

2024 Year, at a Glances

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THIS BOOK BELONGS TO:\_\_

2025 Year, at a Glance

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#### SEPTEMBER

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# QUARTER AT A GLANCE



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

							DATES:
SUN	MON	TUES	WED	THURS	FRI	SAT	July 1: Happy New Seminar Year!
	1	2	3	4	5	6	July 1: Canada Day (All Corp Offices Closed)
7	8	9	10	11	12	13	July 1: 1st Qtr Star Begins
14	15	16	17	18	19	20	July 15: FALL/HOLIDAY PCP Enrollment begins
21	22	23	24	25	26	27	July 31 - Aug 2: Elevate Seminar 2024
28	29	30	31				

		Al	JGU	ST			DATES:
SUN	MON	TUES	WED	THURS	FRI	SAT	August 5: Civic Holiday (All Corp Offices Closed)
				1	2	3	August 8: FALL/HOLIDAY PCP Enrollment Deadline August 26: FALL/HOLIDAY Director Early Order
4	5	6	7	8	9	10	August 29: FALL/HOLIDAY Look Book Begins Mailing
11	12	13	14	15	16	17	
18	19	20	21	22	23	24	
25	26	27	28	29	30	31	

SEPTEMBER						DATES:	
		3EP		BEK			Sept 2: Labour Day
SUN	MON	TUES	WED	THURS	FRI	SAT	Sept 5-11: Top Director Trip Maui, Hawaii
1	2	3	4	5	6	7	Sept 11-14: Prestige Trip Kona, Hawaii
0	0	10	44	10	10	4.4	Sept 9: FALL/HOLIDAY Early Order Begins for PCP/Stars
8	9	10	11	12	13	14	Sept 13: Mary Kay 61st Anniversary
15	16	17	18	19	20	21	Sept 15: WINTER PCP Enrollment begins
22	23	24	25	26	27	28	Sept 16: FALL/HOLIDAY Product Launch
00	00						Sept 22: First Day of Fall
29	30						Sept 30: 1st Qtr Star Ends



### October - December 2024 At-A-Glance

OCTOBER								
SUN	SUN MON TUES WED THURS FRI SAT							
		1	2	3	4	5	0	
6	7	8	9	10	11	12	0	
13	14	15	16	17	18	19	0	
20	21	22	23	24	25	26	0	
27	28	29	30	31			0	

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

						DATES:	
NOVEMBER							November 3: Daylight Savings Time Ends
SUN	MON	TUES	WED	THURS	FRI	SAT	November 9: WINTER Early Order Begins for PCP/Stars
					1	2	November 11: Remembrance Day
3	4	5	6	7	8	9	November 16: WINTER Official Product Launch
10	11	12	13	14	15	16	November 29-December 2: PINK Weekend
17	18	19	20	21	22	23	
24	25	26	27	28	29	30	

						DATES:	
DECEMBER						December 2: Cyber Monday	
SUN	MON	TUES	WED	THURS	FRI	SAT	December 15: SPRING PCP Enrollment Begins
1	2	3	4	5	6	7	December 21: 1st Day of Winter
8	9	10	11	12	13	14	December 24: Christmas Eve
15	16	17	18	19	20	21	December 25: Christmas Day
22	23	24	25	26	27	28	December 25-Jan 2 - Hanukkah
			20	LU	L/	LU	December 26: Boxing Day
29	30	31					December 31: 2nd Qtr Star Ends
							December 31: New Year's Eve



# YEAR LONG PERSONAL GOALS

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

\$17,500 Wholesale (\$35,000 Retail) July 1,2024 - June 30, 2025 With every month, fill in the blanks using the example below!

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

Month	Total Personal Retail Sales This Month	Total Amount of Wholesale Orders This Month 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 \$1,000 \$10,500	0-\$2 <sup>500</sup> \$16,500
Next Month:	\$3,000	\$1,500	\$2,500	\$14,000
July				
August				
September				
October				
November				
December				
January				
February				
March				
April				
Мау				
June				
July 1st Totals!				You Can Do It!

	2024-2025   \$17,500 Wholesale (\$ every \$350 in wholesa	35,000 Retail) July 1,	2024 - June 30, 202	5 🔬
\$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
\$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 YOU DID IT!



### SEMINAR 2024 - 2025 Personal 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	JUL	AUG	SEP	ост	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	COMM. EARNED
1																	
2																	
3																	
4																	
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22																	
23																	
24																	

## TRACKING MY CAREER CAR CASH COMPENSATION

Grand Achiever Program							
You have	e the option to	earn cash co	mpensation of up to \$500/month!				
CROSS OUT EACH BOX AS YOU REACH THAT LEVEL OF PRODUCTION	\$500	\$1,000	TO BE ON TARGET: 1. Must be active in A1, A2 or A3 status				
\$1,500	<ol> <li>Have 5 or more Personal Active Team Members</li> </ol>						

\$4,000

\$5,500

\$3,000

\$4,500

\$6,000

\$3,500

\$5,000

You're ON TARGET! Keep Going!!

YOU CAN FINISH THIS IN 1,2,3 OR 4

MONTHS! MOVE OVER TO THE NEXT

PAGE TO CONTINUE TRACKING!

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4. The above must be met EACH month to remain ON-TARGET!

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

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

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

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

Month 2 or Cont. (Must be a minin		Month 3 or Contfrom Month 1 & 2 (Must be a minimum of \$5,000)		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					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
	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 <u>InTouch.ca</u> >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!!!!





Red Gacket Career Path	Red	Jacket	Career	Path
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NEW CONSULTANT

Radiate in Red

- STAR TEAM BUILDER TEAM LEADER
- 3-4 Active Personal Team Members

5-7 Active Personal Team Members

FUTURE SALES DIRECTOR

8+ Active Personal Team Members

GREAT

ACTIVE

Which Red Gacket will you choose?



pic Legacy Team

1	
2	
3	
4	
5	
6	
7	
8	
9	

### All In With 8!



- 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.
  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



# PI ACF THF THF 1ST OTR STAR POSTFR HFRF

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

#### **MY 1ST QTR STAR GOAL TRACKING!**

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

TOTAL STAR GOAL: \_\_\_\_\_

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

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

Divide the above amount by 3: \$\_\_\_\_\_\_3 = \$\_\_\_\_/mo.

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

\$\_\_\_\_\_x 2 = \$\_\_\_\_\_

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

\$\_\_\_\_\_ x .40 = \$\_\_\_\_ Refer to your monthly goal sheet to make a plan and track it!

#### **NEW TEAM MEMBERS:**

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

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

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

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

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

	-						
*****		1 <b>0</b>	TD CT			9,600	PEARL
			TR ST			9,300	_
*****	JULY 1	- SEPTE	<b>MBER 30</b> ,	, 2024		9,000	-
* ***						8,700	_
WEEK OF:	WEEKLY RETAIL	40% PROFIT	WEEKLY WHOLESALE	# QUALIFIED* NEWTEAM	CONTEST	8,400	-
	SALES TOTAL	TOTAL	ORDERS TOTAL	MEMBERS	CREDITS	8,100	
JUL 1 - 6						7,800	
JUL 7- 13						7,400	_
JUL 14 - 20						7,100	_
JUL 21-27						6,600	
JUL 28 - AUG 3						6,300	
AUG 4 - 10						6,000	PEARL
AUG 11 - 17						5,700	
AUG 18 - 24						5,400	-
AUG 25 - 31						5,100	Ā
SEP 1 - 7						4,800	PEARL
SEP 8 - 14						4,500	
SEP 15 - 21						4,200	_
SEP 22-28						3,900	_
SEP 29 - 30						3,600	A
TOTALS	\$	\$	\$	+	=	3,300	
*A qualified n	ew personal t	eam member	is one whose	Independent	Beauty	3,000	DIAMOND
	-		f \$600 in retai			2,700	
postmarked a	and accepted	by the compa	ny within the c	•		2,400	RUBY
			YOU Reach S		Member Once ives you an	2,100	
			additional 600			( 1,800	SAPPHIRE
STAR	LEVEL	AVG RETAIL SA	ALES PER WEEK			1,500	
SAPF	PHIRE	\$3	300				-
RU	BY	\$4	100		\$300 wholesale,	1,200	_
DIAN	IOND	SE	500		re!! Once you hit E STAR, add 600	900	_
EMEF			500		ry new qualified*	600	_
PE/	ARL	\$800 0	r More!!		team member!	300	

Frack Your Way to Start July 1st - September 30th \$100 (\$200 (\$300 (\$400 (\$500 ) \$600 \$700 \$800 \$900 \$1,100 \$1,100 \$1,200 \$1,300 \$1,400 \$1,500 \$1,600 \$1,700 \$1,800 \$1,900 \$2,000 \$2,100 \$2,200 \$2,300 \$2,400 \$2,500 \$2,600 \$2,700 \$2,800 \$2,900 \$3,000 \$3,100 \$\$3,200 \$\$3,300 \$\$3,400 \$\$3,500 \$\$3,600 \$3,700 \$3,800 \$3,900 \$4,000 \$4,100 \$4,200 (\$4,300) (\$4,400) (\$4,500) (\$4,600) (\$4,700) (\$4,800) )hat is Your Goal This Quarter? Color in the Circles as you Track Your Way to Star!



# PI ACF THF THF 2N[]()|K STAR POSTFR HFRF

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

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

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

TOTAL STAR GOAL: \_\_\_\_\_

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

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

Divide the above amount by 3: \$\_\_\_\_\_\_3 = \$\_\_\_\_/mo.

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

\$\_\_\_\_\_x 2 = \$\_\_\_\_\_

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

\$\_\_\_\_\_ x .40 = \$\_\_\_\_ Refer to your monthly goal sheet to make a plan and track it!

