Consultant Cash Compensation, you will receive up to an extra \$500 from the Company added to your Team Commission that is directly deposited into your account around the 15th of the month.

**NOTE: Refer to the Advance Brochure on intouch.ca for Full Details and Requirements.

MONTH:

TOTAL:

NOTES

PERSONAL RETAIL SALES MONTHLY GOAL: \$ _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax.

Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

MONTH OF: _____

Transfer totals in the bottom row to other side

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

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

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							
TOTALS OF EACH COLUMN FOR THE MONTH:							

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

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
31							
32							
33							
34							
35							
36							
37							
38							
39							
40							
41							
42							
43							
44							
45							
46							
47							
48							
49							
50							
51							
52							
53							
54							
55							
56							
57							
58							
59							
60							
TOTALS OF EACH COLUMN FOR THE MONTH:							

SHARING THE MARY KAY OPPORTUNITY

MARY KAY THE 4 P's QUESTIONS

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

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

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

These questions help you to:

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

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

1. Busy People
 - They know how to prioritize.
 - Typically good time managers
 - Easy to train
 - Average consultant works a full time job, is married &/or has children.
2. More Month Than Money
 - Motivated to find a way to make more money
 - Goal oriented and ambitious
 - Women tend to be more creative with money
3. Not The Sales Type
 - Not pushy, but informative
 - Like people and want to build relationships instead of just “getting a sale”.
 - Not aggressive.
 - Genuinely want to serve.
4. Don't Know A Lot of People
 - Friends and Family will not be best clients
 - Wonderful way to meet new people and circles of friends.
 - Developing clients is covered in training resources, tips and ideas from other consultants.
5. Family Oriented
 - Motivated by the needs of their family
 - Their family is their reason, not their excuse
 - Want more for their family.
 - Pass on good work ethic to children
 - Want a balanced life with priorities in order.
6. Decision Maker
 - Does not procrastinate
 - Takes one step at a time on their time-table.
 - Live by their dreams and not their circumstances.

6 Reasons People Choose a Mary Kay Business

1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.
2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
4. Cars (As a Director)
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$525, \$925 or \$1400 monthly.
5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

*Avg amounts are estimates. Your results may vary.

2024
SEPTEMBER

Weekly Plan Sheet from **SEPTEMBER 1**

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

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

Weekly Plan Sheet from **SEPTEMBER 8**

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

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

Weekly Plan Sheet from **SEPTEMBER 15**

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

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

Weekly Plan Sheet from **SEPTEMBER 22**

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

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

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

MY SUCCESS PLAN

OCTOBER 2024





OCTOBER 2024

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

October 2024 Goals



*“When you come to a roadblock, take a detour”
~ Mary Kay Ash*

DIQ
10 active Team Members

Future Sales Director
8-9 Team Members

TEAM LEADER
5-7 Active team Members

STAR TEAM BUILDER
3-4 Active Team Members

SENIOR BEAUTY
CONSULTANT
1-2 Active Team Members

BEAUTY CONSULTANT



PROFIT GOAL THIS MONTH

\$ _____
Profit Goal Divided by 0.40 = Retail Sales Goal.
Use the Sales Goal Tracking Sheet on page 3.

RETAIL SALES GOAL THIS MONTH:

\$ _____

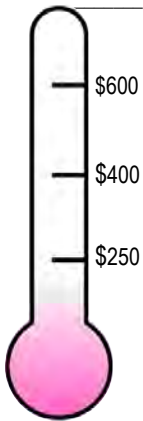
NEW TEAM MEMBERS:

ACTIVE /
QUALIFIED?

NEW TEAM MEMBERS:	ACTIVE / QUALIFIED?
3rd Team Member = Bronze Medal	
4th New Team Member = Silver Medal	
5th New Team Member = Gold Medal	

soar like never before

Your wholesale goal here!



CONSISTENCY IS KEY!

**JULY 2024
TO
JUNE 2025**

Track Your
Wholesale Orders!

