

### MY SUCCESS PLAN

JULY - DECEMBER 2024



# 2024 Year at a Glance

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# 2025 Year at a Glance

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# QUARTER ATA GLANCE



#### July - September 2024 At-A-Glance

	JULY							
SUN	MON	TUES	WED	THURS	FRI	SAT		
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#### 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	
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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
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29	30					

#### DATES:

Sept 5-11: Top Director Trip Maui, Hawaii Sept 11-14: Prestige Trip Kona, Hawaii Sept 9: FALL/HOLIDAY Early Order Begins for PCP/Sta	
Sept 9: FALL/HOLIDAY Early Order Begins for PCP/Sta	
	rs
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	
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13	14	15	16	17	18	19	
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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	
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#### 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	
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#### 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

	,	<u> </u>	,	
Month	Total Personal Retail Sales This Month	Total Amount of Wholesale Orders This Month Typically 50% of what you sell unless you're a New Consultant	Total Amount of Wholesale Orders Year to Date	Goal: \$17,500 With each month, cross out the previous month's amount and write in your new total needed!
Example: This Month	\$2,000	\$1,000	\$1,000 = \$1,000 \$2,500	\$2500 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!

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

\$17,500 Wholesale (\$35,000 Retail) July 1, 2024 - June 30, 2025 With every \$350 in wholesale orders, cross out a square! YOU CAN DO IT!



\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
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\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350 YOU DID IT!



## SEMINAR 2024 - 2025 Personal National Court of Sharing

National Court of Sharing

24 Qualified Team Members with either an initial \$600 Order in Agreement Month (or following)

Or Star at least one Quarter in the Seminar Year

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

	NEW TEAM MEMBER	AGMNT. MONTH	INITIAL QUALIFIED ORDER	INITIAL STAR ORDER	AUG				MAR	MAY	JUN	COMM. EARNED
1		MONTH	ORDER	ORDER								EARNED
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# 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
, ,	\$5,000	. ,
\$4,500	You're ON TARGET! Keep Going!!	\$5,500
\$6,000	YOU CAN FINISH MONTHS! MOVE C PAGE TO CONTI	VER TO THE NEXT

#### 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.

1st ORDER	2nd ORDER	3rd ORDER
	1st ORDER	1st ORDER 2nd ORDER

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 (Must be a mini		Month 4 or Contfrom 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					
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11					
12					
13					
14					
	Team Production:				

Team Production:

Your Personal Production Each Month:

Total for the MONTH:

NOTES

# 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 <a href="InTouch.ca">InTouch.ca</a> >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!!!!







#### 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 compromised 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!)			
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	TEAM PRODUCTION:			
	YOUR PERSONAL PRODUCTION EACH MONTH:			
	TOTAL FOR THE MONTH:			

NOTES

# QUARTERLY STAR GOAL

Money

# PLACE THE THF 1ST OTR STAR POSTER HFRE

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 <a href="https://mk.marykayintouch.ca/s/mk-total-rewards">https://mk.marykayintouch.ca/s/mk-total-rewards</a>

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

#### 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: \$/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!

# 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	\$	\$	\$	+	=

<sup>\*</sup>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!



600

300

# Track Your Way to Stant July 1st - September 30th

$\prec$	
	\$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)
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	(\$3,700)(\$3,800)(\$3,900)(\$4,000)(\$4,100)(\$4,200)
A 0	(\$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!

With Com

# PLACE THE THF 2ND OTR STAR POSTER HFRE

#### **MY 2ND QTR STAR GOAL TRACKING!**

Circle the Prize/Prizes that you're excited to earn or visit MK Total **Rewards** for MORE!!

PLAUL IHE	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
IHE 2ND QTR STAR POSTFR	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:
HERE	\$ 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: \$
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	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
Quarterly Hot Prize Picks <a href="https://mk.marykayintouch.ca/s/mk-total-rewards">https://mk.marykayintouch.ca/s/mk-total-rewards</a> My Star Goal: \$ + # New Personal Team Members: = MY	(New Qualified Team Members)  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	\$	\$	\$	+	=

<sup>\*</sup>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!



300

## Frack Yew Way to Stair October 1st - December 30th \$100 ) (\$200 ) (\$300 ) (\$400 ) (\$500 ) (\$600 ) (\$700)(\$800)(\$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) That is Your Goal This Quarter? Color in the Circles as you Track Your Way to Star!

NOTES	

## 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

NOTES	



## MY SUCCESS PLAN

**JULY 2024** 





### JULY 2024

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

### "This can be the year of your Dreams." ~ Mary Kay Ash



						_	<b>y</b>		
THURSDAY	FRIDAY	SATURDAY			AL	JGU	ST		
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			No	ote	9 <i>S.</i>		
18	19	20							
25	26	27							



"God does not ask your ability Or your inability. He asks only your availability."

~ 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

\$600

\$250





PROFIT G	OAL THIS	<b>MONTH</b>
----------	----------	--------------

\$\_\_\_

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?
1		
	3rd Team Member = Bronze Medal	
	4th New Team Member = Silver Medal	
	5th New Team Member = Gold Medal	

soarlike neverbefor	e
Your wholesale goal here!	

**CONSISTENCY** 

IS KEY!

\$400

JULY 2024

TO

JUNE 2025

Track Your Wholesale Orders!

Team Producti Goal:	on
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:	My Retail Sales Goal:			
	\$ ÷ .40 =	\$			
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:			
Halfway There!	Picture of Your Goal!	S1,700   \$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!   \$1,200   \$225			
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your director and your sister consultants by the 5th!				
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:

### HONTHLY 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.

### Sales

You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit on Section 1 Products.

### **Team Commissions & Bonuses**

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.

### **Personal Sales**

¢

**Section 1 @ 50%** 

=

### 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

=		
_		

### 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	
<b>Production (Not Including you</b>	r
Personal Production)	

### **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 <u>intouch.ca</u> for Full Details and Requirements.

### **MONTH:**

Т	_	ГΛ	ι.
	v	ΙА	┖.

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.

<u>Date</u>	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		+	
		=	

N// NNI	TH OF:		
1010713	11111.		

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

### KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places! Appt Date # of Total 2nd Appt Shared the **New Team** Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member 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)
- Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- 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.

<sup>\*</sup>Avg amounts are estimates. Your results may vary.

### MY SHARING APPOINTMENTS AT-A-GLANCE

MONTH:	

DETAILED INFO UNDER THE SHARING SECTION

HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!			
NAME: NAME:			
1.	11.		
2.	12.		
3.	13.		
4.	14.		
5.	15.		
6.	16.		
7.	17.		
8.	18.		
9.	19.		
10.	20.		

NOTES:	

### MY NEW TEAM MEMBERS

START DATE	NAME CELL#	15TH DAY	Contacted my Director to Share About My New Team Member	Entered into Contacts	Added & Shared on Unit/ Team Facebook Group	Attended First Meeting	First Order

## 

SUNDAY BRAIN DUMP for the week of JUNE 30 - JULY 6  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> </ol>
3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Sunday, June 30	Monday, July 1	Tuesday, July 2	Wednesday, July 3
5	6 115	<b>6</b> :15	<b>6</b> :15
	:30	:30	:30
	:45	:45	:45
	7	7	7
	:15	:15	:15
	:30	:30	:30
	:45	:45	:45
	8 :15	<b>8</b> :15	<b>8</b> :15
	:30	:30	:30
	:45	:45	:45
	9	9	9
	:15	:15	:15
	:30	:30	:30 :45
	10	10	10
	:15	:15	:15
	:30	:30	:30
	:45	:45	:45
	11	11	11
	:15	:15	:15
	:45	:45	:45
	12	12	12
	:15	:15	:15
	:30	:30	:30
	:45	:45	:45
	1	1	1
	:15	:15	:15
	:45	:45	:45
	2	2	2
	:15	:15	:15
	:30	:30	:30
	:45	:45	:45
	3 :15	3 :15	3 :15
	:30	:30	:30
	:45	:45	:45
	4	4	4
	:15	:15	:15
	:30	:30	:30
	:45	:45	:45
	5 :15	5 :15	<b>5</b> :15
	:30	:30	:30
	:45	:45	:45
	6	6	6
	:15	:15	:15
	:30	:30	:30
	:45	:45	:45
	115	7 :15	7 :15
	:30	:30	:30
	:45	:45	:45
	8	8	8
	:15	:15	:15
	:30	:30	:30
	:45	:45	:45
	9 :15	9 :15	9 :15
	:30	:30	:30
	:45	:45	:45

Second   S	Thursday, July 4	Friday, July 5	Saturday, July 6	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
	<b>6</b>			GOD: Devotion, Church, Bible Study, Faith
7	:30			Family Time
Mary Kay Time: Meetings,   Mary Kay Time: Meetings,   Networking, Training, etc.	7			Date Night
Section   Sect	:15			
Exercise, Hair, Nalis, Coffee with Friends, etc	:45			Networking, Training, etc
10	8			
10	:15			Friends, etc
Second   S	:45			
Booking Appointments	15			
10	:30			Booking Appointments
Section	:45			Coaching Calls
30	:15			
11	:30	:30	:30	Customer Follow-Up Calls
15	:45			Sharing the Opportunity
10	:15			DOGUNION FACES DESUITO
12	:30			BOOKINGS/ FACES RESULTS
	:45			# Booking Held This Week:
# Faces This Week: # Faces This	:15			<del>-</del>
# Faces This Week:	:30			# Bookings Next Week:
15	1			# Faces This Week:
15	:15			
2	:30			PERSONAL SALES RESULTS
15	2			Total Octor This Wood
	:15		:15	Total Sales This Week:
3 3 40% Profit:	:30			
30	3			-  400/ B = 51
46     4     4       4     4     4       45     45     45       45     45     45       45     45     45       5     5     5       30     30     30       45     45     45       45     45     45       6     6     6       6     6     6       15     15     15       30     30     30       45     45     45       45     45     45       7     7     7       15     15     15       30     30     8       45     45     8       45     45     45       45     45     45       45     45     45       45     45     45       45     45     45       46     8     8     8       8     8     8     8       8     8     8     8       8     8     8     8       8     8     8     8       8     8     8     8       9     9     9     9       15	:15			40% Profit:
4         4         4           15         15         15         Wholesale Orders This Week:           30         30         30         Wholesale Orders This Week:           5         5         5         5         15         45<	30			TDA OKINO ANY OTA D
30   30   30   30   30   30   30   30	4			IRACKING MY STAR
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       .8     .8     .8       .15     .15     .15       .30     .30     .30       .45     .45     .45       .9     .9     .9       .15     .15     .15       .30     .30     .8       .15     .15     .15       .30     .30     .8       .15     .30     .30       .15     .30     .30       .15     .30     .30       .15     .30     .30       .15     .30     .30       .15	:15			Wholesale Orders This Week:
5         5         5           .15	:30 :45			
30   30   30   30   30   30   30   30	5			<b> </b>
30	:15			Amount Needed to Finish Star:
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         .8           .8         .8         .8           .15         .15         .15           .30         .30         .30           .45         .45         .8           .9         .9         .9           .15         .15         .15           .30         .30         .8           .45         .45         .8           .8         .8         .8           .8         .8         .8           .8         .8         .8           .9         .9         .9           .15         .15           .15         .15 <td>:30 :45</td> <td></td> <td></td> <td></td>	:30 :45			
30   30   30   30   30   30   30   30	6	6	6	<b> </b>
45     45       7     7       15     15       30     30       45     45       8     8       815     15       30     30       45     8       815     15       30     30       45     45       9     9       15     15       30     30       45     45       9     9       15     15       30     30       15     15       30     30       New Team Members:     New Team Members:	:15			Unit Stars to Date:
SHARING THE OPPORTUNITY RESULTS   SHARING THE OPPORTUNITY RESULTS   SHARING THE OPPORTUNITY RESULTS	:45			
Second   S	7			CHADING THE ODDODTHAITY
45     45     45       8     8     8       .15     .15     .15       .30     .30     .30       .45     .45     .45       .9     9     9       .15     .15     .15       .30     .30     .30       .15     .15     .15       .30     .30     .30    Personal Sharing Appts:  Team Sharing Appts:  New Team Members:  New Team Members:	:15			
:15     :15       :30     :30       :45     :45       9     9       :15     :15       :30     :15       :15     :15       :30     :30       New Personal Team Members	:45			
30     30     30     New Personal Team Members	8			Personal Sharing Appts:
.45     .45       .45     .45	:15			New Personal Team Members
115 115 115 115 115 New Team Members:	:45			
New Team Members:	9			Team Sharing Appts:
.45 45 145	:15			New Team Members:
	:45			