#### **NEW TEAM MEMBERS:**

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

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

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

\$600 = \_\_\_NQTM \$\_\_\_ (New Qualified Team Members)

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

								Λ
* * * *							9,600	PEARL
1+++++++++++++++++++++++++++++++++++++	3E A <i>a</i>	2ND U	TR S1	AK!!!			9,300	
** * * * *	OCTORFI	R 1 - NFC	EMBER 3	1 2024			9,000	
* * *				.,			8,700	
WEEK OF:	WEEKLY RETAIL	40% PROFIT	WEEKLY	# QUALIFIED*	CONTEST		8,400	
WEEK UF:	SALES TOTAL	TOTAL	WHOLESALE ORDERS TOTAL	NEWTEAM MEMBERS	CREDITS		8,100	
OCT 1-5							7,800	
OCT 6- 12							7,400	
OCT 13 - 19							7,100	
OCT 20 - 26							6,600	
OCT 27- NOV 2							6,300	٨
NOV 3 - 9							6,000	PEARL
NOV 10 - 16							5,700	
NOV 17 - 23							5,400	
NOV 24 - 30							5,100	٨
DEC 1 - 7							4,800	PEARL
DEC 8 - 14							4,500	
DEC 15 - 21							4,200	
DEC 22 - 28							3,900	
DEC 29-31							3,600	EMERALD
TOTALS	\$	\$	\$	+	=		3,300	
•	•		is one whose	•	•		3,000	DIAMOND
			f \$600 in retail ny within the c				2,700	
				•	Member Once		2,400	RUBY
			YOU Reach S	apphire Star g	ives you an		2,100	
			additional 600	contest credit	points!	(	1,800	SAPPHIRE
STAR L			ALES PER WEEK				1,500	
SAPP			300				1,200	
RUI			100		\$300 wholesale, re!! Once you hit		900	
DIAM			500 500	SAPPHIRE	STAR, add 600		600	
PEA			R MORE!!	with eve	ry new qualified* team member!		300	
1 <i>L</i> /		÷00000						

Frack Your Way to Star October 1st - December 30th \$100 ( \$200 ) \$300 ( \$400 ) \$500 ( \$600 ) (\$700)(\$800)(\$900)(\$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) )hat is Your Goal This Quarter? Color in the Circles as you Track Your Way to Star!

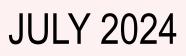
NOTES	

# 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**







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



THURSDAY	FRIDAY	SATURDAY	AUGUST						
4	5	6	S	M	T	W	T	F	S
		Ŭ					1	2	3
			4	5	6	7	8 15	9	10
			11 18	12 19	13 20	14 21	15 22	16 23	17 24
			25	26	27	28	29	30	31
11	12	13			No	ote	<del>)</del> S:		
18	19	20							
25	26	27							



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:	1	N	lonth:		
I'm Saving For:	I Need To Profit:	М	y Retail	Sales Goal:	
	Ψ	.40 =	\$		
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Totals: 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	N R	ly Averag etail Goa = # Fa Faces to	ces To Pam o Pamper ÷	e per Facial
B/4 of my Goal! I CAN DO IT! Halfway There!	Picture of Your Goal!			\$1,700 \$1,500 \$1,200	\$1,700 every month = On Target for Queens Court of Sales!
1/4 of my Goal!	- Idea: Share this with your directo	aud		\$850 \$600 \$400 \$225	= On Target for Princess Court of Sales! \$600 every month = On Target Star Consultant!
I CAN DO IT!	your sister consultants by the 5	ith!	Ordora	) Placed Th	ic Month:
Break you goal into bite size chunks!	Month End ActualTotals: Total Sold: 40% Profit: r 50% Wholesale: 5% Section 2/ Supplies: 5% MK Events/PCP:		Date:	Section 1	IS MONUN: Section 2

Total:

# **GONSCHEQUE 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 Startqualifying\*\* 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 Production (Not Including your 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:

TOTAL:

=

NOTES	

### PERSONAL RETAIL SALES MONTHLY GOAL: \$

### Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax. Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

<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		+	
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23		+	
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26		+	
		=	
27		+	
		=	
27		+	
		=	
29		+	
		=	
30			
31			

PE	RFEC <sup>®</sup>	T START (15 Faces) OR POWER	START	(30 Face	s) TRAC	KING SH	EET
	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
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28							
29							
30							
TOT	TALS OI	FEACH COLUMN FOR THE MONTH:					

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
31							
32							
33							
34							
35							
36							
37							
38							
39							
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## Sharing The Mary Kay Opportunity

### MARY KAY THE 4 P's QUESTIONS

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

- 1. Would you mind telling me a little about yourself? (PICTURE)
- 2. What brings you joy? (PURPOSE)
- 3. Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- 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.

### MY SHARING APPOINTMENTS AT-A-GLANCE DETAILED INFO UNDER THE SHARING SECTION

MONTH:\_\_

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.					

20.

10.

NUTES:		

### 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.....
- 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 JUNE 30

6         6           :15         :15           :30         :30           :45         :45           7         .7           :15         :15           :30         :30           :45         :45           7         .7           :15         :15           :30         :30           :45         :45           8         :15           :30         :30           :45         :15           :30         :30           :45         :15           :30         :30           :45         :15           :30         :30           :45         :16           :10         :10           :15         :30           :30         :30           :45         :11           :15         :30           :30         :30           :45         :45           :12         :12           :15         :30           :30         :30           :45         :15           :30         :30           :45         :		:15       :30       :45       7       :16       :30       :45       8	6 :15 :30 :45 7 :16 :30
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:15     :15       :30     :30       :45     :45       12     :12       :15     :15       :30     :30       :45     :45       1     :15       :30     :30       :45     :15       :30     :30       :45     :45       2     :15       :15     :15		:45	:45
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12     12       :15     :15       :30     :30       :45     1       1     :15       :30     :30       :45     :45       2     2       :15     :15		:30	:30
:15     :15       :30     :30       :45     :45       1     :1       :15     :15       :30     :30       :45     :45       2     :15       :15     :15		:45	:45
30     30       45     45       1     1       :15     :15       :30     :30       :45     :45       2     2       :15     :15		<b>12</b> :15	<b>12</b> :15
1     1       :15     :15       :30     :30       :45     45       2     2       :15     :15		:30	:30
:15     :15       :30     :30       :45     :45 <b>2</b> :15       :15     :15		:45	:45
:30     :30       :45     :45       2     :15		<b>1</b> :15	<b>1</b> :15
<b>2</b> 2 :15 :15		:30	:30
:15 :16		:45	:45
		<b>2</b> :15	<b>2</b> :15
		:10	:10
:45 :45		:45	:45
3 3			3
:15 :15 :30 :30		:15 :30	:15 :30
:45 :45			:45
4 4			4
:15 :15 :30 :30			:15 :30
:45 :45			:45
5 5			5
:15 :15 :30 :30		:15 :30	:15 :30
:45 :45	I	:45	:45
6 6			6
:15 :15 :30 :30		:15 :30	:15 :30
-30 -45 -45	I		:45
7 7			7
:15 :15 :30 :30		:15	:15 :30
·30 :45		s au	
8 8			:45
:15 :15 :30 :30		.45 8	.45 8
:30 :45 :45		:45 8 :15	:45 8 :15
9 9		:45 8 :15 :30	.45 8
:15 :15		45 8 115 130 45 9	45 8 115 130 145
.30 :30 :45 :45		45 8 115 30 45 9	:45 8 :15 :30 :45

### to JULY 6

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

SCHEDULE @	A GLANCE:
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Date: Sunday, June 30 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM 10PM MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOST "A class worth booking is a class worth coaching" - Mary Kay Ash	ESS, FACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establish	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Treat your business as a gift. Give it with love & concern for women - not out of	LLS/TEXTS expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash
1	4
2	5
NOTES/ THOUGHTS	

Million \$ Call: 641.715.3900 44336#

Date: Monday, July 1 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Tuesday, July 2 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Wednesday, July 3 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Date: Thursday, July 4 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY - I	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
				Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, July 5 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
				SHARED MARY KAY WITH:
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Date: Saturday, July 6 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM

MILEAGE TO RECORD:

Designed by Lorraine Bryant

10PM

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

### 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:
  - 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 **JULY 7**

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

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### to JULY 13

Thursday, July 11	Friday, July 12	Saturday, July 13	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6	6	<b>6</b>	GOD: Devotion, Church,
:15	:15	:15	Bible Study, Faith
:30	:30	:30	Family Time
:45	:45	:45	
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:30	:30	:30	
:45	:45	:45	Networking, Training, etc
8	8	8	
:15	:15	:15	Exercise, Hair, Nails, Coffee with
:30 :45	:45	:30 :45	Friends, etc
<b>9</b>	<b>9</b>	<b>9</b>	INCOME PRODUCING
:15	:15	:15	
:30	:30	:30	Booking Appointments
:45	:45	:45	Coaching Calls
10	10	10	Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30	:45	:30	Customer Follow-Up Calls
:45		:45	Sharing the Opportunity
11	11	11	
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30	:30	
·45	:45	:45	# Booking Held This Week:
12	12	12	
:15	:15	:15	
:30 :45	:30 :45	:45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15	:15	PERSONAL SALES RESULTS
:30	:30	:30	
:45	:45	:45	
<b>2</b>	2	2	Total Sales This Week:
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
3	3	3	40% Profit:
:15	:15	:15	40 % F10III.
:30	:30	:30	
:45	:45	:45	TRACKING MY STAR
<b>4</b>	4	<b>4</b>	Wholesale Orders This Week:
:15	:15	:15	
30	:30	:30	Wholesale Orders This week.
:45	:45	:45	·
5	5	5	
:15	:15	:15	Amount Needed to Finish Star:
:30	:30	:30	
:45	:45	:45	
<b>6</b>	6	<b>6</b>	
:15	:15	:15	
:30	:30	:30	Unit Stars to Date:
·45	:45	:45	
7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
:45	:45	:45	
8	8	8 :15	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:30	:30	:30	
:45	:45	:45	Team Sharing Appts:
9	9	9	
:15	:15	:15	
:30	:30	:30	New Team Members:
:45	:45	:45	

SCHEDULE @	A GLANCE:
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Date: Sunday, July 7 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#

5AM: Quiet Time/ Devotion/ Prayer

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
3AIW	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			
Designed by Lorraine Bryant				

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

Million \$ Call: 641.715.3900 44336#

Date: Monday, July 8 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

	5				
9AM	6				
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY	
10AM	1				
	2				
11AM	3				
	4				
12PM	5				
4DM		DETUDN			
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY		
2PM					
3PM					
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:		
5PM					
6PM					
	NEW BOOKINGS:	RETAIL SA	LES TODAY	SHARED MARY KAY WITH:	
7PM				Details in Sharing Section	
0DM					
8PM					
9PM					
JE IVI					
10PM	MILEAGE TO RECORD:				

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

### SCHEDULE @ A GLANCE:

### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Tuesday, July 9 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

### SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY:** NEW BOOKINGS: 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Wednesday, July 10 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:			SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Date: Thursday, July 11 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM

Designed by Lorraine Bryant

9PM

10PM

MILEAGE TO RECORD:

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, July 12 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS	
	1				
7AM	2				
	3				
8AM	4				
	5				
9AM	6				
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY	
10AM	1				
	2				
11AM	3				
	4				
12PM	5				
	6				
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY		
2PM					
3PM					
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:		
5PM					
6PM					
				SHARED MARY KAY WITH:	
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	Details in Sharing Section	
8PM					
9PM					
10PM	MILEAGE TO RECORD:				

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

Date: Saturday, July 13 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#

5AM: Quiet Time/ Devotion/ Prayer

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
UAIVI	1			
7414	2			
7AM	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY - I	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
	NEW CONTACTS/ REFE	RRAIS		/ LOVE NOTES TO:
4PM			THANK TOO	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