Team Production
Goal: _____

DATE:	TEAM WHOLESALE PRODUCTION
5TH	
10TH	
15TH	
20TH	
25TH	
30TH	
FINISHED WITH:	

PERSONAL & SEMINAR GOALS

BEGINNING OF THE MONTH:

END OF THE MONTH:

Star Goal:

Total on the 1st:

Total:

Court of Personal Sales YTD:

YTD on the 1st:

YTD Total:

Court of Personal Sharing:

of Qualified on 1st:

Qualified Total:

Car Cash Compensation Production:

On the 1st:

On the Last Day:

Team Member Goal:

of Team Members on 1st:

of Team Members:

SALES FORCE SUPPORT CALL CENTER: 1-877-411-6279

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$

÷ .40 =

\$

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

My Retail Sales Goal:

Ready. Set.
GOAL!

➔

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: \$ _____

Retail Goal ÷ Average per Facial

= # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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

Picture of
Your Goal!

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

Track Your
Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

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

\$600

\$600 every month
= On Target
Star Consultant!

\$400

\$225

Break your
goal into
bite size
chunks!

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2

Total:

CONSULTANT

MONTHLY

Cheque Calculator

Use this to calculate your income for the month as a consultant. You have multiple streams of income you can receive. Your income will come in at varying times of the month so you do not have to rely on waiting for a paycheque. Don't hesitate to reach out to your Sales Director if you need help understanding any of the avenues of income. Your Director is there to guide you and will walk you through everything.

<p style="text-align: center;">Sales</p> <p>You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit on Section 1 Products.</p>	<p style="text-align: center;">Team Commissions & Bonuses</p> <p>The Company will directly deposit your Team Commissions from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.</p>
---	---

Personal Sales

\$ _____

Section 1 @ 50%

=

Personal Team Commission

All active Senior Beauty Consultants and above are eligible to earn a 4%, 6%, 8%, 9% or 13% personal team commission on the wholesale orders placed by their personal team members.

- 1-4 Active, earn a 4% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- 3-4 Active, earn 4%, 6% or 8% commission on team members' combined wholesale Section 1/Section 5 orders in any Calendar Month.

Monthly Personal and personal team production	Comm.
Less than \$1,000	4%
\$1,000 to \$1,799	6%
\$1,800 and above	8%

- 5+ Active Personal Team Members, earn a 9% commission on team members' combined wholesale Section 1 orders in any calendar month.
- Increase your commission to 13% when you place a personal minimum \$1,200 Retail Section 1/Section 5 order in the same month that at least 5 personal team members each place minimum \$450 retail orders.

Personal Team Commission cont...

***NOTE: Personal and personal team production is used to determine the percentage of commission, but commission is only paid on personal team production.*

_____ % Earned X Team Production (Not Including your Personal Production)

=

New Qualified Team Members Bonus

All active Beauty Consultants will earn a \$50 Team-Building bonus for each Great Start-qualified** new personal team member during their Great Start Promotion period. You will receive the bonus in the month the new personal team member's Great Start-qualifying** order is received. (You must be active to qualify)

** A Great Start-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

New Qualified Team Members = _____

X \$50

=

Car Cash Option

If you have earned the Grand Achiever Consultant Cash Compensation, you will receive up to an extra \$500 from the Company added to your Team Commission that is directly deposited into your account around the 15th of the month.

**NOTE: Refer to the Advance Brochure on intouch.ca for Full Details and Requirements.

MONTH:

TOTAL:

PERSONAL RETAIL SALES MONTHLY GOAL: \$ _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax.

Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

MONTH OF: _____

Transfer totals in the bottom row to other side

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

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

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							
TOTALS OF EACH COLUMN FOR THE MONTH:							

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

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
31							
32							
33							
34							
35							
36							
37							
38							
39							
40							
41							
42							
43							
44							
45							
46							
47							
48							
49							
50							
51							
52							
53							
54							
55							
56							
57							
58							
59							
60							
TOTALS OF EACH COLUMN FOR THE MONTH:							

SHARING THE MARY KAY OPPORTUNITY

MARY KAY THE 4 P's QUESTIONS

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

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

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

These questions help you to:

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

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

1. Busy People
 - They know how to prioritize.
 - Typically good time managers
 - Easy to train
 - Average consultant works a full time job, is married &/or has children.
2. More Month Than Money
 - Motivated to find a way to make more money
 - Goal oriented and ambitious
 - Women tend to be more creative with money
3. Not The Sales Type
 - Not pushy, but informative
 - Like people and want to build relationships instead of just "getting a sale".
 - Not aggressive.
 - Genuinely want to serve.
4. Don't Know A Lot of People
 - Friends and Family will not be best clients
 - Wonderful way to meet new people and circles of friends.
 - Developing clients is covered in training resources, tips and ideas from other consultants.
5. Family Oriented
 - Motivated by the needs of their family
 - Their family is their reason, not their excuse
 - Want more for their family.
 - Pass on good work ethic to children
 - Want a balanced life with priorities in order.
6. Decision Maker
 - Does not procrastinate
 - Takes one step at a time on their time-table.
 - Live by their dreams and not their circumstances.

6 Reasons People Choose a Mary Kay Business

1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.
2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
4. Cars (As a Director)
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$525, \$925 or \$1400 monthly.
5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

*Avg amounts are estimates. Your results may vary.

OCTOBER
2024

Weekly Plan Sheet from **SEPTEMBER 29**

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

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

Weekly Plan Sheet from **OCTOBER 6**

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

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

Weekly Plan Sheet from **OCTOBER 13**

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

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

Weekly Plan Sheet from **OCTOBER 20**

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

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

Weekly Plan Sheet from **OCTOBER 27**

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

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

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

MY SUCCESS PLAN

NOVEMBER 2024





NOVEMBER 2024

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

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



THURSDAY	FRIDAY	SATURDAY	DECEMBER						
	1	2	S	M	T	W	T	F	S
				1	2	3	4	5	6
			7	8	9	10	11	12	13
			14	15	16	17	18	19	20
			21	22	23	24	25	26	27
			28	29	30	31			
7	8	9 <i>WINTER Early Order for PCP/Stars Begins</i>	<i>Notes:</i>						
14	15	16 <i>WINTER Official Product Launch</i>							
21	22	23							
28	29 <i>PINK FRIDAY</i>	30 <i>SMALL BUSINESS SATURDAY</i>							

November 2024 Goals



"The speed of the leader is the speed of the gang."
~ Mary Kay Ash

DIQ
10 active Team Members

Future Sales Director
8-9 Team Members

TEAM LEADER
5-7 Active team Members

STAR TEAM BUILDER
3-4 Active Team Members

SENIOR BEAUTY
CONSULTANT
1-2 Active Team Members

BEAUTY CONSULTANT



PROFIT GOAL THIS MONTH

\$ _____
Profit Goal Divided by 0.40 = Retail Sales Goal.
Use the Sales Goal Tracking Sheet on page 3.

RETAIL SALES GOAL THIS
MONTH:

\$ _____

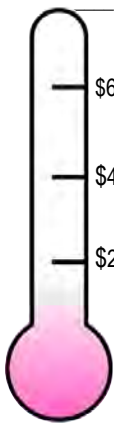
NEW TEAM MEMBERS:

ACTIVE /
QUALIFIED?

NEW TEAM MEMBERS:	ACTIVE / QUALIFIED?
3rd Team Member = Bronze Medal	
4th New Team Member = Silver Medal	
5th New Team Member = Gold Medal	

soar like never before

Your wholesale goal here!



**CONSISTENCY
IS KEY!**

**JULY 2024
TO
JUNE 2025**

Track Your
Wholesale Orders!

Team Production
Goal: _____

DATE:	TEAM WHOLESALE PRODUCTION
5TH	
10TH	
15TH	
20TH	
25TH	
30TH	
FINISHED WITH:	

PERSONAL & SEMINAR GOALS	BEGINNING OF THE MONTH:	END OF THE MONTH:
Star Goal:	Total on the 1st:	Total:
Court of Personal Sales YTD:	YTD on the 1st:	YTD Total:
Court of Personal Sharing:	# of Qualified on 1st:	# Qualified Total:
Car Cash Compensation Production:	On the 1st:	On the Last Day:
Team Member Goal:	# of Team Members on 1st:	# of Team Members:

SALES FORCE SUPPORT CALL CENTER: 1-877-411-6279

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:

Ready. Set. GOAL!

\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: \$ _____

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

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

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

Halfway There!
I CAN DO IT!

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

Picture of Your Goal!

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

Track Your Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

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

\$600

\$600 every month
= On Target
Star Consultant!