SUNDAY BRAIN DUMP for the week of JULY 7 - JULY 13  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list:  WERLING Paper or Process that Supports Records or JOW: Delegate it like to do with people or JOW: Del
<b>HIGH</b> : Has to do with people -or- <b>MEDIUM</b> : Paper or Process that Supports People -or- <b>LOW</b> : Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Sunday, July 7	Monday, July 8	Tuesday, July 9	Wednesday, July 10
<b>6</b>	<b>6</b> :15	<b>6</b>	6 115
:30	:30	:30	:30
45	:45	:45	:45
7	7	7	7
15	:15	:15	:15
30	:30	:30	:30
45 <b>B</b>	:45	8	8
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
	9	9	9
30	:15	:15	:15
45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
30	:30	:30	:30
:45	:45	:45	:45
<b>11</b> :15	11 :15	11 :15	<b>11</b> :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
<b>1</b> :15	1:15	.15	1 :15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
30 45	:30	:30	:30
3	3	3	3
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:45	:45	:45	:45
5	5	5	5
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
<b>6</b> :15	<b>6</b> :15	<b>6</b>	<b>6</b>
30	:30	:30	:30
45	:45	:45	:45
7	7	7	7
15	:15	:15	:15
30 45	:30	:30	:30
<sup>45</sup>	8	8	8
<b>1</b> 5	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
9	9	9	9
:15 :an	:15	:15	:15
30 45	:45	:30	:30

Thursday, July 11	Friday, July 12	Saturday, July 13	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
<b>6</b> ::15	<b>6</b> ::15	<b>6</b> ::15	GOD: Devotion, Church, Bible Study, Faith
:30	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	115	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30 :45	:30	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY  Realking Appointments
:45	:30 :45	:30	Booking Appointments Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events Customer Follow-Up Calls
:45	:45	:45	Sharing the Opportunity
11	11	11	
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:45	:45	# Booking Held This Week:
<b>12</b> :15	12 :15	12 :15	# Booking Held This Week
:30	:30	:30	# Bookings Next Week:
:45	:45	:45	# Faces This Week:
1 :15	1 :15	1 :15	#1 aces This Week.
:30	:30	:30	PERSONAL SALES RESULTS
2	:45	:45	
:15	:15	:15	Total Sales This Week:
:30	:30	:30	
3	3	·45 3	
:15	:15	:15	40% Profit:
:45	:30	:30	TD 1 01/10 1 01 0 T 1 D
4	4	4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:45	:30	:30	_
5	5	5	
:15 :30	:15	:15	Amount Needed to Finish Star:
:45	:45	:45	
6	6	6	
:15	:15	:15	Unit Stars to Date:
:45	:45	:45	
<b>7</b> :15	7 :15	7 :15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
:45	:45	:45	Personal Sharing Appts:
:15	:15	8 :15	
:30	:30	:30	New Personal Team Members
9	·45 9	·45 9	Team Sharing Appts:
:15	:15	:15	
:30	:30	:30	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of JULY 14 - JULY 20  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list:  HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Sunday, July 14	Monday, July 15	Tuesday, July 16	Wednesday, July 17
6 ::15	<b>6</b> :15	6 :15	<b>6</b>
:30	:19	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:45	:30	30	:30
8	8	·45 <b>8</b>	·45 <b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
45	:45	:45	:45
<b>9</b> :15	9 :15	9 :15	9 :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
<b>11</b> :15	11 :15	11 :15	11 :15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15 :30	:15	:15	:15
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b> :15	<b>4</b> :15	<b>4</b> :15	<b>4</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:45	:30	:30	:30 :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
:45	:45	:45	:50
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b> :15	9 :15	9 :15	9 :15
:30	:30	:30	:30
:45	:45	:45	:45

			PLAN YOUR WEEK IN COLOR!
Thursday, July 18	Friday, July 19	Saturday, July 20	Color each box with a color that excites you!
<b>6</b>	6 :15	6:15	GOD: Devotion, Church, Bible Study, Faith
:30	:30	:30	Family Time
7	7	:45 <b>7</b>	
:15	:15	:15	Date Night
:30 :45	:30 :45	:30 :45	Mary Kay Time: Meetings, Networking, Training, etc
8	8	8	
:15	:15	:15	Exercise, Hair, Nails, Coffee with Friends, etc
:45	:45	:45	
9	9	9	INCOME PRODUCING ACTIVITY
:15	:15	:15	Booking Appointments
:45	:45	:45	Coaching Calls
10 :15	10	10	Team Phone Calls Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
:45	:45	:45	Sharing the Opportunity
11 :15	11 :15	<b>11</b>	
:30	:30	:30	BOOKINGS/ FACES RESULTS
12	:45	12	# Booking Held This Week:
:15	:15	:15	
:30	:30	:30	# Bookings Next Week:
1	:45	:45 1	# Faces This Week:
:15	:15	:15	
:30 :45	:30 :45	:30 :45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15	Total Gales This Week.
:45	:45	:45	
3	3	3	40% Profit:
:15	:15	:15	1070 Front.
:45	:45	:45	TRACKING MY STAR
4	4	4	
:15	:15	:15 :30	Wholesale Orders This Week:
:45	:45	:45	
:15	5 :15	5 :15	
:30	:30	:30	Amount Needed to Finish Star:
:45	:45	:45	
:15	:15	<b>6</b> :15	- L. 11.01
:30	:30	:30	Unit Stars to Date:
7	7	:45 <b>7</b>	
:15	:15	:15	SHARING THE OPPORTUNITY
:30 :45	:30	:30 :45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:45	:30 :45	:30 :45	INGW I GISONAL TEAN INTENDEDS
9	9	9	Team Sharing Appts:
:15	:15	:15	New Team Members:
:45	:45	:45	New real Mellipers.

SUNDAY BRAIN DUMP for the week of JULY 21 - JULY 27
<ol> <li>This is a master to do list! List everything on your mind, emails to send, errands to do, etc</li> <li>Prioritize your list:</li> </ol>
HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!
3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

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

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

SUNDAY BRAIN DUMP for the week of JULY 28 - AUGUST 3
1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> </ol>
3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES	

Sunday, July 28	Monday, July 29	Tuesday, July 30	Wednesday, July 31
6 ::15	6 :15	6 :15	<b>6</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
8	·45 8	·45 <b>8</b>	·45 <b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b> :15	11 ::15	11 :15	11 :15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2 :15	2	2 :15
:15 :30	:30	:15	130
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
<sup>45</sup>	·45 4	:45 <b>4</b>	:45 <b>4</b>
<b>4</b> :15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45 <b>7</b>	:45	:45	:45
<b>7</b> :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:45	:30	:30	:30
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	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
<b>6</b>	<b>6</b> :15	<b>6</b> ::15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30	:30	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
<b>8</b> ::15	8 :15	<b>8</b> :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
:45	:45	:45	INCOME PRODUCING
:15	<b>9</b>   :15	<b>9</b> :15	ACTIVITY
:30	:30	:30	Booking Appointments
10	:45   <b>10</b>	10	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30 :45	:30	:30	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	Snanng the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:30 :45	:30	
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:45	:45	:45	
1	1	1	# Faces This Week:
:15	:15	:15	DEDCOMAL CALEG DECULTO
:45	:45	:45	PERSONAL SALES RESULTS
<b>2</b> :15	2 :15	<b>2</b> :15	Total Sales This Week:
:30	:30	:30	
:45	:45	:45	
:15	3 :15	3 :15	40% Profit:
:30	:30	:30	
4	·45 <b>4</b>	45	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30	:30	Wholesale Orders This Week.
5	·45 5	5	
:15	:15	:15	Amount Needed to Finish Star:
:30 :45	:30 :45	:30	7 tillodini Needda to i illion otdi.
6	6	6	
:15	:15	:15	Unit Stars to Date:
:30 :45	:30 :45	:30	
7	7	7	OLIADINO THE ODDOCT WITH
:15 :30	:15	:15	SHARING THE OPPORTUNITY RESULTS
:45	:45	:45	
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:45	:45	:45	
<b>9</b>	9 :15	9	Team Sharing Appts:
:15	:15	:15	New Team Members:
:45	:45	:45	

NOTES	



### MY SUCCESS PLAN

**AUGUST 2024** 





### AUGUST 2024

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

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



THURSDAY	FRIDAY	SATURDAY	SEPTEMBER						
1	2	3	<b>S</b>	<b>M</b> 2	<b>T</b>	<b>W</b>	<b>T</b> 5	<b>F</b>	<b>S</b> 7
Elevate	Seminar		8	9	10	11 18	12 19	13	14
			22 29	23	24	25	26	20 27	28
8 Fall/Holiday PCP Enrollment Deadline	9	10			No	ote	es:		
15	16	17							
22	23	24							
29 Fall/Holiday Look Books Begin Mailing	30	31							



"If you think you can, you can. If you think you can't, you're right."

~ 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?
1		
	3rd Team Member = Bronze Medal	
	4th New Team Member = Silver Medal	
	5th New Team Member = Gold Medal	

soar like neverbefore
Your wholesale goal here!
\$600 CONSISTENCY IS KEY!
\$400 <b>JULY 2024</b>
<b>JUNE 2025</b>
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:	My Retail Sales Goal:			
	\$ ÷ .40 =	\$			
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:			
Halfway There!	Picture of Your Goal!	S1,700   \$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!   \$1,200   \$225			
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your director and your sister consultants by the 5th!				
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:

# HONTHLY 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.

#### Sales

You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit on Section 1 Products.

#### **Team Commissions & Bonuses**

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.

#### **Personal Sales**

¢

**Section 1 @ 50%** 

=

#### 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

=		
_		

# 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	
<b>Production (Not Including you</b>	r
Personal Production)	

#### **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 <u>intouch.ca</u> for Full Details and Requirements.

#### **MONTH:**

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	v	ΙА	┖.

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.

<u>Date</u>	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		+	
		=	

N// NNI	TH OF:		
1016 71 8	11111.		

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

#### KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places! Appt Date # of Total 2nd Appt Shared the **New Team** Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member 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)
- Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- 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.

<sup>\*</sup>Avg amounts are estimates. Your results may vary.

### MY SHARING APPOINTMENTS AT-A-GLANCE

MONTH:	

DETAILED INFO UNDER THE SHARING SECTION

HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!			
NAME:	NAME:		
1.	11.		
2.	12.		
3.	13.		
4.	14.		
5.	15.		
6.	16.		
7.	17.		
8.	18.		
9.	19.		
10.	20.		