## 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	

# Weekly Plan Sheet from JULY 14

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

## to **JULY 20**

Thursday, July 18	Friday, July 19	Saturday, July 20	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
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15 :30	:15 :30	:15 :30	Mary Kay Time: Meetings,
:45 8	:45 8	:45 8	Networking, Training, etc
:15	:15	:15	Exercise, Hair, Nails, Coffee with
:30 :45	:30 :45	:30 :45	Friends, etc
<b>9</b> :15	<b>9</b> :15	<b>9</b> :15	INCOME PRODUCING ACTIVITY
:30	:30	:30	Booking Appointments
:45	:45 10	:45 10	Coaching Calls Team Phone Calls
:15	:15	:15	Facials/ Parties/Virtual Events
:30 :45	:30 :45	:30 :45	Customer Follow-Up Calls Sharing the Opportunity
11	11	11	
:15 :30	:15 :30	:15 :30	BOOKINGS/ FACES RESULTS
·45 12	:45 12	:45 12	# Booking Held This Week:
:15	:15	:15	
:30 :45	:30	:30 :45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15 :30	:15 :30	:15 :30	
:45	:45	:45	PERSONAL SALES RESULTS
<b>2</b> :15	2 :15	2 :15	Total Sales This Week:
:30 :45	:30 :45	:45	
3	3	3	40% Profit:
:15 :30	:15 :30	:15 :30	40% F10III
:45	:45	:45	TRACKING MY STAR
<b>4</b> :15	4 :15	<b>4</b> :15	Wholesale Orders This Week:
:30	:30	:30	Wholesale Orders This Week.
<sup>:45</sup> 5	:45 5	:45 5	
:15	:15	:15	Amount Needed to Finish Star:
:30 :45	:30 :45	:30 :45	
<b>6</b> :15	6 :15	<b>6</b> :15	
:30	:30	:30	Unit Stars to Date:
:45 7	:45 7	:45	
:15	:15	:15	SHARING THE OPPORTUNITY
:30 :45	:30 :45	:30 :45	RESULTS
8	8	8	Personal Sharing Appts:
:15 :30	:15 :30	:15 :30	New Personal Team Members
:45	:45	:45	Team Sharing Appts:
<b>9</b> :15	9 :15	<b>9</b> :15	
:30	:30 :45	:30	New Team Members:
:45	.40	:45	

Date: Sunday, July 14 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM

MILEAGE TO RECORD:

Designed by Lorraine Bryant

10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Monday, July 15 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Tuesday, July 16 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

## 60M

	1			
7414	2			
7AM	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY			
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
	NEW BOOKINGS:		LES TODAY:	SHARED MARY KAY WITH:
7PM	NEW BOOKINGS.	RETAIL SP	LES TODAT.	Details in Sharing Section
8PM				
9PM				
10PM Designed by Lorraine Bryant	MILEAGE TO RECORD:			
Doorghou by Lonand Dryant				

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

Million \$ Call: 641.715.3900 44336#

Date: Wednesday, July 17 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:			SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

7PM

8PM

9PM

10PM

### 1 J 1 1

Million \$ Call: 641.71 6AM

SCHEDULE @ A GLANCE:	Date: Thursd	av Julv	18	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour your impossible dream & fulfilling your tota	count! Make every minute	count! And don's stop until	you have exercised your full potential, realizing
Million \$ Call: 641.715.3900 44336#				MARY KAY BUSINESS
6AM			DU TUDAT -	WART NAT DUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTAN	NT THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAR	KE/ RETURN	ERRANDS T	O DO TODAY
2PM				
	_			
3PM	_			
4PM	NEW CONTACTS/ RE	FERRALS	THANK YOU	/ LOVE NOTES TO:
5PM	_			
	_			
6PM	_			
		DETAIL		
	NEW BOOKINGS:	RETAIL S	ALES TODAY:	SHARED MARY KAY WITH:

Details in Sharing Section

Designed by Lorraine Bryant

MILEAGE TO RECORD:

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, July 19 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
7004	2			
7AM	3			
QAM	4			
8AM	5			
9AM	6			
9AIN	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Date: Saturday, July 20 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#

5AM: Quiet Time/ Devotion/ Prayer

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY - I	MARY KAY BUSINESS
OAIVI	1			
7414	2			
7AM	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY - I	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
4F IVI				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOST "A class worth booking is a class worth coaching" - Mary Kay Ash	ESS, FACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establish	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Treat your business as a gift. Give it with love & concern for women - not out of	LLS/TEXTS expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash
1	4
2	5
NOTES/ THOUGHTS	

## SUNDAY BRAIN DUMP for the week of JULY 21 - JULY 27

- 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 JULY 21

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

## to **JULY 27**

a     a     a     b <th>Thursday, July 25</th> <th>Friday, July 26</th> <th>Saturday, July 27</th> <th>PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!</th>	Thursday, July 25	Friday, July 26	Saturday, July 27	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
aaaafamily time7777Date Night115110Date Night115110May Kay Time Meeings, Networking, Training, etcNetworking, Training, etc1151101Exretice, Hinh Nais, Coffee with Friends, etc1151101Exretice, Hinh Nais, Coffee with Friends, etc1151010Exretice, Hinh Nais, Coffee with 	<b>6</b> :15			
7     7     7       8     8       8     8       8     8       8     8       8     8       8     8       9     8       9     9 <t< td=""><td>:45</td><td></td><td></td><td>Family Time</td></t<>	:45			Family Time
***     **     ***     Mark Set The Meetings. Networking. Training. etc.       **     **     **     **       ** <td>7</td> <td></td> <td>7</td> <td>Date Night</td>	7		7	Date Night
B     B     B       1     1     1       2     2     3       3     3       3 <td>:30</td> <td></td> <td></td> <td>Mary Kay Time: Meetings,</td>	:30			Mary Kay Time: Meetings,
B     B <td>:45</td> <td></td> <td></td> <td>Networking, Training, etc</td>	:45			Networking, Training, etc
aaaAAaa </td <td>:15</td> <td>:15</td> <td>:15</td> <td></td>	:15	:15	:15	
aaabbaaaaBoking Apointments Calis Facials/ Paries/Virtual Events Custmer Follow-Up Calis Facials/ Paries/Virtual Events Custmer Follow-Up Calis Sharing the CoportunityFacials/ Paries/Virtual Events 	:45			
nnn	<b>9</b> :15	· ·		
10         10         10         Team Prione Calls           13         10	:30	:30	:30	Booking Appointments
AndAndCustomer Follow-Up Calls Shring the Opportunity111111111111121212141414151616161616171212181616191616101116111112121316161411516161616161716161816161916161016161116161216161316161416161516171616181616191616191616191616191616191616191616191616191616191616191616191616<	<sup>:45</sup> 10			
48 $48$ $48$ $58$ Sharing the Opportunity111111516161616168412121241212124151556816168417114181614191616410114111141616164171616161816161619161616101616161116161612222131616141616151616161616171616181616191616101616101616111616121616131616141616151616161616161617161618161916161916161916161916161916161916 </td <td>:15</td> <td>:15</td> <td>:15</td> <td>Facials/ Parties/Virtual Events</td>	:15	:15	:15	Facials/ Parties/Virtual Events
11     11     11     11       13     13     14     14       13     13     14     14       14     14     12     12       15     15     15     14       14     16     15     14       15     15     14     14       16     15     14     14       16     16     14     14       16     16     14     14       16     16     16     14       16     16     16     14       16     16     16     14       16     16     16     14       16     16     16     14       16     16     16     16       16     16     16     16       16     16     16     16       17     16     16     16       18     16     16     16       19     16     16     16       16     16     16     16       16     16     16     16       16     16     16     16       16     16     16     16       16     16     16     16 <td>:45</td> <td></td> <td></td> <td>Sharing the Opportunity</td>	:45			Sharing the Opportunity
39         9         9         900KINGS/ FACES RESULTS           46 <td>11</td> <td></td> <td></td> <td></td>	11			
12         12         12         # Booking Held This Week:	:30			BOOKINGS/ FACES RESULTS
financefinancefinancefinancefinancefinanceaaa <td>:45</td> <td></td> <td></td> <td># Booking Held This Week:</td>	:45			# Booking Held This Week:
signs	:15	:15	:15	# Bookings Nevt Week
16161616303030303130303022101030303040% Profit444040% Profit40% Profit3030303030303040% Profit30303040% Profit31303030444445404046404474044840449404404044040441555555555566666777777777777888888889999999915151515151515151615171518161916191619161016101610161116121613161416 <td></td> <td></td> <td></td> <td></td>				
and and and and 	1			# Faces This Week:
454546Total Sales This Week:22333333340% Profit:333340% Profit:333340% Profit:333340% Profit:33340% Profit:40% Profit:444444444444444433344444444444445556555655566666666666667777777777777777666666777777777777788888999999999999999999999 <td>:15 :30</td> <td></td> <td></td> <td>PERSONAL SALES RESULTS</td>	:15 :30			PERSONAL SALES RESULTS
is         is         is         it           30         30         30         40 </td <td>:45</td> <td></td> <td></td> <td></td>	:45			
#5       45       45       40% Profit:         3       3       40% Profit:       40% Profit:         40       40       40% Profit:	:15			Total Sales This Week:
3         3         40% Profit:           15         15         15           30         30         30           45         45         46           4         4         4           15         15         15           30         30         30         16           15         15         16         16           30         30         30         30           45         45         46         46           5         5         5         46         46           5         5         5         40% Profit:         40% Profit:           44         4         4         40%         40%           5         5         5         5         5           5         5         5         6         6           6         6         6         6         6           5         15         15         16         16         16           6         6         6         6         6         16         16           6         15         16         6         6         16         16         16	:30			
NoteNoteNoteNoteAndAn </td <td>3</td> <td>3</td> <td>3</td> <td>40% Profit</td>	3	3	3	40% Profit
4         4         1           15         15         15           0         30         30         40           46         46         46         46           5         5         5         5         6           15         15         15         4000000000000000000000000000000000000				
fs1516Molesale Orders This Week:303030304545454655563030304045454545464545455566666151515303030104545451045454510777151515303030154545451545454588815151530303045454546453047151530303046454715153030304645471546454715484549454945404541454245434544454545464547454845494549454945494549454945494549	:45			TRACKING MY STAR
a0a0a0a04445465555155a0303045456666151515a0303045515a03030454515a03030454545a030304545457777775776776888830303030304545869999303130313032303330344535303630363037303030313031303230333034303530363037303830 <td< td=""><td><b>4</b> :15</td><td></td><td></td><td>Wholesale Orders This Week</td></td<>	<b>4</b> :15			Wholesale Orders This Week
5561515302020304545456661515152020302120302320302445452526526772772630302772830293020302030215152264523715236302454525152630275288299303030303030315303264533745345	:30			Wholesale Orders This Week.
30       30       30       Amount Needed to Finish Star:         45       45       45	5			
45454545666115151513030301464545177771515151303030145454513030914545151303091454545116151513030301454510153030301045454510454545104545451046454510474545154645151546151515461515154615151546151515461515154715151548151515491515154115151541151515421515154315151544151515451515154615151547151515 <td>:15</td> <td></td> <td></td> <td>Amount Needed to Finish Star:</td>	:15			Amount Needed to Finish Star:
15       15       15       115       115       111<	:45			
3030Unit Stars to Date:	<b>6</b> :15			
7         7         7         7           15         15         15         SHARING THE OPPORTUNITY RESULTS         SHARING THE OPPORTUNITY RESULTS           30         30         30         30         Personal Sharing Appts:           15         15         15         New Personal Team Members           15         30         30         Team Sharing Appts:           15         30         30         New Personal Team Members           15         15         15         New Team Members           15         15         30         30         New Team Members           15         15         30         30         New Team Members           15         30         30         New Team Members	:30	:30	:30	Unit Stars to Date:
1515SHARING THE OPPORTUNITY RESULTS303030Results454545Results151515Results303030Results454530Results4545ResultsResults991515303015Results151515Results151515Results303030Results151515Results303030Results	:45 7			
454545Personal Sharing Appts:881515151515163030300454545159991515151515303030161515151630303030	:15	:15	:15	
Information         Information	:30 :45			
303030Mew Personal Team Members_4545459999151515303030	8	-		Personal Sharing Appts:
9         9         9         Performance         Team Sharing Appts:           15         15         15         15         16           30         30         30         30         30         10         New Team Members:	:30			New Personal Team Members
15     15       30     30       30     30	:45 9			Team Sharing Appts:
	:15	:15	:15	
.40	:30 :45	:30 :45	:30 :45	New leam Members:

Date: Sunday, July 21 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#

5AM: Quiet Time/ Devotion/ Prayer

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
OAIVI	1			
7014	2			
7AM	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7014	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
7PM				Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			
Designed by Lorraine Bryant				

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

Million \$ Call: 641.715.3900 44336#

Date: Monday, July 22 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

### SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Tuesday, July 23 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

I I	6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
7AM       3         8AM       4         8AM       5         9AM       6         9AM       1         10AM       2         10AM       3         11A       2         12PM       3         4       5         66       3         11AM       4         12PM       5         66       5         12PM       5         64       5         12PM       6         2PM       6         2PM       6         2PM       6         3PM       6 </th <th>OAM</th> <th>1</th> <th></th> <th></th> <th></th>	OAM	1			
38AM4559AM6SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY10AM12211AM312PM412PM61PM61PMPHONE CALLS TO MAKE/ RETURNERRANDS TO DO TODAY2PM-2PM-3PM3PM4PMNEW CONTACTS/ REFERALSTHANK YOU/ LOVE NOTES TO:5PM6PM7PMNEW BOOKINGS:RETAILS TODAY8PMNEW BOOKINGS:RETAILS TODAY8PM <td< th=""><th>7ΔΜ</th><th>2</th><th></th><th></th><th></th></td<>	7ΔΜ	2			
8AM     5       9AM     6       9AM     SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY       10AM     1       2     2       11AM     3       12PM     6       12PM     5       6     5       12PM     6       2PM     1       2PM     1       2PM     1       2PM     1       2PM     1       3PM     1       4PM     NEW CONTACTS/ REFERALS       5PM     1       6PM     1       6PM     1       7PM     IMW BOOKINGS:       8PM     1       8PM     1       8PM     1       8PM     1		3			
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94M       SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY         10AM       1         1       2         11AM       3         12PM       5         6       5         1PM       PHONE CALLS TO MAKE/ RETURN       ERRANDS TO DO TODAY         2PM       PHONE CALLS TO MAKE/ RETURN       ERRANDS TO DO TODAY         3PM       PHONE CALLS TO MAKE/ RETURN       ERRANDS TO DO TODAY         3PM       NEW CONTACTS/ REFERRALS       THANK YOU/ LOVE NOTES TO:         3PM       NEW CONTACTS/ REFERRALS       THANK YOU/ LOVE NOTES TO:         3PM       NEW BOOKINGS:       RETAIL SALES TODAY         3PM       NEW BOOKINGS:       RETAIL SALES TODAY:         3PM       NEW BOOKINGS:       SHARED MARY KAY WITH:         3PM       Internet       Internet         3PM       Internet       Internet<		5			
SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY         10AM       1         1       2         11AM       3         12PM       4         5       5         1PM       PHONE CALLS TO MAKE/ RETURN       ERRANDS TO DO TODAY         2PM       PHONE CALLS TO MAKE/ RETURN       ERRANDS TO DO TODAY         3PM	9AM	6			
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6         1PM         9         1PM         2PM         2PM         3PM         4PM         4PM         NEW CONTACTS/ REFERALS         1         5PM         6         1 <t< th=""><th></th><th>4</th><th></th><th></th><th></th></t<>		4			
1PM       PHONE CALLS TO MAKE/ RETURN       ERRANDS TO DO TODAY         2PM	12PM	5			
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New Contacts/REFERALSImage: Contact of the sector of the sec	1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY		O DO TODAY	
New Contacts/REFERALSImage: Contact of the sector of the sec					
4PM       NEW CONTACTS/ REFERALS       THANK YOU/ LOVE NOTES TO:         5PM	2PM				
4PM       NEW CONTACTS/ REFERALS       THANK YOU/ LOVE NOTES TO:         5PM					
SPM	3PM				
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6PM     Image: Constraint of the second					
NEW BOOKINGS:       RETAIL SALES TODAY:       SHARED MARY KAY WITH: Details in Sharing Section         8PM       Image: Comparison of the section of the secti	5PM				
NEW BOOKINGS:       RETAIL SALES TODAY:       SHARED MARY KAY WITH: Details in Sharing Section         8PM       Image: Comparison of the section of the secti					
7PM     Interview     Interview     Details in Sharing Section       8PM	6PM				
N     Details in Sharing Section       8PM     Image: Comparison of the section of t	7014	NEW BOOKINGS:	RETAIL SA	LES TODAY:	
	/PM				Details in Sharing Section
	8DM				
9PM					
	9PM				
10PM MILEAGE TO RECORD:	10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Wednesday, July 24 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
0/101	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS TO DO TODAY	
2PM				
3PM				
			THANKAYOU	
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
				Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Date: Thursday, July 25 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY	
2PM				
3PM				
			THANKAYOU	
4PM	NEW CONTACTS/ REFERRALS THANK YOU/		/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
				Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			
Designed by Lorraine Bryant				

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, July 26 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Date: Saturday, July 27 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#

5AM: Quiet Time/ Devotion/ Prayer

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
				SHARED MARY KAY WITH:
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

## 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.....
- 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 JULY 28

Sunday, July 28	Monday, July 29	Tuesday, July 30	Wednesday, July 31
<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
<b>8</b> :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30 :45	:30	:45	:30 :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 <b>2</b>	:45 <b>2</b>	:45 2	:45 2
:15	:15	:15	:15
:30	:30	:30	:30
:45 3	3	:45 <b>3</b>	:45 3
:15	:15	:15	3 :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b> :15	<b>4</b> :15	<b>4</b> :15	4 :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
<b>6</b> :15	<b>6</b> :15	6 :15	<b>6</b> :15
:15	:15	:30	:15
:45	:45	:45	:45
7	7	7	7
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
8	8	8	8
:15	:15 :30	:15 :30	:15 :30
:30 :45	:45	:45	:30
9	9	9	9
:15	:15	:15	:15
:30 :45	:30 :45	:30	:30 :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> :15	6 :15	6 :15	GOD: Devotion, Church, Bible Study, Faith	
:30 :45	:30	:30 :45	Family Time	
7	7	7	Date Night	
:15 :30	:15 :30	:15 :30	Mary Kay Time: Meetings,	
:45	:45	:45	Networking, Training, etc	
8 :15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with	
:30	:30	:30	Friends, etc	
:45	:45	:45	INCOME PRODUCING	
<b>9</b> :15	9 :15	<b>9</b> :15	ACTIVITY	
:30	:30	:30	Booking Appointments	
:45 10	:45 10	:45 10	Coaching Calls Team Phone Calls	
:15	:15	:15	Facials/ Parties/Virtual Events	
:30 :45	:30 :45	:30 :45	Customer Follow-Up Calls Sharing the Opportunity	
11	11	11		
:15	:15	:15	BOOKINGS/ FACES RESULTS	
:45	:30 :45	:30 :45	-	
12	12	12	# Booking Held This Week:	
:15 :30	:15 :30	:15 :30	# Bookings Next Week:	
:45	:45	:45	-	
1	1	1	# Faces This Week:	
:15 :30	:15 :30	:15 :30	PERSONAL SALES RESULTS	
:45	:45	:45	PERSONAL SALES RESULTS	
2 :15	2 :15	2 :15	Total Sales This Week:	
:30	:30	:30	-	
:45	:45	:45		
<b>3</b> :15	3 :15	3 :15	40% Profit:	
:30	:30	:30		
:45 <b>4</b>	:45 4	:45 4	TRACKING MY STAR	
:15	:15	:15	Wholesale Orders This Week:	
:30 :45	:30	:30 :45	_	
5	5	5		
:15	:15	:15	Amount Needed to Finish Star:	
:30	:30 :45	:30 :45	-	
6	6	6	1	
:15 :30	:15 :30	:15 :30	Unit Stars to Date:	
:45	:45	:45	- I	
7	7	7		
:15 :30	:15 :30	:15 :30	SHARING THE OPPORTUNITY RESULTS	
:45	:45	:45	-	
8 :15	8 :15	8 :15	Personal Sharing Appts:	
:30	:30	:30	New Personal Team Members	
:45	:45	:45	Team Sharing Appts:	
<b>9</b> :15	9 :15	<b>9</b> :15	Team Sharing Appts:	
:30	:30	:30	New Team Members:	
:45	:45	:45		

Date: Sunday, July 28 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#

5AM: Quiet Time/ Devotion/ Prayer

	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
	2			
7AM	3			
QAM	4			
8AM	5			
9AM	6			
JAIN	SIX MOST IMPORTANT	THINGS TO	DO TODAY - I	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY		O DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS			/ LOVE NOTES TO:
5PM				
JF IVI				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Monday, July 29 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
7AM	2			
	3			
8AM	4			
OAIM	5			
9AM	6			
JAIN	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Tuesday, July 30 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
7484	2			
7AM	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
	NEW CONTACTS/ REFE			/LOVE NOTES TO:
4PM	NEW CONTACTS/ REFE		THANK TOO	LOVE NOTES TO.
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641,715,3900 44336#