\$400

\$225

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2

Total:

Break your goal into bite size chunks!

CONSULTANT

MONTHLY

Cheque Calculator

Use this to calculate your income for the month as a consultant. You have multiple streams of income you can receive. Your income will come in at varying times of the month so you do not have to rely on waiting for a paycheque. Don't hesitate to reach out to your Sales Director if you need help understanding any of the avenues of income. Your Director is there to guide you and will walk you through everything.

<p style="text-align: center;">Sales</p> <p>You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit on Section 1 Products.</p>	<p style="text-align: center;">Team Commissions & Bonuses</p> <p>The Company will directly deposit your Team Commissions from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.</p>
---	---

Personal Sales

\$ _____

Section 1 @ 50%

=

Personal Team Commission

All active Senior Beauty Consultants and above are eligible to earn a 4%, 6%, 8%, 9% or 13% personal team commission on the wholesale orders placed by their personal team members.

- 1-4 Active, earn a 4% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- 3-4 Active, earn 4%, 6% or 8% commission on team members' combined wholesale Section 1/Section 5 orders in any Calendar Month.

Monthly Personal and personal team production	Comm.
Less than \$1,000	4%
\$1,000 to \$1,799	6%
\$1,800 and above	8%

- 5+ Active Personal Team Members, earn a 9% commission on team members' combined wholesale Section 1 orders in any calendar month.
- Increase your commission to 13% when you place a personal minimum \$1,200 Retail Section 1/Section 5 order in the same month that at least 5 personal team members each place minimum \$450 retail orders.

Personal Team Commission cont...

***NOTE: Personal and personal team production is used to determine the percentage of commission, but commission is only paid on personal team production.*

_____ % Earned X Team Production (Not Including your Personal Production)

=

New Qualified Team Members Bonus

All active Beauty Consultants will earn a \$50 Team-Building bonus for each Great Start-qualified** new personal team member during their Great Start Promotion period. You will receive the bonus in the month the new personal team member's Great Start-qualifying** order is received. (You must be active to qualify)

** A Great Start-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

New Qualified Team Members = _____

X \$50

=

Car Cash Option

If you have earned the Grand Achiever Consultant Cash Compensation, you will receive up to an extra \$500 from the Company added to your Team Commission that is directly deposited into your account around the 15th of the month.

**NOTE: Refer to the Advance Brochure on intouch.ca for Full Details and Requirements.

MONTH:

TOTAL:

PERSONAL RETAIL SALES MONTHLY GOAL: \$ _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax.

Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

MONTH OF: _____

Transfer totals in the bottom row to other side

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

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

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							
TOTALS OF EACH COLUMN FOR THE MONTH:							

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

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
31							
32							
33							
34							
35							
36							
37							
38							
39							
40							
41							
42							
43							
44							
45							
46							
47							
48							
49							
50							
51							
52							
53							
54							
55							
56							
57							
58							
59							
60							
TOTALS OF EACH COLUMN FOR THE MONTH:							

SHARING THE MARY KAY OPPORTUNITY

MARY KAY THE 4 P's QUESTIONS

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

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

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

These questions help you to:

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

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

1. Busy People
 - They know how to prioritize.
 - Typically good time managers
 - Easy to train
 - Average consultant works a full time job, is married &/or has children.
2. More Month Than Money
 - Motivated to find a way to make more money
 - Goal oriented and ambitious
 - Women tend to be more creative with money
3. Not The Sales Type
 - Not pushy, but informative
 - Like people and want to build relationships instead of just "getting a sale".
 - Not aggressive.
 - Genuinely want to serve.
4. Don't Know A Lot of People
 - Friends and Family will not be best clients
 - Wonderful way to meet new people and circles of friends.
 - Developing clients is covered in training resources, tips and ideas from other consultants.
5. Family Oriented
 - Motivated by the needs of their family
 - Their family is their reason, not their excuse
 - Want more for their family.
 - Pass on good work ethic to children
 - Want a balanced life with priorities in order.
6. Decision Maker
 - Does not procrastinate
 - Takes one step at a time on their time-table.
 - Live by their dreams and not their circumstances.

6 Reasons People Choose a Mary Kay Business

1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.
2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
4. Cars (As a Director)
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$525, \$925 or \$1400 monthly.
5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

*Avg amounts are estimates. Your results may vary.