NOTES:	

# MY NEW TEAM MEMBERS

START DATE	NAME CELL#	15TH DAY	Contacted my Director to Share About My New Team Member	Entered into Contacts	Added & Shared on Unit/ Team Facebook Group	Attended First Meeting	First Order

# 

SUNDAY BRAIN DUMP for the week of AUGUST 4 - AUGUST 10  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list:  HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.	

# Weekly Plan Sheet from **AUGUST 4**

Sunday, August 4	Monday, August 5	Tuesday, August 6	Wednesday, August 7
6:15	6 115	6 :15	6 :15
:30	:30	:30	:30
45	:45	:45	:45
7	7	7	7
15	:15	:15	:15
30 45	:30	:30 :45	:30 :45
3	8	8	8
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
<b>)</b> 15	9 :15	9 :15	9 :15
30	:30	:30	:30
45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
45	:45	:45	145
11	11	11	11
15	:15	:15	:15
:30	:30	:30	:30
45	:45	:45	:45
<b>12</b> 15	12 :15	12 :15	12 :15
30	:30	:30	:30
45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
30 45	:30	:30 :45	:30 :45
2	2	2	2
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
<b>3</b> .15	3 :15	3 :15	3 :15
30	:15	:30	:10
45	:45	:45	:45
4	4	4	4
15	:15	:15	:15
30	:30	:30	:30
45 5	·45 5	:45 5	:45 <b>5</b>
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
<b>6</b> .15	6 :15	<b>6</b>	6
30	:30	115	:15
45	:45	:45	:45
1	7	7	7
15	:15	:15	:15
30 45	:30	:30	:30
45 <b>B</b>	·45 <b>8</b>	:45 <b>8</b>	:45 <b>8</b>
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
9	9	9	9
15	:15	:15	:15
30	:30	:30	:30

# to AUGUST 10

Thursday, August 8	Friday, August 9	Saturday, August 10	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
<b>6</b> :15	<b>6</b> :15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30	Family Time
7	7	7	Date Night
:15	:15	:15	
:45	:45	:45	Mary Kay Time: Meetings, Networking, Training, etc
8	8	8	
:15	:15	:15	Exercise, Hair, Nails, Coffee with Friends, etc
:45	:45	:45	
<b>9</b> :15	9 :15	9 :15	INCOME PRODUCING ACTIVITY
:30	:30	:30	Booking Appointments
:45	:45	:45	il Coaching Calls
10 :15	10	10 :15	Team Phone Calls Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
:45	:45	:45	Sharing the Opportunity
11 :15	<b>11</b>	11 :15	
:30	:30	:30	BOOKINGS/ FACES RESULTS
:45	45	:45	# Booking Held This Week:
12 :15	<b>12</b>	12 :15	-
:30	:30	:30	# Bookings Next Week:
:45	:45	:45	# Faces This Week:
1 :15	1:15	1 :15	# 1 does 11110 VVOOK.
:30	:30	:30	PERSONAL SALES RESULTS
:45	2	·45 <b>2</b>	
2 :15	115	:15	Total Sales This Week:
30	:30	:30	
3	3	3	
:15	:15	:15	40% Profit:
:30	:30	:30	
45	:45 <b>4</b>	:45	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30	:30	Wildiocale Gradie Trile Wook.
5	·45 <b>5</b>	·45 5	┨
:15	:15	:15	Amount Needed to Finish Star:
:30	:30	:30 :45	, anount 1100000 to 1 milon otal.
·45 <b>6</b>	6	6	┨
:15	:15	:15	Unit Stars to Date
:30 :45	:30 :45	:30 :45	Unit Stars to Date:
7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY
:30 :45	:30 :45	:30	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:45	:30 :45	:30	I INCAN L CIPOLIGI IGGIII MIGIIINGIP
9	9	9	Team Sharing Appts:
:15	:15	:15	i I
:30 :45	:30 :45	:30	New Team Members:

SUNDAY BRAIN DUMP for the week of AUGUST 11 - AUGUST 17  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list:  HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!
3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

# Weekly Plan Sheet from **AUGUST 11**

Sunday, August 11	Monday, August 12	Tuesday, August 13	Wednesday, August 14
<b>6</b> ::15	6 :15	6 :15	6 :15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30 :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
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b> ::15	11 :15	11 :15	11 ::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
<b>1</b> :15	1:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
3	3	·45 <b>3</b>	:45 <b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b> ::15	6 :15	6 :15	6 :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
<b>8</b> :15	<b>8</b> :15	8 :15	8 :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	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
<b>6</b> ::15	<b>6</b>	<b>6</b> ::15	GOD: Devotion, Church, Bible Study, Faith
:30	:30	:30	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
<b>8</b> :15	8 :15	:15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY Booking Appointments
:30	:30	:30	Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	Chaining the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30	:30	B001(III100) 17(020 1(2002))
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:30	:30	:30	# bookings next week
1	1	1	# Faces This Week:
:15	:15	:15	
:30	:30	:30	PERSONAL SALES RESULTS
2	2	2	T
:15	:15	:15	Total Sales This Week:
:30	:30	:30	
3	3	3	-
:15	:15	:15	40% Profit:
:30	:30	:30	
4	45	:45 <b>4</b>	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30	:30	Wholesale Orders This Week.
5	5	5	┨
:15	:15	:15	Amount Nooded to Finish Ctar
:30	:30	:30	Amount Needed to Finish Star:
:45	:45	:45	<b> </b>
<b>6</b> ::15	<b>6</b> ::15	<b>6</b> ::15	
:30	:30	:30	Unit Stars to Date:
:45	:45	:45	
<b>7</b> ::15	<b>7</b> ::15	:15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
:45	:45	:45	Personal Sharing Appts:
<b>8</b> :15	<b>8</b> ::15	<b>8</b> :15	1
:30	:30	:30	New Personal Team Members
:45	:45	:45	Team Sharing Appter
9:15	<b>9</b> :15	<b>9</b> :15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of AUGUST 18 - AUGUST 24  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list:  HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.	
o. I all o riigh and o inculant from your to do not and transfer them to your daily business a personal to do note.	

NOTES

# Weekly Plan Sheet from **AUGUST 18**

15         15         15         15         15         15         16         16         16         16         16         16         16         16         16         17         7         7         7         17         17         17         15 <th>Sunday, August 18</th> <th>Monday, August 19</th> <th>Tuesday, August 20</th> <th>Wednesday, August 21</th>	Sunday, August 18	Monday, August 19	Tuesday, August 20	Wednesday, August 21
201	6 .:15		6 :15	
7         7	:30			
131         45         50	45	:45	:45	:45
65         50         40         5           10         5         5         10           10         5         5         10           10         50         40         10           10         50         40         10           10         9         9         9           10         10         10         10           10         10         10         10           10         10         10         10           10         10         10         10           10         10         10         10           10         10         10         10           10         10         10         10           10         10         10         10           10         10         10         10           10         10         10         10           10         10         10         10           10         11         11         11           10         10         10         10           10         10         10         10           10         10         10				
15			I	
Section   Sect	3			
9         9         9           16         95         96         95           16         95         96         95           16         95         95         95           16         16         95         95           16         16         16         95           16         45         46         46           17         41         41         41         41           18         41         41         41         41           18         41         41         41         41           18         41         41         41         41           18         42         42         42         42           22         42         42         42         42           26         43         42         42         42           26         44         44         46         43         44           19         42         42         42         42           19         43         46         46         43         44           19         43         46         45         42         44      <				
15				
45         45         45         45         45         45         10<				
100         100         100         100           166         15         15         15           226         23         23         20           246         45         45         45           15         13         15         15           15         23         20         20         20           25         25         20         20         20           26         28         28         20         20           26         28         28         28         20           27         12         12         12         12           28         29         20         20         20           28         20         20         20         20           28         21         12         12         12           29         21         12         12         12           20         22         2         2         2         2           20         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2         2	30	:30	:30	:30
156         156         15         15           200         30         30         30           456         45         45         45           171         17         17         17         17           150         15         15         15         15         15           150         45         46         4				
30         30<				
461         451         451         451         451         171         171         171         171         171         171         171         171         171         171         172         182 <td>30</td> <td></td> <td></td> <td></td>	30			
15         15         45         45         20         15         15         15         15         15         10<				
300         300 <td>11</td> <td></td> <td></td> <td></td>	11			
46         46         45         12<	:15			
12         12         12         12           15         .15         .15         .15           20         .20         .20         .20           45         .45         .45         .45           11         .1         .1         .1         .1           15         .15         .15         .15         .15           20         .2         .2         .2         .2           21         .2         .2         .2         .2           22         .2         .2         .2         .2           25         .2         .2         .2         .2           26         .2         .2         .2         .2           26         .2         .2         .2         .2           26         .2         .2         .2         .2           26         .2         .2         .2         .2           26         .2         .2         .2         .2           27         .2         .2         .2         .2           28         .3         .3         .3         .3         .3         .3         .3         .3         .3 <td></td> <td></td> <td></td> <td></td>				
15         15         15           30         30         30         30           45         16         17         1         1           15         15         15         15         15           30         30         30         30         30           30         30         30         30         30           46				
45         45         46         47         41         1         1         1         1         15         15         15         15         15         15         15         10				
1         1			1	
15         15         15         15         15         15         15         15         15         15         16         15         14         15         16         15<				
30         30<				
2         2         2           15         115         115         115           30         30         30         30           45         45         45         45           3         3         3         3           30         30         30         30           30         30         30         30           46         45         45         45           46         45         45         45           46         46         46         44         44           46         4         4         4         4           46         45         45         45         45           50         15         15         15         15           50         5         5         5         5           45         45         45         45         45           5         5         5         5         5           45         45         45         45         45           45         45         45         45         45           45         45         45         45         45				
15         15<	45	:45	:45	:45
30         30         30         45         45         45         45         45         45         45         45         45         45         33         3         3         30 <td></td> <td></td> <td></td> <td></td>				
45         45<				
3         3         3           15         15         15         15           30         30         30         30           45         45         45         45           15         15         15         15           30         30         30         30           44         4         4         4           45         15         15         15           30         30         30         30           45         45         45         45           45         45         45         45           5         5         5         5           15         15         15         15           20         30         30         30           45         15         15         15           45         45         45         45           45         45         45         45           45         15         15         15         15           45         15         15         15         15           45         45         45         45         45           46			I	- I
15         15<				
45       45       45         4       4       4         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       6         15       45       45       45         6       6       6       6       6         15       45       45       45         8       45       45       45         9       9       9       9         15       15       15       15       15         15       15       15       15       15       15         15 </td <td></td> <td></td> <td></td> <td></td>				
4         4         4           15         15         15         15           30         30         30         30           45         45         45         45           5         5         5         5           15         30         30         30           30         30         30         30           30         30         30         30           45         45         45         45           6         6         6         6           15         15         15         15           30         30         30         30           45         45         45         45           30         30         30         30           30         30         30         30           45         45         45         45           45         45         45         45           45         45         45         45           30         30         30         30           45         45         45         45           45         45         45         45 </td <td></td> <td></td> <td></td> <td></td>				
15       15       15       16         30       30       30       30         45       45       45       45         15       15       15       15         30       30       30       30         45       45       45       45         30       30       30       30         45       45       45       45         6       6       6       6         15       15       15       15         30       30       30       30         45       45       45       45         50       45       45       45         45       45       45       45         7       7       7       7         15       15       15       15         45       45       45       45         45       45       45       45         45       45       45       45         45       45       45       45         45       45       45       45         45       45       45       45         45       45<				
30       30       30       30         45       45       45       45         5       5       5       5         30       30       30       30         45       45       45       45         6       6       6       6         15       30       30       30         45       45       45       45         46       6       6       6         45       30       30       30         45       45       45       45         45       45       45       45         45       45       45       45         45       45       45       45         45       45       45       45         50       45       45       45         45       45       45       45         45       45       45       45         45       45       45       45         45       45       45       45         8       8       8       8         15       45       45       45         45       45				
5         5         5           15         16         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           30         30         30         30           45         45         45         45           8         45         45         45           8         8         8         8           15         15         15         15           30         30         30         30           45         45         45         45           9         45         45         45           9         9         9           15 </td <td>30</td> <td></td> <td></td> <td>1</td>	30			1
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       7         15       15       15       15       15         30       30       30       30       30         45       45       45       45       45         30       <				
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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           46         45         45         45           45         45         45         45           9         9         9         9           15         15         15         15           30         30         30         30				
15     15     15       30     30     30       45     45     45       30     8     8       15     15     15       30     30     30       45     45     45       45     45     45       45     45     45       45     45     45       45     45     45       45     45     45       45     45     45       45     45     45       45     45     45       45     45     45       45     45     45       45     45     45       45     45     45       45     45     45       45     45     45       45     45     45       45     45     45       45     45     45       46     45     45       47     45     45       48     45     45       49     45     45       40     45     45       40     45     45       40     45     45       40     45     45       40 <td< td=""><td></td><td></td><td></td><td></td></td<>				
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8         8         8         8           15         15         15         15           30         30         30         30           45         45         45         45           9         9         9         9           15         15         15         15           30         30         30         30	30			
15     15       30     30       45     45       9     9       15     15       16     15       15     15       30     30				
30       30       30         45       45       45         9       9       9         15       15       15         30       30       30				
45       45       45       45         9       9       9       9         15       15       15       15         30       30       30       30				
15     15       30     30    15  30  30  30				
30 30 30 30	9			
45 45 45				:45