Date: Wednesday, July 31 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TO		O DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7014	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
7PM				Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Thursday, August 1 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
0,101	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY		O DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7РМ	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, August 2 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641./15.3900 44336#	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS					
6AM	1					
7414	2					
7AM	3					
0.114	4					
8AM	5					
	6					
9AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY - I	PERSONAL/ FAMILY		
10.4 M	1					
10AM	2					
11AM	3					
TAM	4					
12PM	5					
	6					
1PM	PHONE CALLS TO MAKE/			O DO TODAY		
	FIIONE CALLS TO WARE/		ERRAINDS I	U DU TUDAT		
2PM						
3PM						
4PM	NEW CONTACTS/ REFERRALS THANK YOU/ LOVE NOTES TO					
5PM						
6PM						
7PM	NEW BOOKINGS:	RETAIL SA	SHARED MARY KAY WITH: Details in Sharing Section			
8PM						
9PM						
10PM	MILEAGE TO RECORD:					

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

Date: Saturday, August 3 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

NOTES	





# **MY SUCCESS PLAN**







SUNDAY	MONDAY	TUESDAY	WEDNESDAY
4	5 Civic Holiday (All Corp Offices Closed)	6	7
11	12	13	14
18	19	20	21
25	<b>26</b> 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	S	M	T	W	T	F	S
	Seminar		1 8	2 9	3 10	4	5 12	6 13	7 14
Lievale	Seminar		0 15	9 16	17	18	12	20	21
			22	23	24	25	26	27	28
			29	30					
8 Fall/Holiday PCP Enrollment Deadline	9	10	·		N	ote	es:	r	
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:					
Soarlike neverbefore				rd Team Member = Bronze Medal					
Your wholesale goal here!	DATE:	TEAM WHOLESALE PRODUCTION	4	th New Team Member = Silver Medal					
\$600 CONSISTENCY	5TH		5	th New Team Member = Gold Medal					
IS KEY!	10TH								
	15TH								
<b>JUNE 2025</b>	20TH								
	25TH								
Track Your Wholesale Orders!	30TH								
Wholesale Orders:	FINISHED WITH:								
PERSONAL & SEMINAR GOALS	BEGINNING O	F THE MONTH:	EN	D 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:	f Personal Sharing: # of Qualified on 1st:		# Qualified Total:						
Car Cash Compensation Production:	sh Compensation Production: On the 1st:		On	the Last Day:					
Team Member Goal: # of Team Me		bers on 1st:	# of	f 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:	1	N	lonth:			
I'm Saving For:	I Need To Profit:	М	y Retail	Sales Goal:		
	Ψ	.40 =	\$			
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Totals: 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	N R	Break It Down: My Average per Facial: \$ Retail Goal ÷ Average per Facial = # Faces To Pamper: # Faces to Pamper ÷ 3 guests/par = # Parties to Hold:			
B/4 of my Goal! I CAN DO IT! Halfway There!	Picture of Your Goal!			\$1,700 \$1,500 \$1,200	\$1,700 every month = On Target for Queens Court of Sales!	
1/4 of my Goal!	- Idea: Share this with your directo	aud		\$850 \$600 \$400 \$225	= On Target for Princess Court of Sales! \$600 every month = On Target Star Consultant!	
I CAN DO IT!	your sister consultants by the 5	ith!	Ordora	) Placed Th	ic Month:	
Break you goal into bite size chunks!	Month End ActualTotals: Total Sold: 40% Profit: r 50% Wholesale: 5% Section 2/ Supplies: 5% MK Events/PCP:		Date:	Section 1	IS MONUN: Section 2	

Total:

# **GONSCHEQUE 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 Startqualifying\*\* 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 Production (Not Including your 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:

TOTAL:

=

NOTES	

### PERSONAL RETAIL SALES MONTHLY GOAL: \$

#### Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax. Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

<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			

PE	PERFECT START (15 Faces) OR POWER START (30 Faces) TRACKING SHEET							
	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member	
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								
11								
12								
13								
14								
15								
16								
17								
18								
19								
20								
21								
22								
23								
24								
25								
26								
27								
28								
29								
30								
TOT	TALS OI	FEACH COLUMN FOR THE MONTH:						

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
31							
32							
33							
34							
35							
36							
37							
38							
39							
40							
41							
42							
43							
44							
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57							
58							
59							
60							

# Sharing The Mary Kay Opportunity

## MARY KAY THE 4 P's QUESTIONS

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

- 1. Would you mind telling me a little about yourself? (PICTURE)
- 2. What brings you joy? (PURPOSE)
- 3. Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- 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.

# MY SHARING APPOINTMENTS AT-A-GLANCE DETAILED INFO UNDER THE SHARING SECTION

MONTH:\_\_

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.				

20.

10.

NUTES:		

# 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
<b>6</b>	<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 45	:30 :45	:30 :45	:30 :45
3	8	8	8
15	:15	:15	:15
30	:30	:30	:30
15	:45 9	:45 9	:45
<b>)</b> 15	:15	:15	<b>9</b> :15
30	:30	:30	:30
45	:45	:45	:45
0	10	10	10
30	:15 :30	:15 :30	:15 :30
15	:45	:45	:45
1	11	11	11
15	:15	:15	:15
30 45	:30 :45	:30 :45	:30 :45
12	12	12	12
15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
l 15	:15	1 :15	1 :15
30	:30	:30	:30
45	:45	:45	:45
2	2	2	2
30	:15 :30	:15 :30	:15 :30
45	:45	:45	:45
3	3	3	3
15	:15	:15	:15
45	:30 :45	:30 :45	:30 :45
••	4	4	4
15	:15	:15	:15
30	:30	:30	:30
15	:45	:45	:45
15	5 :15	5 :15	5 :15
30	:30	:30	:30
15	:45	:45	:45
3	6	6	6
30	:15 :30	:15 :30	:15 :30
15	:45	:45	:45
,	7	7	7
15	:15	:15	:15
30	:30	:30	:30
45 }	:45 8	:45 8	:45 <b>8</b>
15	· · · · · · · · · · · · · · · · · · ·	0 :15	:15
10	:30	:30	:30
45	:45	:45	:45
15	9	9	9
30	:15 :30	:15 :30	:15 :30
45	:45	:45	:45

## 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	<b>6</b> :15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30	Family Time
7	7	7	Date Night
:15 :30	:15 :30	:15 :30	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
:45	:30 :45	:30 :45	Friends, etc
9	9	9	
:15 :30	:15 :30	:15 :30	ACTIVITY Booking Appointments
:45	:45	:45	Coaching Calls
10 :15	10 :15	10 :15	Team Phone Calls Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
:45	:45	:45 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30 :45	:30 :45	:30 :45	-
<b>12</b> :15	12 :15	<b>12</b> :15	# Booking Held This Week:
:30	:30	:30	# Bookings Next Week:
:45	:45 1	:45	# Faces This Week:
:15	:15	:15	
:30 :45	:30	:30 :45	PERSONAL SALES RESULTS
2	2	2	Total Sales This Week:
:15 :30	:15 :30	:15 :30	
:45	:45	:45	
<b>3</b> :15	<b>3</b> :15	3 :15	40% Profit:
-30	:30	:30	
:45 <b>4</b>	:45 <b>4</b>	:45 <b>4</b>	_ TRACKING MY STAR
:15 :30	:15 :30	:15 :30	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 6	:45 6	:45 6	
:15	:15	:15	Unit Stars to Date:
:30 :45	:30	:30	
7	7	7	
:15 :30	:15 :30	:15 :30	SHARING THE OPPORTUNITY RESULTS
:45	:45	:45	Personal Sharing Appts:
<b>8</b> :15	<b>8</b> :15	<b>8</b> :15	
:30	:30	:30	New Personal Team Members
:45 9	:45 9	:45 9	Team Sharing Appts:
:15	:15	:15	
:30 :45	:30 :45	:30 :45	New Team Members:

Date: Sunday, August 4 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#

5AM: Quiet Time/ Devotion/ Prayer

CANA	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY	
2PM				
3PM				
			THANKAYOU	
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
CDM				
5PM				
6PM				
UF IVI				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Monday, August 5 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

10PM	MILEAGE TO RECORD:			
9PM				
004				
8PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
6PM				
2014				
5PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
3PM				
2PM				
0014				
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
	6			
12PM	5			
	4			
11AM	3			
10AM	2			
10.111		1111103 10	DU TUDAT -	
9AM	° SIX MOST IMPORTANT			
	5			
8AM	4			
	3			
7AM	2			
OAIM	1			
6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			

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

Million \$ Call: 641.715.3900 44336#

Date: Tuesday, August 6 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
				SHARED MARY KAY WITH:
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

#### SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641,715,3900 44336#

# Date: Wednesday, August 7 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

CANA	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
6AM	1				
7414	2				
7AM	3				
0414	4				
8AM	5				
0014	6				
9AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY	
10AM	1				
	2				
11AM	3				
	4				
12PM	5				
	6				
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS TO DO TODAY		
2PM					
3PM					
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:	
5PM					
6PM					
	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:	
7PM				Details in Sharing Section	
0014					
8PM					
0DM					
9PM					
10PM	MILEAGE TO RECORD:				
	MILL/ OL TO RECORD.				

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

Million \$ Call: 641.715.3900 44336#

Date: Thursday, August 8 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, August 9 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
	NEW BOOKINGS:			SHARED MARY KAY WITH:
7PM	NEW BOOKINGS.			Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Date: Saturday, August 10 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