NOVEMBER

2024

Weekly Plan Sheet from **NOVEMBER 3**

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

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

Weekly Plan Sheet from **NOVEMBER 10**

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

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

Weekly Plan Sheet from **NOVEMBER 17**

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

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

Weekly Plan Sheet from **NOVEMBER 24**

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

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

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

MY SUCCESS PLAN

DECEMBER 2024





DECEMBER 2024

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

*“Expect great things, and great things will happen.”
~ Mary Kay Ash*



THURSDAY	FRIDAY	SATURDAY	JANUARY						
5	6	7	S	M	T	W	T	F	S
						1	2	3	4
			5	6	7	8	9	10	11
			12	13	14	15	16	17	18
			19	20	21	22	23	24	25
			26	27	28	29	30	31	
12	13	14	<i>Notes:</i>						
19	20	21 <i>1st Day of Winter</i>							
26 <i>Boxing Day</i>	27	28							

December 2024 Goals



"Everyone wears a sign that says 'Make me feel important' - Mary Kay Ash"

- DIQ
10 active Team Members

- Future Sales Director
8-9 Team Members

- TEAM LEADER
5-7 Active team Members

- STAR TEAM BUILDER
3-4 Active Team Members

- SENIOR BEAUTY CONSULTANT
1-2 Active Team Members

- BEAUTY CONSULTANT



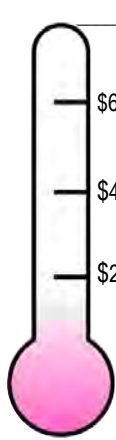
PROFIT GOAL THIS MONTH

\$ _____
 Profit Goal Divided by 0.40 = Retail Sales Goal.
 Use the Sales Goal Tracking Sheet on page 3.

RETAIL SALES GOAL THIS MONTH:

\$ _____

soar like never before



Your wholesale goal here!

CONSISTENCY IS KEY!

JULY 2024 TO JUNE 2025

Track Your Wholesale Orders!

Team Production Goal: _____	
DATE:	TEAM WHOLESALE PRODUCTION
5TH	
10TH	
15TH	
20TH	
25TH	
30TH	
FINISHED WITH:	

NEW TEAM MEMBERS:	ACTIVE / QUALIFIED?
3rd Team Member = Bronze Medal	
4th New Team Member = Silver Medal	
5th New Team Member = Gold Medal	

PERSONAL & SEMINAR GOALS	BEGINNING OF THE MONTH:	END OF THE MONTH:
Star Goal:	Total on the 1st:	Total:
Court of Personal Sales YTD:	YTD on the 1st:	YTD Total:
Court of Personal Sharing:	# of Qualified on 1st:	# Qualified Total:
Car Cash Compensation Production:	On the 1st:	On the Last Day:
Team Member Goal:	# of Team Members on 1st:	# of Team Members:

SALES FORCE SUPPORT CALL CENTER: 1-877-411-6279

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$ _____ ÷ .40 =

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

My Retail Sales Goal:

\$ _____

Ready. Set.
GOAL!

➔ \$ _____

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: \$ _____

Retail Goal ÷ Average per Facial

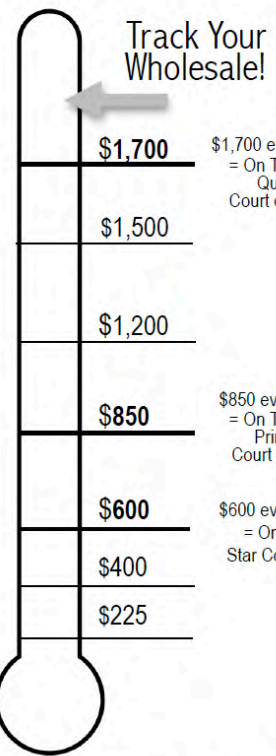
= # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

Picture of
Your Goal!

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



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!

Month End ActualTotals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2

Total:

CONSULTANT

MONTHLY

Cheque Calculator

Use this to calculate your income for the month as a consultant. You have multiple streams of income you can receive. Your income will come in at varying times of the month so you do not have to rely on waiting for a paycheque. Don't hesitate to reach out to your Sales Director if you need help understanding any of the avenues of income. Your Director is there to guide you and will walk you through everything.