# to AUGUST 24

	UR WEEK IN COLOR!
	ox with a color that excites you!
	evotion, Church, le Study, Faith
30 30 30 30 Family Ti	me
7 7 Date Nigh	ht
:15     :15     :15       :30     :30     :30    Mary Kay	/ Time: Meetings,
45 45 45 Networkin	ng, Training, etc
ns n	, Hair, Nails, Coffee with
30 30 30 30 30 45 Friends, €	
L OTRUTT	PRODUCING
	Appointments
45 45 Coaching	Calls
10 10 Team Pho	
	Parties/Virtual Events r Follow-Up Calls
45 45 A5	the Opportunity
11 11	- Processing
115 115 115 BOOKING	GS/ FACES RESULTS
30 30 30 30 30 30 30 30 30 30 30 30 30 3	
12 12 # Booking	g Held This Week:
115 115 115 115 115 115 115 115 115 115	gs Next Week:
30 30 30 30 45 45 45	13 NOX WOOK
1 1 # Faces T	This Week:
115 115	
30 30 30 PERSON	IAL SALES RESULTS
	- This Master
its its its its its	es This Week:
30 30 30	
3 3 3	
115 115 115 115 115 115 115 115 115 115	fit:
30 30 30 30 30 30	
45 45 45 TRACKII	NG MY STAR
	e Orders This Week:
30 30	olucis IIIIs Week.
45 45 45	
5 5 5 5 5 15 15 15 15 15 15 15 15 15 15	looded to Finish Otam
30 30 30 Amount N	leeded to Finish Star:
45 45 45	
6     6       :15     :15       :15     :15	
30 30 Unit Stars	s to Date:
45 45 45	
7 7 7 15 15 15 15 15 15 15 15 15 15 15 15 15	THE OPPORTUNITY
30 30 RESULTS	
45 45 45 Personal 9	Sharing Appts:
8     8     8     Feisonal value       :15     :15     :15	опанну дррю
30 30 New Pers	sonal Team Members
45 45 45	A (
	aring Appts:
:15     :15       :30     :30       :30     :30   New Team	m Members:
45 45 45	

SUNDAY BRAIN DUMP for the week of AUGUST 25 - AUGUST 31  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list:
<b>HIGH</b> : Has to do with people -or- <b>MEDIUM</b> : Paper or Process that Supports People -or- <b>LOW</b> : Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

# Weekly Plan Sheet from **AUGUST 25**

Sunday, August 25	Monday, August 26	Tuesday, August 27	Wednesday, August 28
6 ::15	<b>6</b> :15	<b>6</b>	6 115
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30 :45	:30	:30
8	8	8	8
:15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
9	9 :15	9 :15	9 :15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15 :30	:15
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b> :15	2 :15	2 :15	2 :15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	<b>5</b> :15	5
:15	:15	:30	:15
45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45 <b>7</b>	:45	:45	:45
<b>7</b> :15	7 :15	7 :15	115
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:45	:30 :45	:30	:30
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	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
<b>6</b> :15	<b>6</b> ::15	<b>6</b> :115	GOD: Devotion, Church, Bible Study, Faith
:45	:45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15 :30	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
<b>8</b> :15	<b>8</b> :15	:15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
:45	:45	:45	INCOME PRODUCING
<b>9</b> :15	<b>9</b> :15	<b>9</b> :15	ACTIVITY
:30	:30	:30	Booking Appointments
:45	:45	:45	Coaching Calls Team Phone Calls
:15	:15	<b>10</b> :15	Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
11	:45 11	:45 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30	:30	BOOKINGS/ FACES RESULTS
:45 12	:45 12	:45 12	# Booking Held This Week:
:15	:15	:15	# Pauliana Nast Maria
:30	:30	:30	# Bookings Next Week:
·45 1	:45	:45	# Faces This Week:
:15	:15	:15	
:30	:30 :45	:30	PERSONAL SALES RESULTS
2	2	2	Total Calca This Wester
:15	:15	:15	Total Sales This Week:
:30	:30	:30	-
3	3	3	400/ Braft
:15	:15	:15	40% Profit:
:45	:30	:30	TDA OKINIO MAY OTA D
4	4	4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30	:45	-
5	5	5	
:15	:15	:15	Amount Needed to Finish Star:
:30	:30	:45	
6	6	6	]
:15	:15	:15	Unit Stars to Date:
:45	:45	:45	
7	7	7	CHARING THE OPPORTUNITY
:15	:15	:15 :30	SHARING THE OPPORTUNITY RESULTS
:45	:45	:45	
8	8	8	Personal Sharing Appts:
:15	:15	:15 :30	New Personal Team Members
:45	:45	:45	
9	9	9	Team Sharing Appts:
:15	:15 :30	:15 :30	New Team Members:
:45	:45	:45	Total Total Montological

NOTES



# MY SUCCESS PLAN

SEPTEMBER 2024





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

# "Give yourself something to work toward constantly." ~ Mary Kay Ash

	Bi
黎	D.

THURSDAY	FRIDAY	SATURDAY			00	TOE	BER		
5	6	7	S	M	T	W	Т	F	S
			6	7	8	9	3 10	11	5 12
Top Di	rector Trip 2024, Maui,	Hawaii	13	14	15	16	17	18	19
134			20	21	22	23	24	25	26
			27	28	29	30	31		
12	13 Mary Kay 61st Anniversary	14			No	ote	es:		
Top Directo	or Prestige Trip 2024, Ko	ona, Hawaii							
19	20	21							
26	27	28							



"There is a way: Up, Around, Over or Through" ~ Mary Kay Ash





PROFIT GO	DAL THIS	<b>MONTH</b>
<b>ሰ</b>		

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?
	3rd Team Member = Bronze Medal	
1	4th New Team Member = Silver Medal	
	5th New Team Member = Gold Medal	

soarlike neverbefore
Your wholesale goal here!
\$600 CONSISTENCY IS KEY!
\$400 <b>JULY 2024</b>
<b>JUNE 2025</b>
Track Your Wholesale Orders!

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:		1
I'm Saving For:	I Need To Profit:	My Retail S	Sales Goal:	
	Ψ	40 = \$		
Ready. Set. GOAL!	Projected Month Totals: 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Averag Retail Goa = # Fac # Faces to	Down:  ge per Facial:  al ÷ Average p  ces To Pamper  Pamper ÷3 g  rties to Hold:	er Facial :: juests/party
3/4 of my Goal! I CAN DO IT!  Halfway There! I CAN DO IT!	Picture of Your Goal!		\$1,500 \$1,200 \$850 \$600 \$6	700 every month Our Queens Court of Sales!  850 every month On Target for Princess Court of Sales!  860 every month On Target for Princess Court of Sales!
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	5th!		
A	Month End ActualTotals:		Placed This N	Month: Section 2
Break y goal ir bite si chunk	to 5% Section 2/ Supplies:		JEGUOTI I	Section 2

Total:

# GOLS 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.

#### Sales

You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit on Section 1 Products.

#### **Team Commissions & Bonuses**

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.

#### **Personal Sales**

\$

**Section 1 @ 50%** 

=

#### 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

_			
_			

# 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
<b>Production (Not Including your</b>
Personal Production)

_	

#### **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 <u>intouch.ca</u> for Full Details and Requirements.

#### MONTH:

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.

<u>Date</u>	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		+	
		=	

N// NNI	TH OF:		
1016 71 8	11111.		

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

#### KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places! Appt Date # of Total 2nd Appt Shared the **New Team** Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member 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)
- Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- 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.

<sup>\*</sup>Avg amounts are estimates. Your results may vary.

#### MY SHARING APPOINTMENTS AT-A-GLANCE

MONTH:	

DETAILED INFO UNDER THE SHARING SECTION

HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!		
NAME:	NAME:	
1.	11.	
2.	12.	
3.	13.	
4.	14.	
5.	15.	
6.	16.	
7.	17.	
8.	18.	
9.	19.	
10.	20.	

NOTES:	

# MY NEW TEAM MEMBERS

START DATE	NAME CELL#	15TH DAY	Contacted my Director to Share About My New Team Member	Entered into Contacts	Added & Shared on Unit/ Team Facebook Group	Attended First Meeting	First Order

# SEPTEMBER

SUNDAY BRAIN DUMP for the week of SEPTEMBER 1 - SEPTEMBER 7  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> <li>Pull 3 High and 3 Medium from your to do list and transfer them to your daily business &amp; personal to do lists.</li> </ol>

# Weekly Plan Sheet from **SEPTEMBER 1**

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

# to **SEPTEMBER 7**

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

SUNDAY BRAIN DUMP for the week of SEPTEMBER 8 - SEPTEMBER 14  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> <li>Pull 3 High and 3 Medium from your to do list and transfer them to your daily business &amp; personal to do lists.</li> </ol>

NOTES

# Weekly Plan Sheet from **SEPTEMBER 8**

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

# to **SEPTEMBER 14**

Thursday, September 12	Friday, September 13	Saturday, September 14	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
<b>6</b>	6 :15	<b>6</b>	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
<b>8</b> :15	<b>8</b> :15	<b>8</b> :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:30	:30	:30	Booking Appointments
10	:45 10	:45 10	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
11	:45 11	:45	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30	:30	BOOKINGS/TACES RESULTS
<sup>145</sup>	:45 12	:45	# Booking Held This Week:
:15	:15	:15	# Rookings Novt Wook
:30	:30 :45	:30 :45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15	:15	
:30	:30 :45	:30	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15	Total Sales Trils Week.
:30	:30 :45	:30 :45	
3	3	3	400/ Droft
:15	:15	:15	40% Profit:
:30	:30	:30	TDACKING MAY STAD
4	4	4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:45	:30	
5	5	5	
:15	:15	:15	Amount Needed to Finish Star:
:30	:45	:45	
6	6	6	
:15	:15	:15	Unit Stars to Date:
:45	:45	:45	
7	7	7	CHARING THE ODDODTHNITY
:15	:15 :30	:15 :30	SHARING THE OPPORTUNITY RESULTS
:45	:45	:45	
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:45	:45	:45	
9 :15	9:15	<b>9</b> :15	Team Sharing Appts:
:30	:15	:15	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of SEPTEMBER 15 - SEPTEMBER 21  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> <li>Pull 3 High and 3 Medium from your to do list and transfer them to your daily business &amp; personal to do lists.</li> </ol>
3. Full 3 High and 3 Medium nom your to do list and transfer them to your daily business & personal to do lists.