#### 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
5	<b>6</b> :15	6 :15	6
30	:30	:15	:15 :30
15	:45	:45	:45
r	7	7	7
30	:15 :30	:15 :30	:15 :30
15	:45	:45	:45
}	8	8	8
30	:15 :30	:15 :30	:15 :30
15	:45	:45	:45
	9	9	9
15	:15	:15	:15
30 15	:30 :45	:30 :45	:30 :45
0	10	10	10
15	:15	:15	:15
30 15	:30 :45	:30 :45	:30 :45
1	11	11	11
15	:15	:15	:15
30	:30	:30	:30
15	:45	:45	:45
<b>2</b> <sup>15</sup>	12 :15	12 :15	12 :15
10	:30	:30	:30
15	:45	:45	:45
15	1 :15	1 :15	1 :15
30	:30	:30	:30
45	:45	:45	:45
	2	2	2
30	:15 :30	:15 :30	:15 :30
15	:45	:45	:45
	3	3	3
15	:15	:15	:15
30 15	:30 :45	:30 :45	:30 :45
	4	4	4
5	:15	:15	:15
30	:30	:30	:30
5	.45 5	:45 5	:45 5
5	:15	:15	5 :15
80	:30	:30	:30
5	:45	:45	:45
5	6 :15	6 :15	6 :15
0	:30	:30	:30
5	:45	:45	:45
с.	7	7	7
5 0	:15 :30	:15 :30	:15 :30
5	:45	:45	:45
	8	8	8
5	:15	:15	:15
5	:30 :45	:30 :45	:30 :45
•	9	9	9
5	:15	:15	:15
10	:30	:30	:30
15	: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!	
6 :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 :30	:15 :30	:15 :30	Mary Kay Time: Meetings,	
:45	:45	:45	Networking, Training, etc	
8 :15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with	
:30	30	:30	Friends, etc	
:45 9	:45 9	:45 9	INCOME PRODUCING	
:15	:15	:15	ACTIVITY	
:30 :45	:30 :45	:30 :45	Booking Appointments Coaching Calls	
10	10	10	Team Phone Calls	
:15	:15	:15	Facials/ Parties/Virtual Events	
:30	:45	:45	Customer Follow-Up Calls Sharing the Opportunity	
11	11	11		
:15 :30	:15 :30	:15 :30	BOOKINGS/ FACES RESULTS	
:45	:45	:45		
12	12	12	# Booking Held This Week:	
:15 :30	:15 :30	:15 :30	# Bookings Next Week:	
:45	:45	:45	1 1	
<b>1</b> :15	<b>1</b> :15	<b>1</b> :15	# Faces This Week:	
:15	:15	:10	PERSONAL SALES RESULTS	
:45	:45	:45	PERSONAL SALES RESULTS	
2 :15	2 :15	2 :15	Total Sales This Week:	
:30	:30	:30		
:45 3	:45	:45	-	
3 :15	3 :15	<b>3</b> :15	40% Profit:	
-30	:30	:30		
:45 <b>4</b>	:45 <b>4</b>	:45 <b>4</b>	_ TRACKING MY STAR	
:15	:15	:15	Wholesale Orders This Week:	
:30 :45	:45	:30 :45	_	
5	5	5		
:15	:15	:15	Amount Needed to Finish Star:	
:45	:45	:45	-	
6	6	6		
:15 :30	:15 :30	:15 :30	Unit Stars to Date:	
:45	:45	:45		
7	7	7	SHARING THE OPPORTUNITY	
:15 :30	:15 :30	:15 :30	RESULTS	
:45	:45	:45	-	
8 :15	8 :15	8 :15	Personal Sharing Appts:	
:30	:30	:30	New Personal Team Members	
:45	:45	:45	Toam Sharing Apoto:	
<b>9</b> :15	<b>9</b> :15	<b>9</b> :15	Team Sharing Appts:	
:30	:30	:30	New Team Members:	
:45	:45	:45		

Date: Sunday, August 11 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#

5AM: Quiet Time/ Devotion/ Prayer

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS					
	1					
7AM	2					
	3					
8AM	4					
	5					
9AM	6					
	SIX MOST IMPORTANT	THINGS TO	DO TODAY - I	PERSONAL/ FAMILY		
10AM	1					
	2					
11AM	3					
	4					
12PM	5					
	6					
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY			
2PM						
3PM						
(5).	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:			
4PM				LOVE NOTES TO.		
5PM						
6PM						
7PM	NEW BOOKINGS:	RETAIL SALES TODAY:		SHARED MARY KAY WITH: Details in Sharing Section		
8PM						
9PM						
10PM	MILEAGE TO RECORD:					

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

SCHEDULE (	@ A GLANCE:
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Million \$ Call: 641.715.3900 44336#

Date: Monday, August 12 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS					
	1					
7414	2					
7AM	3					
8AM	4					
	5					
9AM	6					
	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY					
10AM	1					
	2					
11AM	3					
	4					
12PM	5					
	6					
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS TO DO TODAY			
2PM						
3PM						
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:			
5PM						
6PM						
		-				
7PM	NEW BOOKINGS:	RETAIL SALES TODAY:		SHARED MARY KAY WITH: Details in Sharing Section		
8PM						
9PM						
4004						
10PM	MILEAGE TO RECORD:					

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 6/1 715 3900 //336#

Date: Tuesday, August 13 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Wintoff \$ Call: 041.715.5500 44550#	SIX MOST IMPORTANT	THINGS TO	DO TODAY - I	MARY KAY BUSINESS
6AM	1			
	2			
7AM	3			
	4			
8AM	5			
•	6			
9AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
IUAINI	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
2714				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641,715,3900 44336#

# Date: Wednesday, August 14 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
UAIVI	1			
7AM	2			
	3			
8AM	4			
OAIVI	5			
9AM	6			
9AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

## 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, August 15 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, August 16 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
	NEW BOOKINGS:		LES TODAY:	SHARED MARY KAY WITH:
7PM	NEW BOOKINGS.	NE TAIL 3P	LLS TODAT.	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Date: Saturday, August 17 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#

5AM: Quiet Time/ Devotion/ Prayer

Winnon \$ Can. 041.715.5500 44550#	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
6AM	1			
	2			
7AM	3			
<b>~</b>	4			
8AM	5			
	6			
9AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
40.414	1			
10AM	2			
11 A M	3			
11AM	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/			
	PHONE CALLS TO MAKE/	RETURN	ERRAINDS I	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

## 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.

NOTES	

# Weekly Plan Sheet from AUGUST 18

Sunday, August 18	Monday, August 19	Tuesday, August 20	Wednesday, August 21
<b>6</b> 15	6 :15	6 :15	6 :15
30	:30	30	:30
5	:45	:45	:45
	7	7	7
5	:15	:15	:15
15	:30	:30 :45	:30 :45
•	8	8	8
5	:15	:15	:15
0	:30	:30	:30
5	:45	:45	:45
5	<b>9</b> :15	<b>9</b> :15	<b>9</b> :15
0	:30	:30	:30
5	:45	:45	:45
0	10	10	10
5	:15	:15	:15
5	:30 :45	:30 :45	:30 :45
<u> </u>	11	11	11
5	:15	:15	:15
0	:30	:30	:30
5	:45	:45	:45
2	12	12	12
5 0	:15 :30	:15 :30	:15 :30
5	:45	:45	:45
- -	1	1	1
5	:15	:15	:15
10	:30	:30	:30
15	:45	:45	:45
5	<b>2</b> :15	<b>2</b> :15	2 :15
0	:30	:30	:30
5	:45	:45	:45
	3	3	3
5	:15	:15	:15
0	:30	:30	:30
5	:45	:45	:45
5	<b>4</b> :15	<b>4</b> :15	<b>4</b> :15
0	:30	:30	:30
5	:45	:45	:45
	5	5	5
5	:15 :30	:15 :30	:15 :30
5	:45	:45	:45
	6	6	6
5	:15	:15	:15
0	:30	:30	:30
5	:45	:45	:45
~	7	7	7
5	:15 :30	:15 :30	:15 :30
5	:45	:45	:45
-	8	8	8
5	:15	:15	:15
0	:30	:30	:30
5	:45	:45	:45
5	<b>9</b> :15	<b>9</b> :15	<b>9</b> :15
0	:15 :30	:15 :30	:15 :30
5	:45	:45	:45

## to AUGUST 24

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

Date: Sunday, August 18 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM

MILEAGE TO RECORD:

Designed by Lorraine Bryant

10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Monday, August 19 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Tuesday, August 20 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY		O DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
				SHARED MARY KAY WITH:
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Wednesday, August 21 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

## SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

## 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, August 22 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, August 23 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
	NEW BOOKINGS:		LES TODAY:	SHARED MARY KAY WITH:
7PM	NEW BOOKINGS.	NE TAIL 3P	LLS TODAT.	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

5AM: Quiet Time/ Devotion/ Prayer

Date: Saturday, August 24 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

## 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:
- **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 25

Sunday, August 25	Monday, August 26	Tuesday, August 27	Wednesday, August 28
<b>6</b> :15	6 :15	6 :15	6 :15
:15	:15	30	:15
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45 9	9 9	:45 9	:45 9
:15	:15	:15	3 :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b> :15	<b>10</b> :15	<b>10</b> :15	10 :15
:30	:15	:15	:15
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30 :45	: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	<b>2</b> :15	<b>2</b> :15	2
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30 :45	:30	:30 :45	:30
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
-	:45	:45	:45
<b>5</b> :15	<b>5</b> :15	<b>5</b> :15	<b>5</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45 8	:45 8	:45 8	:45 8
o :15	<b>0</b> :15	0 :15	0 :15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15 :30	:15 :30	:15 :30	:15 :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	6 :15	6 :15	GOD: Devotion, Church, Bible Study, Faith	
:30 :45	:30 :45	:30 :45	Family Time	
7	7	<b>7</b> :15	Date Night	
:30	:15 :30	:30	Mary Kay Time: Meetings,	
:45 8	:45 8	:45 8	Networking, Training, etc	
:15	:15	:15	Exercise, Hair, Nails, Coffee with	
:45	:30 :45	:30 :45	Friends, etc	
<b>9</b> :15	<b>9</b> :15	<b>9</b> :15	INCOME PRODUCING	
:30	:30	:30	Booking Appointments	
:45 10	:45 10	:45 10	Coaching Calls Team Phone Calls	
:15	:15	:15	Facials/ Parties/Virtual Events	
:30 :45	:30 :45	:30 :45	Customer Follow-Up Calls Sharing the Opportunity	
<b>11</b> :15	<b>11</b> :15	<b>11</b> :15		
:30	:30	:30	BOOKINGS/ FACES RESULTS	
:45 12	:45	:45 12	# Booking Held This Week:	
:15	:15	:15	# Bookings Next Week:	
:30 :45	:30 :45	:30 :45	-	
<b>1</b> :15	1	1	# Faces This Week:	
:30	:15 :30	:15 :30	PERSONAL SALES RESULTS	
·45 2	:45 2	·45 2	-	
:15	:15	:15	Total Sales This Week:	
:45	:30 :45	:45		
3	3	3	40% Profit:	
:15 :30	:15 :30	:15 :30		
:45 <b>4</b>	:45	:45	TRACKING MY STAR	
4 :15	<b>4</b> :15	<b>4</b> :15	Wholesale Orders This Week:	
:45	:30 :45	:30 :45		
5	5	5		
:15 :30	:15 :30	:15 :30	Amount Needed to Finish Star:	
:45	:45	:45	-	
<b>6</b> :15	6 :15	<b>6</b> :15		
:30 :45	:30 :45	:30 :45	Unit Stars to Date:	
7	7	7		
:15 :30	:15 :30	:15 :30	SHARING THE OPPORTUNITY RESULTS	
:45	:45	:45	Personal Sharing Appts:	
<b>8</b> :15	8 :15	<b>8</b> :15	-1	
:30	:30	:30	New Personal Team Members	
:45 9	345 9	:45 9	Team Sharing Appts:	
:15 :30	:15 :30	:15 :30	New Team Members:	
:45	:45	:45		

Date: Sunday, August 25 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

5AM: Quiet Time/ Devotion/ Prayer Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 9AN 10A 11A 12P 1PN 2PN 3PN 4PN 5PN