<p style="text-align: center;">Sales</p> <p>You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit on Section 1 Products.</p>	<p style="text-align: center;">Team Commissions & Bonuses</p> <p>The Company will directly deposit your Team Commissions from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.</p>
---	---

Personal Sales

\$ _____

Section 1 @ 50%

=

Personal Team Commission

All active Senior Beauty Consultants and above are eligible to earn a 4%, 6%, 8%, 9% or 13% personal team commission on the wholesale orders placed by their personal team members.

- 1-4 Active, earn a 4% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- 3-4 Active, earn 4%, 6% or 8% commission on team members' combined wholesale Section 1/Section 5 orders in any Calendar Month.

Monthly Personal and personal team production	Comm.
Less than \$1,000	4%
\$1,000 to \$1,799	6%
\$1,800 and above	8%

- 5+ Active Personal Team Members, earn a 9% commission on team members' combined wholesale Section 1 orders in any calendar month.
- Increase your commission to 13% when you place a personal minimum \$1,200 Retail Section 1/Section 5 order in the same month that at least 5 personal team members each place minimum \$450 retail orders.

Personal Team Commission cont...

***NOTE: Personal and personal team production is used to determine the percentage of commission, but commission is only paid on personal team production.*

_____ % Earned X Team Production (Not Including your Personal Production)

=

New Qualified Team Members Bonus

All active Beauty Consultants will earn a \$50 Team-Building bonus for each Great Start-qualified** new personal team member during their Great Start Promotion period. You will receive the bonus in the month the new personal team member's Great Start-qualifying** order is received. (You must be active to qualify)

** A Great Start-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

New Qualified Team Members = _____

X \$50

=

Car Cash Option

If you have earned the Grand Achiever Consultant Cash Compensation, you will receive up to an extra \$500 from the Company added to your Team Commission that is directly deposited into your account around the 15th of the month.

**NOTE: Refer to the Advance Brochure on intouch.ca for Full Details and Requirements.

MONTH:

TOTAL:

PERSONAL RETAIL SALES MONTHLY GOAL: \$ _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax.

Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

MONTH OF: _____

Transfer totals in the bottom row to other side

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

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

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							
TOTALS OF EACH COLUMN FOR THE MONTH:							

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

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
31							
32							
33							
34							
35							
36							
37							
38							
39							
40							
41							
42							
43							
44							
45							
46							
47							
48							
49							
50							
51							
52							
53							
54							
55							
56							
57							
58							
59							
60							
TOTALS OF EACH COLUMN FOR THE MONTH:							

SHARING THE MARY KAY OPPORTUNITY

MARY KAY THE 4 P's QUESTIONS

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

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

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

These questions help you to:

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

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

1. Busy People
 - They know how to prioritize.
 - Typically good time managers
 - Easy to train
 - Average consultant works a full time job, is married &/or has children.
2. More Month Than Money
 - Motivated to find a way to make more money
 - Goal oriented and ambitious
 - Women tend to be more creative with money
3. Not The Sales Type
 - Not pushy, but informative
 - Like people and want to build relationships instead of just “getting a sale”.
 - Not aggressive.
 - Genuinely want to serve.
4. Don't Know A Lot of People
 - Friends and Family will not be best clients
 - Wonderful way to meet new people and circles of friends.
 - Developing clients is covered in training resources, tips and ideas from other consultants.
5. Family Oriented
 - Motivated by the needs of their family
 - Their family is their reason, not their excuse
 - Want more for their family.
 - Pass on good work ethic to children
 - Want a balanced life with priorities in order.
6. Decision Maker
 - Does not procrastinate
 - Takes one step at a time on their time-table.
 - Live by their dreams and not their circumstances.

6 Reasons People Choose a Mary Kay Business

1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.
2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
4. Cars (As a Director)
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$525, \$925 or \$1400 monthly.
5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

*Avg amounts are estimates. Your results may vary.