NOTES

# Weekly Plan Sheet from **SEPTEMBER 15**

Sunday, September 15	Monday, September 16	Tuesday, September 17	Wednesday, September 18
<b>6</b> :15	<b>6</b>	6 :15	<b>6</b>
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15 :30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b> ::15	10 :15	10 :15	10 :15
:10	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b> :15	1 :15	<b>1</b>	1 :15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
145	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	30	:30
45	·45 <b>4</b>	·45 <b>4</b>	·45 <b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	<b>5</b> :15	5 :15
:15	:15	:30	:15
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b> :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30 :45	:30	30	30
:45	:45	:45	:45

#### to **SEPTEMBER 21**

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	6 :15	<b>6</b> :15	GOD: Devotion, Church, Bible Study, Faith
:45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
<b>8</b> :15	115	<b>8</b>	Exercise, Hair, Nails, Coffee with
:30	30	:30	Friends, etc
:45	:45	:45	INCOME PRODUCING
<b>9</b> :15	<b>9</b> :15	<b>9</b> :15	ACTIVITY
:30	:30	:30	Booking Appointments
10	:45   <b>10</b>	:45   <b>10</b>	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
11	:45   <b>11</b>	·45	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30 :45	:30	:30	BOOKINGS/ FACES RESULTS
12	12	12	# Booking Held This Week:
:15	:15	:15	# Rookings Novt Wook:
:30 :45	:30 :45	:30	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15	:15	
:45	:30 :45	:30 :45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15	Total Gales This Week.
:45	:45	:45	
3	3	3	40% Profit:
:15	:15	:15	4070110111.
:45	:45	:45	TRACKING MY STAR
4	4	4	
:15	:15	:15 :30	Wholesale Orders This Week:
:45	:45	:45	
<b>5</b> :15	5 :15	<b>5</b> :15	
:30	:10	:30	Amount Needed to Finish Star:
:45	:45	:45	
:15	<b>6</b>  :15	<b>6</b>  :15	
:30	:30	:30	Unit Stars to Date:
:45	:45	:45	
:15	<b>7</b>  :15	<b>7</b>  :15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
:45	:45	:45	Personal Sharing Appts:
:15	:15	:15	1
:30	:30	:30	New Personal Team Members
9	9	·45 <b>9</b>	Team Sharing Appts:
:15	:15	:15	il I
:30	:30	:30	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of SEPTEMBER 22 - SEPTEMBER 28  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> <li>Pull 3 High and 3 Medium from your to do list and transfer them to your daily business &amp; personal to do lists.</li> </ol>

NOTES

# Weekly Plan Sheet from **SEPTEMBER 22**

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

#### to **SEPTEMBER 28**

Thursday, September 26	Friday, September 27	Saturday, September 28	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
<b>6</b> :15	6 :15	<b>6</b> :15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
<b>8</b> :15	115	8 :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
:45	:45	:45	INCOME PRODUCING
<b>9</b> :15	<b>9</b> :15	9 :15	ACTIVITY
:30	:30	:30	Booking Appointments
:45	:45	:45	Coaching Calls Team Phone Calls
:15	<b>10</b>   :15	<b>10</b>	Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
11	:45   <b>11</b>	:45 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30	:30	BOOKINGS/ FACES RESULTS
12	:45   <b>12</b>	:45   <b>12</b>	# Booking Held This Week:
:15	:15	:15	# Deakings Next Week
:30	:30	:30	# Bookings Next Week:
1	1	·45 1	# Faces This Week:
:15	:15	:15	
:45	:30 :45	:30 :45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15	Total Sales Tris Week.
:45	:30 :45	:30 :45	
3	3	3	40% Profit:
:15	:15	:15	40% FIOIII
:45	:45	:30 :45	TRACKING MY STAR
4	4	4	TRACKING IVIT STAK
:15	:15	:15	Wholesale Orders This Week:
:45	:45	:45	
5	5	5	
:15	:15	:15 :30	Amount Needed to Finish Star:
:45	:45	:45	
6	6	6	
:15 :30	:15	:15 :30	Unit Stars to Date:
:45	:45	:45	
7 :15	7 :15	7 :15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
:45	:45	:45	Personal Sharing Appts:
:15	8 1:15	8 :15	1
:30	:30	:30	New Personal Team Members
:45	:45	:45	Team Sharing Apote
<b>9</b> :15	9 :15	9 :15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

NOTES



# MY SUCCESS PLAN

OCTOBER 2024





# OCTOBER 2024

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

# "GOD didn't have time to create a nobody just a somebody." ~ Mary Kay Ash



THURSDAY	FRIDAY	SATURDAY			101	'EM	BEF	{	
3	4	5	S	M	T	W	T	F	S
								1	2
			3	4	5	6	7	8	9
			10 17	11 18	12 19	13 20	14 21	15 22	16 23
			24	25	26	_	28		30
10	11	12			No	ote	9 <i>S:</i>		
47	40	40							
17	18	19							
24	25	26 WINTER Director Early Order Begins							
31 Halloween									



"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:

¢						
Ψ						

	NEW TEAM MEMBERS:	ACTIVE / QUALIFIED?
1		
	3rd Team Member = Bronze Medal	
	4th New Team Member = Silver Medal	
	5th New Team Member = Gold Medal	

SO	parlike neverbefore
	Your wholesale goal here!
	\$600 CONSISTENCY IS KEY!
	- \$400 <b>JULY 2024</b>
	<b>JUNE 2025</b>
	Track Your Wholesale Orders!

Team Producti	on
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:		1
I'm Saving For:	I Need To Profit:	My Retail S	Sales Goal:	
	Ψ	40 = \$		
Ready. Set. GOAL!	Projected Month Totals: 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Averag Retail Goa = # Fac # Faces to	Down:  ge per Facial:  al ÷ Average p  ces To Pamper  Pamper ÷3 g  rties to Hold:	er Facial :: juests/party
3/4 of my Goal! I CAN DO IT!  Halfway There! I CAN DO IT!	Picture of Your Goal!		\$1,500 \$1,200 \$850 \$600 \$6	700 every month Our Queens Ourt of Sales!  850 every month On Target for Princess Court of Sales!  860 every month On Target for Princess Court of Sales!
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	5th!		
A	Month End ActualTotals:		Placed This N	Month: Section 2
Break y goal ir bite si chunk	to 5% Section 2/ Supplies:		JEGUOTI I	Section 2

Total:

# GOLS 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.

#### Sales

You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit on Section 1 Products.

#### **Team Commissions & Bonuses**

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.

#### **Personal Sales**

\$

**Section 1 @ 50%** 

=

#### 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

_			
_			

# 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
<b>Production (Not Including your</b>
Personal Production)

_	

#### **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 <u>intouch.ca</u> for Full Details and Requirements.

#### **MONTH:**

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.

<u>Date</u>	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		+	
		=	

	<b>T</b>		
NACANI	TH OF:		
1016 71 3			

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

#### KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places! Appt Date # of Total 2nd Appt Shared the **New Team** Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member 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)
- Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- 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.

<sup>\*</sup>Avg amounts are estimates. Your results may vary.

#### MY SHARING APPOINTMENTS AT-A-GLANCE

MONTH:	

DETAILED INFO UNDER THE SHARING SECTION

HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!		
NAME:	NAME:	
1.	11.	
2.	12.	
3.	13.	
4.	14.	
5.	15.	
6.	16.	
7.	17.	
8.	18.	
9.	19.	
10.	20.	

NOTES:	

# MY NEW TEAM MEMBERS

START DATE	NAME CELL#	15TH DAY	Contacted my Director to Share About My New Team Member	Entered into Contacts	Added & Shared on Unit/ Team Facebook Group	Attended First Meeting	First Order

# OCTOBER

SUNDAY BRAIN DUMP for the week of SEPTEMBER 29 - OCTOBER 5  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> <li>Pull 3 High and 3 Medium from your to do list and transfer them to your daily business &amp; personal to do lists.</li> </ol>

# Weekly Plan Sheet from **SEPTEMBER 29**

Sunday, September 29	Monday, September 30	Tuesday, October 1	Wednesday, October 2
<b>6</b> :15	<b>6</b> :15	6 :15	<b>6</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b> :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
30	:15	:15	:15
45	:45	:45	:45
9	9	9	9
15	:15	:15	:15
30	:30	:30	:30
45	:45 10	:45 10	·45 10
1 <b>0</b> :15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
<b>11</b> :15	11 :15	11 :15	11
30	:30	:30	:15
45	:45	:45	:45
12	12	12	12
15	:15	:15	:15
30 45	:30 :45	:30	:30 :45
<del>"</del> 1	1	1	1
:15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
<b>2</b> 15	2 :15	2 :15	2 :15
30	:30	:30	:30
45	:45	:45	:45
3	3	3	3
15 30	:15	:15	:15
45	:45	:45	:45
4	4	4	4
15	:15	:15	:15
30	:30	:30	:30
45 =	:45	:45	:45
<b>5</b> 15	<b>5</b> :15	<b>5</b> :15	5 :15
30	:30	:30	:30
45	:45	:45	:45
6	6	6	6
30	:15	:15	:15
45	:45	:45	:45
1	7	7	7
15	:15	:15	:15
30 45	:30 :45	:30 :45	:30 :45
45 B	8	8	8
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
15	9 :15	<b>9</b>  :15	<b>9</b> :15
30	30	:30	:30
45	:45	:45	:45

### to OCTOBER 5

Thursday, October 3	Friday, October 4	Saturday, October 5	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
<b>6</b>	<b>6</b> :15	<b>6</b> :15	GOD: Devotion, Church, Bible Study, Faith
:45	:30	:45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
15 15 15 15 15 15 15 15 15 15 15 15 15 1	<b>8</b> :15	<b>8</b> :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
:45	:45	:45	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:30	:30	:30	Booking Appointments
10	:45	:45	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30 :45	:30 :45	:30	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30 :45	:30	:30 :45	
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:30 :45	:30	:30	
1	1	1	# Faces This Week:
:15	:15	:15	
:45	:45	:45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15	
:45	:45	:45	<u> </u>
:15	<b>3</b> :15	<b>3</b> :15	40% Profit:
:30	:30	:30	
:45	:45	:45	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30	:30	vyriolesale Orders This vveek:
·45 5	:45	:45	l
:15	:15	:15	Amount Needed to Finish Star:
:30	:30	:30	Amount Needed to Finish Star.
6	:45	:45	
:15	:15	:15	Unit Stars to Date:
:30 :45	:30	:30	Unit Stars to Date:
7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY
:30 :45	:30 :45	:30	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:30 :45	:45	:45	1
9	9	9	Team Sharing Appts:
:15	:15	:15	New Team Members:
:45	:45	:45	1.50 rodin Moniboro.