9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
1014	NEW CONTACTS/ REFE			/ LOVE NOTES TO:
4PM	NEW CONTACTS/ REFE		THANK TOO	LOVE NOTES TO.
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Monday, August 26 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

10PM	MILEAGE TO RECORD:			
9PM				
8PM				
7PM	NEW BOOKINGS:			SHARED MARY KAY WITH: Details in Sharing Section
				SHARED MARY KAY WITH:
6PM				
5PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
1014	NEW CONTACTS/ REFERRALS			
ЗРМ				
2PM				
	FILLS IU MAKE	REIUKIN	ERRAINDS I	U DU TUDAT
1PM	6 PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
12PM	5			
	4			
11AM	3			
	2			
10AM	1			
9AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY			
QAM	6			
8AM	5			
	4			
7AM	2 3			
	1			
6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			

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

Million \$ Call: 641.715.3900 44336#

Date: Tuesday, August 27 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS THANK YOU/ LOVE NOTES TO		/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

#### SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641,715,3900 44336#

# Date: Wednesday, August 28 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
UAIN	1			
7AM	2			
	3			
8AM	4			
UAINI	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
				Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

#### SCHEDULE @ A GLANCE:

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, August 29 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
0,101	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
	NEW BOOKINGS:		LES TODAY:	SHARED MARY KAY WITH:
7PM				Details in Sharing Section
8PM				
0014				
9PM				
(07)				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, August 30 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Date: Saturday, August 31 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOST "A class worth booking is a class worth coaching" - Mary Kay Ash	ESS, FACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establish	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Treat your business as a gift. Give it with love & concern for women - not out of	LLS/TEXTS expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash
1	4
2	5
NOTES/ THOUGHTS	

NOTES	

# SEPTEMBER 2024



# **MY SUCCESS PLAN**





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



THURSDAY	FRIDAY	SATURDAY			00	TOE	BER		
5	6	7	S	M	T	W	T	F	S
			6	7	1 8	2	3 10	4	5 12
Top Di	rector Trip 2024, Maui,	Hawaii	13	14	15	16	17	18	12
			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, K	ona, Hawaii	_						
19	20 21								
26	27	28							



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:	1	N	lonth:		
I'm Saving For:	I Need To Profit:	М	y Retail	Sales Goal:	
	Ψ	.40 =	\$		
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Totals: 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	N R	ly Averag etail Goa = # Fa Faces to	ces To Pam o Pamper ÷	e per Facial
B/4 of my Goal! I CAN DO IT! Halfway There!	Picture of Your Goal!			\$1,700 \$1,500 \$1,200	\$1,700 every month = On Target for Queens Court of Sales!
1/4 of my Goal!	- Idea: Share this with your directo	aud		\$850 \$600 \$400 \$225	= On Target for Princess Court of Sales! \$600 every month = On Target Star Consultant!
I CAN DO IT!	your sister consultants by the 5	ith!	Ordora	) Placed Th	ic Month:
Break you goal into bite size chunks!	Month End ActualTotals: Total Sold: 40% Profit: r 50% Wholesale: 5% Section 2/ Supplies: 5% MK Events/PCP:		Date:	Section 1	IS MONUN: Section 2

Total:

# **GONSCHEQUE 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 Startqualifying\*\* 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 Production (Not Including your 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:

TOTAL:

=

NOTES	

### PERSONAL RETAIL SALES MONTHLY GOAL: \$

#### Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax. Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

<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			

PE	RFEC <sup>®</sup>	T START (15 Faces) OR POWER	START	(30 Face	s) TRAC	KING SH	EET
	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							
TOT	TALS OI	FEACH COLUMN FOR THE MONTH:					

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

# Sharing The Mary Kay Opportunity

# MARY KAY THE 4 P's QUESTIONS

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

- 1. Would you mind telling me a little about yourself? (PICTURE)
- 2. What brings you joy? (PURPOSE)
- 3. Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- 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.

# MY SHARING APPOINTMENTS AT-A-GLANCE DETAILED INFO UNDER THE SHARING SECTION

MONTH:\_\_

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.		

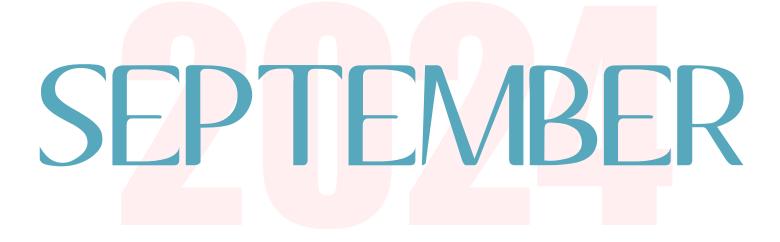
20.

10.

NUTES:		

# 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 SEPTEMBER 1 - SEPTEMBER 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:
  - HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!
- 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

# Weekly Plan Sheet from **SEPTEMBER 1**

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

Million \$ Call: 641.715.3900 44336#

Date: Sunday, September 1 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Monday, September 2 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

#### SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Tuesday, September 3 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

CANA	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
6AM	1				
7AM	2				
	3				
8AM	4				
	5				
9AM	6				
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY	
10AM	1				
	2				
11AM	3				
	4				
12PM	5				
	6				
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS TO DO TODAY		
2PM					
3PM					
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:	
5PM					
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	NEW BOOKINGS:		LES TODAY:	SHARED MARY KAY WITH:	
7PM		NL IAIL SA	LLS TODAT.	Details in Sharing Section	
8PM					
9PM					
(07)					
10PM	MILEAGE TO RECORD:				

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

# Date: Wednesday, September 4 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

### SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, September 5 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

SCHEDULE (	@ A GLANCE:
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#### / D e. . -5AM: Quiet Ti

Million \$ Call: 64

## Date: Friday, September 6

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

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9PM

10PM

ne/ Devotion/ Prayer	"Make every day count! Make every hour cou your impossible dream & fulfilling your total de	nt! Make everv minute o	ount! And don's stop until	you have exercised your full potential, realizing
715.3900 44336#	SIX MOST IMPORTANT			
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	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
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	6			
	PHONE CALLS TO MAKE	/ RETURN	ERRANDS T	O DO TODAY
	NEW CONTACTS/ REFE	ERRALS	THANK YOU	/ LOVE NOTES TO:
	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH Details in Sharing Section

MILEAGE TO RECORD:

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

## 5AM: Quiet Time/ Devotion/ Prayer

Date: Saturday, September 7 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

## 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.....
- 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 **SEPTEMBER 8**

Weekly Plan Sheet from SEPTEMBER 8			
Sunday, September 8	Monday, September 9	Tuesday, September 10	Wednesday, September 11
6	6	6	6
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
<b>7</b> :15	<b>7</b> :15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b> :15	<b>9</b> :15	9 :15	9 :15
:30	:30	:30	:30
:45	· 45 10	:45 10	<sup>:45</sup> 10
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
11	11	<sup>145</sup>	<sup>145</sup> 11
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
12	12	12	12
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
1	1	1	1
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
2	2	2	2
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
<b>3</b> :15	<b>3</b> :15	<b>3</b> :15	3 :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
<b>5</b> :15	5 :15	5 :15	5 :15
:30	:30	:30	:30
:45 6	:45 6	:45 6	:45 6
:15	:15	:15	:15
:30	:30	:30	:30
:45 7	:45 7	:45 7	:45 7
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
8	8	<sup>145</sup> 8	<sup>145</sup> 8
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
9	9	9	9
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :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> :15	<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 :30	:15 :30	:15 :30	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
8	8	8	Exercise, Hair, Nails, Coffee with
:15 :30	:15 :30	:15 :30	Friends, etc
:45	:45	:45	
<b>9</b> :15	9 :15	<b>9</b> :15	ACTIVITY
:30	:30	:30	Booking Appointments
:45	:45	:45	Coaching Calls
10 :15	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
11 :15	11 :15	11 :15	
:30	:30	:30	BOOKINGS/ FACES RESULTS
:45 12	:45 12	:45 12	# Booking Held This Week:
:15	:15	:15	
:30	:30	:30	# Bookings Next Week:
:45	:45	:45	# Faces This Week:
:15	:15	:15	
:30	:30	:30	PERSONAL SALES RESULTS
:45 2	:45 2	:45 2	Table all a This March
:15	:15	:15	Total Sales This Week:
:30 :45	:30 :45	:30 :45	
3	3	3	
:15	:15	:15	40% Profit:
:30 :45	:45	:30 :45	
4	4	4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30 :45	:45	:45	
5	5	5	
:15	:15	:15	Amount Needed to Finish Star:
:30 :45	:30 :45	:30 :45	
6	6	6	[
:15	:15	:15	Unit Stars to Date:
:30 :45	:30 :45	:30 :45	
7	7	7	
:15 :30	:15 :30	:15 :30	SHARING THE OPPORTUNITY RESULTS
:45	:45	:45	
8	8	8	Personal Sharing Appts:
:15 :30	:15 :30	:15 :30	New Personal Team Members
:45	:45	:45	
9	9	9	Team Sharing Appts:
:15 :30	:15 :30	:15 :30	New Team Members:
:45	:45	:45	

## 5AM: Quiet Time/ Devotion/ Prayer

Date: Sunday, September 8 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS THANK YOU/ LOVE NOTES		/ LOVE NOTES TO:	
5PM				
6PM				
	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
7PM				Details in Sharing Section
8PM				
9PM				
	MILEAGE TO RECORD:			
10PM	WILLEAGE TO RECORD.			

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Monday, September 9 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
OAIVI	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN ERRANDS TO DO TODAY		O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
7PM				Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

# Date: Tuesday, September 10 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
7414	2			
7AM	3			
QANA	4			
8AM	5			
0414	6			
9AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY - I	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS T		O DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
				SHARED MARY KAY WITH:
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

# Date: Wednesday, September 11 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

### SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, September 12 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Friday, September 13 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY		O DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS THANK YOU/ LOVE NOTES TO:		/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TODAY: SHARED MARY KAY WI Details in Sharing Section		
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Saturday, September 14 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

## 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.....
- 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 **SEPTEMBER 15**

Sunday, September 15	Monday, September 16	Tuesday, September 17	Wednesday, September 18
6	6	6	6
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30 :45	:45	:30 :45	:30 :45
8	8	<sup>345</sup> 8	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
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45 12	:45 12	:45 12	:45 12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	1 :15	1 :15	1 :15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15 :30	:15 :30
:30 :45	:45	:50	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45 <b>4</b>	:45	:45 4	:45 <b>4</b>
<b>4</b> :15	4 :15	•• :15	* :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b> :15	5 :15	5 :15	5 :15
:15 :30	:15	:15	:15
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
•	: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 :30	:15 :30	:15	:15 :30
	.00	:30	

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

### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Sunday, September 15 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

SCHEDULE	@ A G	LANCE:
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#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

# Date: Monday, September 16 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
OAIVI	5			
9AM	6			
57.101	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
7PM				Details in Sharing Section
8PM				
0014				
9PM				
10PM	MILEAGE TO RECORD:			
	WILLAGE TO RECORD.			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 6/1 715 3900 //336#

# Date: Tuesday, September 17 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
6AM					
	2				
7AM	3				
<b>^</b>	4				
8AM	5				
0414	6				
9AM	SIX MOST IMPORTAN	T THINGS TO	DO TODAY -	PERSONAL/ FAMILY	
10AM	1				
	2				
11AM	3				
	4				
12PM	5				
	6				
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY		
2PM					
3PM					
			THANKYOU		
4PM	NEW CONTACTS/ REF	ERRALS	THANK YOU/ LOVE NOTES TO:		
5PM					
6PM					
7PM	NEW BOOKINGS:	RETAIL SA	ALES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	
8PM	_				
0014					
9PM					
100M	MILEAGE TO RECORD:				
10PM	WILLAUL TO NECOND.				