DECEMBER

2024

Weekly Plan Sheet from **DECEMBER 1**

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

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

Weekly Plan Sheet from **DECEMBER 8**

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

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

Weekly Plan Sheet from **DECEMBER 15**

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

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

Weekly Plan Sheet from **DECEMBER 22**

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

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

Weekly Plan Sheet from **DECEMBER 29**

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

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

FUTURE PLANNING



January - March 2025 At-A-Glance

JANUARY

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

DATES:

January 1: New Year's Day!

January 1: 3rd Qtr Star Begins

January 2: Bank Holiday (QC)

January 8: SPRING PCP Enrollment Deadline

January TBA: Kickstart 2025

January TBA: Leadership Conf. San Antonio, TX

January 20: Martin Luther King Jr. Day

January 26: SPRING Director Early Order

January 29: Spring Look Books Begins Mailing

FEBRUARY

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

DATES:

February 2: Groundhog Day

February 9: SPRING Early Order Begins for PCP/Stars

February 9: Super Bowl LIX

February 14: Valentine's Day

February 15: National Flag of Canada Day

February 16: SPRING Official Product Launch

February 17: Family Day

MARCH

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

DATES:

March 4: Mardi Gras

March 8: International Women's Day

March 9: Daylight Savings Begins

March 10: Commonwealth Day

March 15: SUMMER PCP Enrollment Begins

March 17: St. Patrick's Day

March 20: 1st Day of Spring

March 31: Q3 Star Qtr Ends



April - June 2025 At-A-Glance

APRIL

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

DATES:

April 1: April Fools Day/Q4 Star Qtr Begins

April 8: SUMMER PCP Enrollment Deadline

April 18: Good Friday

April 20: Easter

April 22: Earth Day

April 23: Admin Professionals Day

April 26: SUMMER Director Early Order Begins

April 29: SUMMER Look Book Begins Mailing

April 30: Tax Day

MAY

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

DATES:

May 1: May Day

May 5: Cinco De Mayo

May 6: Nurse/Teacher Appreciation Day

May 9: SUMMER Early Order Begins for PCP/Stars

May 11: Mother's Day

May 12: Mary Kay Ash Birthday

May 16: SUMMER Official Product Launch

May 19: Victoria Day

May 26: Memorial Day (US)

JUNE

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

DATES:

June 15: Father's Day

June 21: First Day of Summer

June 30: Q4 Star Ends

June 30: Last Day of Seminar Year!



July - September 2025 At-A-Glance

JULY

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

DATES:

July 1: Happy New Seminar Year!

July 1: Canada Day (All Corp Offices Closed)

July 1: 1st Qtr Star Begins

July 15: FALL/HOLIDAY PCP Enrollment begins

July TBA: Elevate Seminar 2025

AUGUST

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

DATES:

August 4: Civic Holiday (All Corp Offices Closed)

August 8: FALL/HOLIDAY PCP Enrollment Deadline

August 26: FALL/HOLIDAY Director Early Order

August 29: FALL/HOLIDAY Look Book Begins Mailing

SEPTEMBER

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

DATES:

Sept 2: Labour Day

Sept TBA: Top Director Trip Maui, Hawaii

Sept TBA: Prestige Trip Kona, Hawaii

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

Sept 13: Mary Kay 61st Anniversary

Sept 15: WINTER PCP Enrollment begins

Sept 16: FALL/HOLIDAY Product Launch

Sept 22: First Day of Fall

Sept 30: 1st Qtr Star Ends



October - December 2025 At-A-Glance

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

DATES:

October 1: 2nd Qtr Star Begins

October 8: WINTER PCP Enrollment Deadline

October 13: Thanksgiving Day

October 16: Bosses Day

October 26: WINTER Director Early Order Begins

October 29: WINTER Look Book Begins Mailing

October 31: Halloween

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

DATES:

November 2: Daylight Savings Time Ends

November 9: WINTER Early Order Begins for PCP/Stars

November 11: Remembrance Day

November 16: WINTER Official Product Launch

November 28-December 1: PINK Weekend

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

DATES:

December 1: Cyber Monday

December 15: SPRING PCP Enrollment Begins

December 15-23 - Hanukkah

December 21: 1st Day of Winter

December 24: Christmas Eve

December 25: Christmas Day

December 26: Boxing Day

December 31: 2nd Qtr Star Ends

December 31: New Year's Eve

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

MY SUCCESS PLAN

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

www.epiclegacy.team