SUNDAY BRAIN DUMP for the week of OCTOBER 6 - OCTOBER 12  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list:
HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

# Weekly Plan Sheet from **OCTOBER 6**

Sunday, October 6	Monday, October 7	Tuesday, October 8	Wednesday, October 9
<b>6</b>	6 :15	<b>6</b> :15	<b>6</b> :15
30	:30	:30	:30
15	:45	:45	:45
	7	7	7
5	:15	:15	:15
5	:45	:45	:45
	8	8	8
5	:15	:15	:15
	:30	:30	:30
i	9	9	9
5	:15	:15	:15
)	:30	:30	:30
5	:45	:45	:45
0	10	10	10
5	:15	:15	:15
5	:45	:45	:45
1	11	11	11
5	:15	:15	:15
0	:30	:30	:30
5	:45	:45	:45
5	12 :15	12 :15	12 :15
<u>.                                    </u>	:30	:30	:30
5	:45	:45	:45
	1	1	1
5	:15	:15	:15
)	:30	:30	:30
5	2	2	2
5	:15	:15	:15
)	:30	:30	:30
5	:45	:45	:45
	3	3	3
5	:15	:15	:15
5	:30	:45	:30
•	4	4	4
5	:15	:15	:15
)	:30	:30	:30
5	:45	:45	:45
5	5 :15	5 :15	5 :15
)	:30	30	:30
5	:45	:45	:45
	6	6	6
5	:15	:15	:15
)	:30	:30	:30
; 	:45	·45 7	:45
<u> </u>	:15	:15	:15
)	:30	:30	:30
5	:45	:45	:45
	8	8	8
5	:15	:15	:15
5	:30	:30	:30
	9	9	9
5	:15	:15	:15
0	:30	:30	:30
15	:45	:45	:45

### to OCTOBER 12

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

SUNDAY BRAIN DUMP for the week of OCTOBER 13 - OCTOBER 19  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list:
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> <li>Pull 3 High and 3 Medium from your to do list and transfer them to your daily business &amp; personal to do lists.</li> </ol>

NOTES

# Weekly Plan Sheet from **OCTOBER 13**

Sunday, October 13	Monday, October 14	Tuesday, October 15	Wednesday, October 16
6 ::15	<b>6</b> :15	6 :15	<b>6</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b> :15	7 :15	7 :15	7 :15
:30	30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:45	:30	:30 :45	:30 :45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
45	45	:45	:45
<b>10</b> ::15	10 :15	10 :15	10 :15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15 :30	:15	:15	:15
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30 :45	30
:45 <b>1</b>	1	1	:45
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b> :15	<b>2</b> :15	2 :15	2 :15
:30	:30	:30	:30
45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:45	:45	:30 :45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
45	:45	:45	:45
<b>.</b> 15	5 :15	<b>5</b> :15	5 :15
30	:30	:30	:30
45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
30	30	:30	30
<sup>:45</sup>	·45 <b>8</b>	·45 <b>8</b>	:45 <b>8</b>
:15	115	:15	115
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15 :30	:15
:45	:45	:45	:45

#### to OCTOBER 19

Thursday, October 17	Friday, October 18	Saturday, October 19	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
<b>6</b> :15	<b>6</b> ::15	<b>6</b> :115	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30	:45	Family Time
7	7	7	Date Night
:15	:15	:15 :30	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	<b>8</b> :15	<b>8</b> :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
:45	:45	:45	INCOME PRODUCING
:15	:15	<b>9</b> ::15	ACTIVITY
:30	:30	:30	Booking Appointments
10	:45	:45	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30 :45	:30 :45	:30 :45	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:30	:45	
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:30 :45	:30	:30	1
1	1	1	# Faces This Week:
:15	:15	:15	
:45	:45	:45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15 :30	
:45	:45	:45	<u> </u>
3 :15	3 :15	3 :15	40% Profit:
:30	:30	:30	
:45	:45	:45	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30	:30	vynolesale Orders This Week.
:45 <b>5</b>	:45	:45 <b>5</b>	l l
:15	:15	:15	Amount Needed to Finish Star:
:30	:30	:30	Amount Needed (U Finish Star.
6	:45	:45	┨┃
:15	:15	:15	Unit Stars to Date:
:30 :45	:30	:30 :45	Unit Stars to Date:
7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY
:45	:30 :45	:45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:30 :45	:45	:45	1
9	9	9	Team Sharing Appts:
:15 :30	:15	:15	New Team Members:
:45	:45	:45	110W TOURI WICHIDOTS.

SUNDAY BRAIN DUMP for the week of OCTOBER 20 - OCTOBER 26  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> <li>Pull 3 High and 3 Medium from your to do list and transfer them to your daily business &amp; personal to do lists.</li> </ol>

NOTES

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

### to OCTOBER 26

Thursday, October 24	Friday, October 25	Saturday, October 26	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 :15	<b>6</b> ::15	<b>6</b> ::15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	:15	:15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
·45 9	:45	:45 <b>9</b>	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:30	:30	:30	Booking Appointments
10	:45	:45	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30 :45	:30	:30 :45	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:30	:45	-
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:45	:30 :45	:30 :45	1
1	1	1	# Faces This Week:
:15	:15	:15	
:45	:45	:45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15 :30	-
:45	:45	:45	<u> </u>
3 :15	3 :15	3 :15	40% Profit:
:30	:30	:30	
:45	:45	:45	TRACKING MY STAR
:15	:15	:15	Wholesole Orders This Wests
:30	:30	:30	Wholesale Orders This Week:
:45 <b>5</b>	:45	:45 <b>5</b>	∥
:15	:15	:15	Amount Needed to Finish Star:
:30	:30	:30	Amount Needed to Finish Star.
·45 <b>6</b>	:45	:45 <b>6</b>	┨┃
:15	:15	:15	Unit Stare to Date:
:30 :45	:30	:30	Unit Stars to Date:
7	7	7	-
:15	:15	:15	SHARING THE OPPORTUNITY
:30 :45	:30	:30 :45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:45	:30 :45	:45	140W   01301101   160111   WIGHING15
9	9	9	Team Sharing Appts:
:15	:15	:15	New Team Members:
:45	:45	:45	I INGW IGAIII MIGIIIDGIS

SUNDAY BRAIN DUMP for the week of OCTOBER 27 - NOVEMBER 2  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list:
<b>HIGH</b> : Has to do with people -or- <b>MEDIUM</b> : Paper or Process that Supports People -or- <b>LOW</b> : Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

# Weekly Plan Sheet from **OCTOBER 27**

Sunday, October 27	Monday, October 28	Tuesday, October 29	Wednesday, October 30
6:15	6 :15	6:15	6 :15
:30	:30	:30	:30
45	:45	:45	:45
<b>7</b> 15	7 :15	7 :15	7 :15
30	:30	:30	:30
45	:45	:45	:45
3	8	8	8
15	:15	:15	:15
45	:30 :45	:30 :45	:30 :45
<u>.                                    </u>	9	9	9
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
<b>10</b> -15	10 :15	10 :15	10 :15
30	30	:30	30
45	:45	:45	:45
11	11	11	11
15 30	:15	:15	:15
45	:45	:45	:45
12	12	12	12
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45 1	.45 1
1 15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
<b>2</b> 15	2 :15	2 :15	2 :15
30	:30	:30	:30
45	:45	:45	:45
3	3	3	3
15	:15	:15	:15
30 45	:45	:30 :45	:30 :45
40	4	4	4
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
<b>5</b> 15	5 :15	<b>5</b>	5 :15
30	30	:30	30
45	:45	:45	:45
6	6	6	6
15	:15	:15	:15
30 45	130	:30	:30 :45
7	7	7	7
15	:15	:15	:15
30	:30	:30	:30
45 B	:45	:45	:45
<b>B</b> 15	<b>8</b> :15	<b>8</b> :15	8 :15
30	30	:30	30
45	:45	:45	:45
)	9	9	9
15	:15	:15	:15
30 45	:45	:30 :45	:30 :45

### to **NOVEMBER 2**

Thursday, October 31	Friday, November 1	Saturday, November 2	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
<b>6</b> ::15	<b>6</b>	<b>6</b>	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
<b>8</b> :15	<b>8</b> :15	:15	Exercise, Hair, Nails, Coffee with
:30	:30 :45	:30	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY Booking Appointments
:45	:45	:45	Coaching Calls
10	10 :15	<b>10</b> :15	Team Phone Calls Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
:45	:45	:45	Sharing the Opportunity
:15	<b>11</b>  :15	11 :15	DOOKINGO/ FAOEO DEGUITO
:30	:30	:30	BOOKINGS/ FACES RESULTS
12	:45 12	:45 12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:45	:30 :45	:45	1
1	1	1	# Faces This Week:
:15	:15	:15 :30	DEDOCNAL GALEG BEGULTO
:45	:45	:45	PERSONAL SALES RESULTS
:15	115	:15	Total Sales This Week:
:30	:30	:30	
3	3	3	
:15	:15	:15	40% Profit:
:30 :45	:30 :45	:30 :45	TDA OLUNO ANY OTA D
4	4	4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:45	:45	:45	
<b>5</b> :15	5 :15	<b>5</b> :15	
:30	:30	:30	Amount Needed to Finish Star:
:45	:45	:45	
:15	<b>6</b>  :15	:15	Linit Chara to Date
:30	:30	:30	Unit Stars to Date:
:45 <b>7</b>	·45 <b>7</b>	7	-
:15	:15	:15	SHARING THE OPPORTUNITY
:30	:30 :45	:45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:45	:45	:45	
<b>9</b> :15	9 :15	<b>9</b> :15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

NOTES



# MY SUCCESS PLAN

**NOVEMBER 2024** 





# NOVEMBER 2024

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

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



THURSDAY	FRIDAY	SATURDAY			DEC	EM	DECEMBER		
	1	2	S	M	T	W	T	F	S
			7	1	2	3	4	5	6
			7 14	8 15	9 16	10 17	11 18	12 19	13 20
			21	22	23		25	26	27
			28	29	30	31			
7	8	9 WINTER Early Order for PCP/Stars Begins			No	ote	95.		
14	15	16 WINTER Official Product Launch							
21	22	23							
28	29 PINK FRIDAY	30 SMALL BUSINESS SATURDAY							



"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 (	<b>SOAL</b>	THIS	MON	TΗ
\$				

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

RETAIL SALES GOAL THIS MONTH:

soa	Plike neverbefore
	Your wholesale goal here!
-	\$600 CONSISTENCY IS KEY!
	IS RE1:
10	\$400 <b>JULY 2024</b>
	ТО
	<b>JUNE 2025</b> \$250
	Trook Vous
	Track Your
	Wholesale Orders!

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

	NEW TEAM MEMBERS:	ACTIVE / QUALIFIED?
1		
	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:		1	
I'm Saving For:	I Need To Profit:	My Retail S	Sales Goal:		
	Ψ	40 = \$			
Ready. Set. GOAL!	Projected Month Totals: 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Averag Retail Goa = # Fac # Faces to	Break It Down:  My Average per Facial: \$  Retail Goal ÷ Average per Fa = # Faces To Pamper:  # Faces to Pamper ÷ 3 guests = # Parties to Hold:		
3/4 of my Goal! I CAN DO IT!  Halfway There! I CAN DO IT!	Picture of Your Goal!		\$1,500 \$1,200 \$850 \$600 \$6	700 every month Our Queens Court of Sales!  850 every month On Target for Princess Court of Sales!  860 every month On Target for Princess Court of Sales!	
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	5th!			
A	Month End ActualTotals:		Placed This N	Month: Section 2	
Break y goal ir bite si chunk	to 5% Section 2/ Supplies:		JEGUOTI I	Section 2	

Total:

# GOLS 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.

#### Sales

You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit on Section 1 Products.

#### **Team Commissions & Bonuses**

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.

#### **Personal Sales**

\$

**Section 1 @ 50%** 

=

#### 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

_			
_			

### 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
<b>Production (Not Including your</b>
Personal Production)

_	

#### **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 <u>intouch.ca</u> for Full Details and Requirements.

#### MONTH:

	$\Lambda$	

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.

<u>Date</u>	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		+	
		=	

	<b>T</b>		
NACANI	TH OF:		
1016 71 3			

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

### KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places! Appt Date # of Total 2nd Appt Shared the **New Team** Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member 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)
- Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- 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.

<sup>\*</sup>Avg amounts are estimates. Your results may vary.

### MY SHARING APPOINTMENTS AT-A-GLANCE

MONTH:	

DETAILED INFO UNDER THE SHARING SECTION

HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!		
NAME:	NAME:	
1.	11.	
2.	12.	
3.	13.	
4.	14.	
5.	15.	
6.	16.	
7.	17.	
8.	18.	
9.	19.	
10.	20.	

NOTES:	

# MY NEW TEAM MEMBERS

START DATE	NAME CELL#	15TH DAY	Contacted my Director to Share About My New Team Member	Entered into Contacts	Added & Shared on Unit/ Team Facebook Group	Attended First Meeting	First Order

# NOVENBER

SUNDAY BRAIN DUMP for the week of NOVEMBER 3 - NOVEMBER 9  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list:
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> <li>Pull 3 High and 3 Medium from your to do list and transfer them to your daily business &amp; personal to do lists.</li> </ol>

# Weekly Plan Sheet from **NOVEMBER 3**

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

# to **NOVEMBER 9**

Thursday, November 7	Friday, November 8	Saturday, November 9	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
<b>6</b> ::15	<b>6</b>	<b>6</b>	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
<b>8</b> :15	:15	<b>8</b> :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	9	·45 <b>9</b>	INCOME PRODUCING
:15	:15	:15	ACTIVITY Booking Appointments
i30 i45	:45	:30 :45	Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15 :30	Facials/ Parties/Virtual Events Customer Follow-Up Calls
:45	:45	:45	Sharing the Opportunity
<b>11</b> :15	:15	<b>11</b>  :15	DOOUTUGO FA OFO DEGULTO
:30	:30	:30	BOOKINGS/ FACES RESULTS
12	:45	:45   <b>12</b>	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:30	:30	:30 :45	1
1	1	1	# Faces This Week:
:15	:15	:15	DEBOONAL ON EO DECUITO
:45	:45	:45	PERSONAL SALES RESULTS
<b>2</b> :15	<b>2</b> :15	2 :15	Total Sales This Week:
:30	:30	:30	1
3	:45	:45 <b>3</b>	
:15	:15	:15	40% Profit:
:30	:30	:30 :45	TDA OLUNIO ANY OTA D
4	4	4	TRACKING MY STAR
:15	:15	:15 :30	Wholesale Orders This Week:
:45	:45	:45	
<b>5</b> :16	<b>5</b> :15	<b>5</b>	
:30	:15	:30	Amount Needed to Finish Star:
:45	:45	:45	4
<b>6</b> :15	:15	<b>6</b> :15	
:30	:30	:30	Unit Stars to Date:
7	:45	·45 7	-
:15	:15	:15	SHARING THE OPPORTUNITY
:30 :45	:45	:30 :45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15 :30	New Personal Team Members
:45	:45	:45	
9 :15	<b>9</b> :15	9 115	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of NOVEMBER 10 - NOVEMBER 16  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> <li>Pull 3 High and 3 Medium from your to do list and transfer them to your daily business &amp; personal to do lists.</li> </ol>

NOTES

# Weekly Plan Sheet from **NOVEMBER 10**

Sunday, November 10	Monday, November 11	Tuesday, November 12	Wednesday, November 13
<b>6</b> :15	<b>6</b> ::15	<b>6</b> :15	<b>6</b>
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15 :30	:15 :30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b> ::15	10 :15	10 :15	10 :15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b> :15	1 :15	1 :15	1 :15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15 :30
145	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
45	·45 <b>4</b>	:45 <b>4</b>	:45 <b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	<b>5</b> :15	5 :15	5 :15
:15	30	130	130
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b> :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30 :45	:30	:30	:30
:45	:45	:45	:45

# to **NOVEMBER 16**

Thursday, November 14	Friday, November 15	Saturday, November 16	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
<b>6</b>	6 :15	<b>6</b>	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	
:45	:45	:45	Mary Kay Time: Meetings, Networking, Training, etc
<b>8</b> :15	8 :15	<b>8</b> :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
:45	:45	:45	INCOME PRODUCING
<b>9</b> :15	9 :15	9 :15	ACTIVITY
:30	:30	:30	Booking Appointments
:45	:45	:45 10	Coaching Calls Team Phone Calls
:15	10 :15	:15	Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
11	·45 11	·45 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30 :45	:30 :45	:30 :45	BOOKINGS/TACES RESULTS
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:45	:30	:30	1
1	1	1	# Faces This Week:
:15	:15	:15	
:30 :45	:30	:30	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15	
:45	:45	:45	il I
3	3	3	40% Profit:
:15	:15	:15	
:45	:45	:45	TRACKING MY STAR
<b>4</b> :15	115	<b>4</b> :15	
:30	:30	:30	Wholesale Orders This Week:
:45	:45	:45	
<b>5</b> ::15	5 :15	5 :15	
:30	:30	:30	Amount Needed to Finish Star:
:45	:45	:45	
:15	<b>6</b> :15	<b>6</b> :15	
:30	:30	:30	Unit Stars to Date:
7	:45	·45 7	
:15	:15	:15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
8	·45 8	·45 8	Personal Sharing Appts:
:15	:15	:15	il I
:30 :45	:30 :45	:30 :45	New Personal Team Members
9	9	9	Team Sharing Appts:
:15	:15	:15	il I
:45	:30	:30	New Team Members:

SUNDAY BRAIN DUMP for the week of NOVEMBER 17 - NOVEMBER 23  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> <li>Pull 3 High and 3 Medium from your to do list and transfer them to your daily business &amp; personal to do lists.</li> </ol>

NOTES

# Weekly Plan Sheet from **NOVEMBER 17**

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

# to **NOVEMBER 23**

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

SUNDAY BRAIN DUMP for the week of NOVEMBER 24 - NOVEMBER 30  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> <li>Pull 3 High and 3 Medium from your to do list and transfer them to your daily business &amp; personal to do lists.</li> </ol>

NOTES

# Weekly Plan Sheet from **NOVEMBER 24**

Sunday, November 24	Monday, November 25	Tuesday, November 26	Wednesday, November 27
<b>6</b> :15	6 115	6 :15	<b>6</b>
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :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
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :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
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
3	·45 3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15 :30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b> ::15	<b>6</b> :15	<b>6</b> :15	<b>6</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	45
<b>9</b> :15	9 :15	9 :15	9 :15
:30	:30	:30	:30
:45	:45	:45	:45

# to **NOVEMBER 30**

Thursday, November 28	Friday, November 29	Saturday, November 30	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
<b>6</b>	<b>6</b> :115	<b>6</b> :115	GOD: Devotion, Church, Bible Study, Faith
:45	:30	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	:15	:15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:30 :45	:30	:30 :45	Booking Appointments Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:45	:45	:45	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	Jan Sarahham A
:15 :30	:15	:15 :30	BOOKINGS/ FACES RESULTS
:45	:45	:45	# Booking Held This Week:
<b>12</b> :15	12 :15	12 :15	# DOOKING HEID THIS WEEK
:30	:30	:30	# Bookings Next Week:
:45	:45	:45	# Faces This Week:
:15	:15	:15	# 1 docs 11113 Wook.
:30	:30	:30	PERSONAL SALES RESULTS
2	2	2	
:15	:15	:15	Total Sales This Week:
:30	:30	:30	
3	3	3	400/ Drofit:
:15	:15	:15	40% Profit:
:45	:45	:45	TRACKING MY STAR
4	4	4	TRACKING WIT STAIN
:15	:15	:15 :30	Wholesale Orders This Week:
:45	:45	:45	
<b>5</b> :15	<b>5</b> :15	<b>5</b> :15	
:30	:30	:30	Amount Needed to Finish Star:
:45	:45	:45	
:15	:15	:15	
:30	:30	:30	Unit Stars to Date:
7	:45	:45	
:15	:15	:15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:30 :45	:45	:45	
9	9	9	Team Sharing Appts:
:15	:15	:15	New Team Members:
:45	:45	:45	Town roam monipole.

NOTES



# MY SUCCESS PLAN

DECEMBER 2024





# DECEMBER 2024

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

# "Expect great things, and great things will happen." ~ Mary Kay Ash

TARI
粉

THURSDAY	FRIDAY	SATURDAY	JANUARY						
5	6	7	S	M	T	W	T	F	S
	O					1	2	3	4
			5	6	7	8	9	10	11
			12	13	14	15	16	17	18
			19	20	21		23	24	25
			26	27	28	29	30	31	
12	13	14			No	ote	95.		
19	20	21 1st Day of Winter							
26 Boxing Day	27	28							



"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

\$400

\$250





### 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?
1		
	3rd Team Member = Bronze Medal	
	4th New Team Member = Silver Medal	
	5th New Team Member = Gold Medal	

soa	Plikeneverbefore
	Your wholesale goal here!
	CONSISTENCY
	\$600 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:		1
I'm Saving For:	I Need To Profit:	My Retail S	Sales Goal:	
	Ψ	40 = \$		
Ready. Set. GOAL!	Projected Month Totals: 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Averag Retail Goa = # Fac # Faces to	Down:  ge per Facial:  al ÷ Average p  ces To Pamper  Pamper ÷3 g  rties to Hold:	er Facial ::  uests/party
3/4 of my Goal! I CAN DO IT!  Halfway There! I CAN DO IT!	Picture of Your Goal!		\$1,500 \$1,200 \$850 \$600 \$6	700 every month Our Queens Court of Sales!  850 every month On Target for Princess Court of Sales!  860 every month On Target for Princess Court of Sales!
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	5th!		
A	Month End ActualTotals:		Placed This N	Month: Section 2
Break y goal ir bite si chunk	to 5% Section 2/ Supplies:		JEGUOTI I	Section 2

Total:

# GOLS 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.

#### Sales

You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit on Section 1 Products.

### **Team Commissions & Bonuses**

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.

### **Personal Sales**

\$

**Section 1 @ 50%** 

=

### 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

_			
_			

# 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
<b>Production (Not Including your</b>
Personal Production)

_	

### **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 <u>intouch.ca</u> for Full Details and Requirements.

### MONTH:

	$\Lambda$	

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.

<u>Date</u>	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		+	
		=	

	<b>T</b>		
NACANI	TH OF:		
1016 71 3			

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

### KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places! Appt Date # of Total 2nd Appt Shared the **New Team** Client's Name & Phone Number Retail Sales Booked Referrals Opportunity Member 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)
- Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- 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.

<sup>\*</sup>Avg amounts are estimates. Your results may vary.

### MY SHARING APPOINTMENTS AT-A-GLANCE

MONTH:	

DETAILED INFO UNDER THE SHARING SECTION

HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!				
NAME:				
11.				
12.				
13.				
14.				
15.				
16.				
17.				
18.				
19.				
20.				

NOTES:	

# MY NEW TEAM MEMBERS

START DATE	NAME CELL#	15TH DAY	Contacted my Director to Share About My New Team Member	Entered into Contacts	Added & Shared on Unit/ Team Facebook Group	Attended First Meeting	First Order

# DECEN/BER

SUNDAY BRAIN DUMP for the week of DECEMBER 1 - DECEMBER 7  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list:
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> <li>Pull 3 High and 3 Medium from your to do list and transfer them to your daily business &amp; personal to do lists.</li> </ol>

Sunday, December 1	Monday, December 2	Tuesday, December 3	Wednesday, December 4
<b>6</b> ::15	<b>6</b> :15	<b>6</b> :15	<b>6</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b> :15	7 :15	7 :15	7 :15
:30	30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15 :30	:15	:15 :30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
10	45 10	:45 10	10
<b>10</b>	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b> :15	<b>11</b> :15	11 :15	11
:19	:30	:30	:15
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:45	:30 :45	:30 :45	:30 :45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b> :15	2 :15	2 :15	2 :15
:30	:30	:30	:30
45	:45	:45	:45
3	3	3	3
30	:15	:15	:15
:45	:30 :45	:45	:45
4	4	4	4
:15	:15	:15	:15
30	:30	:30	:30
r45	:45	:45	:45
<b>5</b> :15	5 :15	<b>5</b> :15	<b>5</b> ::15
30	:30	:30	:30
45	:45	:45	:45
6	6	6	6
:15 :30	:15	:15	:15 :30
45	:45	:45	:45
7	7	7	7
15	:15	:15	:15
30	:30	:30 :45	:30 :45
8	8	8	8
:15	:15	:15	:15
30	:30	:30	:30
:45	:45	:45	:45
9	9 :15	9 :15	9
:15	:30	:30	:15 :30
:45	:45	:45	:45

Thursday, December 5	Friday, December 6	Saturday, December 7	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6::15	<b>6</b>	<b>6</b>	GOD: Devotion, Church, Bible Study, Faith
:30	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
<b>8</b> :15	<b>8</b> :15	:15	Exercise, Hair, Nails, Coffee with
:30	:30 :45	:30 :45	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY Booking Appointments
:45	:45	:45	Coaching Calls
<b>10</b> :15	10 :15	<b>10</b> :15	Team Phone Calls Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
:45 <b>11</b>	:45 <b>11</b>	:45 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30 :45	:30 :45	BOOKINGS/ FACES RESULTS
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:45	:45	:45	1
1:15	1:15	1 :15	# Faces This Week:
:30	:30	:30	PERSONAL SALES RESULTS
:45	:45	·45 <b>2</b>	
:15	:15	:15	Total Sales This Week:
:30	:30	:30 :45	
3	3	3	40% Profit:
:15	:15	:15	40% FIOIIL
:45	:45	:45	TRACKING MY STAR
<b>4</b> :15	115	<b>4</b> :15	
:30	:30	:30	Wholesale Orders This Week:
·45 <b>5</b>	:45 <b>5</b>	·45 5	<b> </b>
:15	:15	:15	Amount Needed to Finish Star:
:30	:30	:30 :45	, another rooted to rinight oldr.
6	6	6	<b> </b>
:15	:15	:15	Unit Stars to Date:
:45	:45	:45	
7:15	7	7 :15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
:45	:45	·45 <b>8</b>	Personal Sharing Appts:
:15	:15	:15	
130	:30 :45	:30 :45	New Personal Team Members
9	9	9	Team Sharing Appts:
:15	:15	:15	New Team Members:
:45	:45	:45	I IVEW IEAIH WEHIDEIS

SUNDAY BRAIN DUMP for the week of DECEMBER 8 - DECEMBER 14  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list:
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> <li>Pull 3 High and 3 Medium from your to do list and transfer them to your daily business &amp; personal to do lists.</li> </ol>

NOTES

Sunday, December 8	Monday, December 9	Tuesday, December 10	Wednesday, December 11
6 ::15	6 :15	<b>6</b>	6 :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b> :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:45	:30 :45	:30 :45	:30 :45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	10 :15	10 :15	10 :15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45 <b>1</b>	<sup>145</sup>	.45 1	·45 1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b> :15	2 :15	2 :15	2 :15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b> :15	<b>5</b> :15	5 :15	5 :15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45 <b>Q</b>	:45	:45 <b>Q</b>	:45
<b>8</b> ::15	8 :15	8 :15	8 :15
:30	:30	30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30

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

SUNDAY BRAIN DUMP for the week of DECEMBER 15 - DECEMBER 21
<ol> <li>This is a master to do list! List everything on your mind, emails to send, errands to do, etc</li> <li>Prioritize your list:</li> </ol>
HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!
3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

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

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

SUNDAY BRAIN DUMP for the week of DECEMBER 22 - DECEMBER 28  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list:
<ol> <li>Prioritize your list:</li> <li>HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!</li> <li>Pull 3 High and 3 Medium from your to do list and transfer them to your daily business &amp; personal to do lists.</li> </ol>

NOTES

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

Thursday, December 26	Friday, December 27	Saturday, December 28	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 :15	<b>6</b> ::15	<b>6</b> :15	GOD: Devotion, Church, Bible Study, Faith
:45	:30	:30 :45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	:15	:15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:45	:30 :45	:30 :45	Booking Appointments Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:45	:45	:45	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	Jan San appear of
:15	:15 :30	:15 :30	BOOKINGS/ FACES RESULTS
:45	:45	:45	# Booking Held This Week:
12 :15	12 :15	12 :15	# DOOKING HEID THIS WEEK
:30	:30	:30	# Bookings Next Week:
:45	:45	:45	# Faces This Week:
:15	:15	:15	# 1 does 11115 VVCCK.
:30	:30	:30	PERSONAL SALES RESULTS
2	2	2	
:15	:15	:15	Total Sales This Week:
:45	:30	:30	
3	3	3	400/ Drofit:
:15	:15	:15	40% Profit:
:45	:45	:45	TRACKING MY STAR
4	4	4	TRACKING WIT STAIN
:15	:15	:15 :30	Wholesale Orders This Week:
:45	:45	:45	
<b>5</b> :15	<b>5</b> :15	<b>5</b> :15	
:30	:30	:30	Amount Needed to Finish Star:
:45	:45	:45	
:15	:15	:15	Heit Oleve to D. t
:30	:30	:30	Unit Stars to Date:
7	:45	:45	
:15	:15	:15	SHARING THE OPPORTUNITY
:30 :45	:30	:30 :45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:45	:45	:45	
9	9	9	Team Sharing Appts:
:15	:15	:15	New Team Members:
:45	:45	:45	

SUNDAY BRAIN DUMP for the week of DECEMBER 29 - JANUARY 4  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
2. Prioritize your list:
<b>HIGH</b> : Has to do with people -or- <b>MEDIUM</b> : Paper or Process that Supports People -or- <b>LOW</b> : Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

NOTES

Sunday, December 29	ber 29 Monday, December 30 Tuesday, December 31		Wednesday, January 1		
<b>6</b> :15	<b>6</b> :15	<b>6</b>	6 :15		
:30	:30	:30	:30		
:45	:45	:45	:45		
7	7	7	7		
:15	:15	:15	:15		
:30 :45	:30	:30 :45	:30 :45		
8	8	8	8		
:15	:15	:15	:15		
:30	:30	:30	:30		
9	9	.45 <b>9</b>	.45 <b>9</b>		
:15	:15	:15	:15		
:30	:30	:30	:30		
:45	:45	:45	:45		
<b>10</b> :15	10 :15	10 :15	10 :15		
:30	:30	130	:30		
:45	:45	:45	:45		
11	11	11	11		
:15	:15	:15	:15		
:30	:30	:30 :45	:30 :45		
12	12	12	12		
:15	:15	:15	:15		
:30	:30	:30	:30		
:45	:45	:45	:45		
<b>1</b> :15	1 :15	1 :15	1 :15		
:30	:30	:30	:30		
:45	:45	:45	:45		
2	2	2	2		
:15	:15	:15	:15 :30		
:45	:45	:45	:45		
3	3	3	3		
:15	:15	:15	:15		
:30	:30	:30	:30		
:45 <b>4</b>	4	:45 <b>4</b>	·45 <b>4</b>		
:15	:15	:15	:15		
:30	:30	:30	:30		
:45	:45	:45	:45		
<b>5</b> :15	5 :15	<b>5</b> :15	<b>5</b> :15		
:30	30	:30	:30		
:45	:45	:45	:45		
6	6	6	6		
:15	:15	:15	:15		
:30	:30 :45	:30 :45	:30 :45		
7	7	7	7		
:15	:15	:15	:15		
:30	:30	:30	:30		
:45	:45	·45 <b>8</b>	·45 <b>8</b>		
<b>8</b> ::15	8 :15	<b>8</b>   :15	:15		
:30	:30	:30	:30		
:45	:45	:45	:45		
9	9	9	9		
:15	:15	:15	:15		
:45	:45	:45	:45		

# to JANUARY 4

Thursday, January 2	Friday, January 3	Saturday, January 4	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
<b>6</b> :15	<b>6</b> ::15	<b>6</b> :115	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30	:30	Family Time
7	7	7	Date Night
:15	:15	:30	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
:15	:15	<b>8</b> :15	Exercise, Hair, Nails, Coffee with
:30	:30	:30	Friends, etc
9	9	9	INCOME PRODUCING
:15	:15	:15	ACTIVITY
:45	:45	:30	Booking Appointments Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events Customer Follow-Up Calls
:45	:45	:45	Sharing the Opportunity
11 :15	<b>11</b> :15	<b>11</b> :15	
:30	:30	:30	BOOKINGS/ FACES RESULTS
12	:45	:45	# Booking Held This Week:
:15	:15	:15	# Dealines Next Week
:30	:30	:30	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15	:15	
:45	:45	:30	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15	:15	:15	
:45	:45	:45	
:15	:15	<b>3</b> ::15	40% Profit:
:30	:30	:30	
4	:45	45	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30 :45	:30 :45	:30	
5	5	5	<u> </u>
:15	:15	:15	Amount Needed to Finish Star:
:45	:45	:45	
6	6 :15	<b>6</b> :15	
:15 :30	:15	:30	Unit Stars to Date:
:45	:45	:45	
:15	<b>7</b>  :15	<b>7</b> ::15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
8	:45	8	Personal Sharing Appts:
:15	:15	:15	
:30 :45	:30	:30	New Personal Team Members
9	9	9	Team Sharing Appts:
:15	:15	:15	il I
:30	:45	:30	New Team Members:

NOTES

# 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 Mailling

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

# April - June 2025 At-A-Glance

### DATES:

April 1: April Fools Day/Q4 Star Qtr Beg	ain	ir	1	n	(	(	!(	Y	١	۹	٩	-	6	1	3			F					•	r	r	r	r	1	ŀ	ł	١	١	)					(	(	(																																																					•	•	•	•							•		•	•			•			•	•	•	•	•	•	•	•																											
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### 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: Canada Day (All Corp Offices Clo	osed)
July 1: 1st Qtr Star Begins	
July 15: FALL/HOLIDAY PCP Enrollment	t begins
July TBA: Elevate Seminar 2025	

		AL	JGUS	ST		
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

	Ç	SEP	TEM	BER		
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

		OC	ТОВ	ER		
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

		NOV	/EME	BER		
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

		DEC	EME	BER		
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



# MY SUCCESS PLAN



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