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

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5AM: Quiet Time/ Devotion/ Prayer

# Date: Wednesday, September 18 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

## Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 1 2 3 4 5 6 SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 2 3 4 5 6 PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO:

5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, September 19 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Friday, September 20 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Date: Saturday, September 21 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#

5AM: Quiet Time/ Devotion/ Prayer

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
OAIVI	1			
7414	2			
7AM	3			
8AM	4			
OAIVI	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
				Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			
Designed by Lorraine Bryant				

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

### 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.....
- 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 **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
7 :15	7 :15	<b>7</b> :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8 :15	8 :15	8 :15	<b>8</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:50
11	11	11	11
:15	:15	:15	:15
:30	:45	:30 :45	:30
12	12	12	12
:15	:15	:15	:15
:30	:30	:30 :45	:30 :45
:45	: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
<b>3</b> :15	3 :15	3 :15	3 :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 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:45	:30 :45	:30 :45
7	7	7	7
:15	:15	:15	:15
:30	:45	:30 :45	:30 :45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	30
:45 9	:45 9	:45 9	:45 9
9 :15	9 :15	9 :15	9 :15
:30	:30	:30	:30
:45	:45	:45	:45

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## 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	6 :15	GOD: Devotion, Church, Bible Study, Faith
:30	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15 :30	:15 :30	:15 :30	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 :45	:30 :45	Friends, etc
9	9	9	INCOME PRODUCING
:15 :30	:15 :30	:15 :30	ACTIVITY Booking Appointments
:45	:45	:45	Coaching Calls
<b>10</b> :15	10 :15	10 :15	Team Phone Calls Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
:45 11	:45 11	·45 11	Sharing the Opportunity
11 :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:
:30 :45	:45	:30 :45	
1	1	1	# Faces This Week:
:15 :30	:15 :30	:15 :30	PERSONAL SALES RESULTS
:45	:45	:45	PERSUNAL SALES RESULTS
<b>2</b> :15	2 :15	2 :15	Total Sales This Week:
:30	:30	:30	
:45 <b>3</b>	:45 3	:45 3	
:15	:15	:15	40% Profit:
:30 :45	:45	:45	
4	4	4	TRACKING MY STAR
:15 :30	:15 :30	: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 6	:45 6	:45 6	
<b>0</b> :15	<b>0</b> :15	<b>0</b> :15	Linit Stars to Data
:30	:30 :45	:30 :45	Unit Stars to Date:
:45 7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS
:30 :45	:30 :45	:30 :45	
8	8	8	Personal Sharing Appts:
:15 :30	:15 :30	:15 :30	New Personal Team Members
:45	:45	:45	Toom Charing Annto:
<b>9</b> :15	<b>9</b> :15	<b>9</b> :15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

#### 5AM: Quiet Time/ Devotion/ Prayer *Make every day count!* Make every hour count! Make every

Date: Sunday, September 22 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM

MILEAGE TO RECORD:

Designed by Lorraine Bryant

10PM

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Monday, September 23 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York			
1	5		
2	6		
3	7		
4	8		
COACHING CALLS/TEXTS (PRE-PROFILING, HOST "A class worth booking is a class worth coaching" - Mary Kay Ash	ESS, FACIALS COMING UP, ETC)		
1	4		
2	5		
3	6		
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establish			
1	4		
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3	6		
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1	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash		
1	4		
2	5		
NOTES/ THOUGHTS			

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

# Date: Tuesday, September 24 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

CANA	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
7PM				Details in Sharing Section
8PM				
0DM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

# Date: Wednesday, September 25 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

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3	6		
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3	6		
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1	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash		
1	4		
2	5		
NOTES/ THOUGHTS			

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, September 26 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

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1	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash		
1	4		
2	5		
NOTES/ THOUGHTS			

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Friday, September 27 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
TAW	3			
0.1.4	4			
8AM	5			
0414	6			
9AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York			
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1	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash		
1	4		
2	5		
NOTES/ THOUGHTS			

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Saturday, September 28 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

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1	3		
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash		
1	4		
2	5		
NOTES/ THOUGHTS			

NOTES	





# **MY SUCCESS PLAN**





# 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			NOVEMBE				2	
3	4	5	S	Μ	T	W	T	F	S
	т 							1	2
			3	4	5	6	7	8	9
			10	11	12	13	14	15	16
			17	18	19	20	21	22	
			24	25	26	27	28	29	30
10	11 12 <i>Notes:</i>								
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		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:	
1-2 Active Team Members BEAUTY CONSULTANT		NEW TEAM MEMBERS: QUALIFIED?	
soarlike neverbefore	Team Production Goal:	3rd Team Member = Bronze Medal	
Your wholesale goal here!	DATE: TEAM WHOLESALE PRODUCTION	4th New Team Member = Silver Medal	
\$600 CONSISTENCY	5TH	5th New Team Member = Gold Medal	
IS KEY!	10TH		
<b>400 JULY 2024 TO</b>	15TH		
<b>JUNE 2025</b>	20TH		
	25TH		
Track Your Wholesale Orders!	30TH		
Wholesale orders:	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						
	4	.40 =	\$				
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) 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/par = # Parties to Hold:				
Halfway There!	Picture of Your Goal!			\$1,700 \$1,500 \$1,200	\$1,700 every month = On Target for Queens Court of Sales!		
1/4 of my Goal!	- Idea: Share this with your directo	a aud	ļ	\$850 \$600 \$400 \$225	= On Target for Princess Court of Sales! \$600 every month = On Target Star Consultant!		
I CAN DO IT!	your sister consultants by the s		Ordors	) Placed Th	ic Month:		
Break you goal into bite size chunks!	Month End ActualTotals: Total Sold: 40% Profit: r 50% Wholesale: 5% Section 2/ Supplies: 5% MK Events/PCP:		Date:	Section 1	IS MONUN: Section 2		

Total:

# **GONSCHEQUE 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 Startqualifying\*\* 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 Production (Not Including your 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:

TOTAL:

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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		+	
-		=	

<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			

PE	RFEC <sup>®</sup>	T START (15 Faces) OR POWER	START	(30 Face	s) TRAC	KING SH	EET
	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							
TOT	TALS OI	FEACH COLUMN FOR THE MONTH:					

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
31							
32							
33							
34							
35							
36							
37							
38							
39							
40							
41							
42							
43							
44							
45							
46							
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54							
55							
56							
57							
58							
59							
60							

# Sharing The Mary Kay Opportunity

## MARY KAY THE 4 P's QUESTIONS

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

- 1. Would you mind telling me a little about yourself? (PICTURE)
- 2. What brings you joy? (PURPOSE)
- 3. Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- 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.

## MY SHARING APPOINTMENTS AT-A-GLANCE DETAILED INFO UNDER THE SHARING SECTION

MONTH:\_\_

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.		

20.

10.

NUTES:		

## 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 SEPTEMBER 29 - OCTOBER 5

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

## Weekly Plan Sheet from **SEPTEMBER 29**

Sunday, September 29	Monday, September 30	Tuesday, October 1	Wednesday, October 2	
<b>6</b> :15	6 :15	<b>6</b> :15	<b>6</b> :15	
:30	:30	:30	:30	
:45	:45	:45	:45	
7	7	7	7	
:15 :30	:15 :30	: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	5 :15	:15	9 :15	
:30	:30	:30	:30	
:45	:45	:45	:45	
10	10	10	10	
:15 :30	:15 :30	:15 :30	:15 :30	
:45	:45	:45	: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	<b>12</b> :15	
:30	:30	:30	:30	
:45	:45	:45	:45	
1	1	1	1	
:15	:15	:15	:15	
:30	:30	:30	:30	
:45	:45	:45	:45	
<b>2</b> :15	2 :15	2 :15	<b>2</b> :15	
:30	:30	:30	:30	
:45	:45	:45	:45	
3	3	3	3	
:15	:15	:15	:15	
:30 :45	:30 :45	:30 :45	:45	
4	4	4	4	
:15	:15	:15	:15	
:30	:30	:30	:30	
:45	:45	:45	:45	
5	5	5	5	
:15 :30	:15 :30	:15 :30	:15 :30	
:45	:45	:45	:45	
6	6	6	6	
:15	:15	:15	:15	
:30	:30	:30	:30	
:45	:45	:45	:45	
<b>7</b> :15	7 :15	<b>7</b> :15	<b>7</b> :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	
<b>9</b> :15	<b>9</b> :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> :15	6 :15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15 :30	:15 :30	:15 :30	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 :45	:30 :45	Friends, etc
9	9	9	INCOME PRODUCING
:15 :30	:15 :30	:15 :30	ACTIVITY Booking Appointments
:45	:45	:45	Coaching Calls
<b>10</b> :15	10 :15	10 :15	Team Phone Calls Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
:45 11	:45 11	:45 11	Sharing the Opportunity
11 :15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30 :45	:30 :45	BUUKINGS/ FACES RESULTS
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:30 :45	:30 :45	:30 :45	
1	1	1	# Faces This Week:
:15 :30	:15 :30	:15 :30	PERSONAL SALES RESULTS
:45	:45	:45	PERSONAL SALES RESULTS
<b>2</b> :15	2 :15	<b>2</b> :15	Total Sales This Week:
:30	:30	:30	
:45 3	:45 3	:45 3	
:15	:15	:15	40% Profit:
:30 :45	:30	:30 :45	
4	4	4	TRACKING MY STAR
:15 :30	:15 :30	:15 :30	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 6	:45 6	:45 6	
:15	<b>0</b> :15	<b>b</b> :15	Unit Stars to Date:
:45	:30 :45	:30 :45	
7	7	7	
:15 :30	:15 :30	:15 :30	SHARING THE OPPORTUNITY RESULTS
:45	:30	:30	
8	8	8	Personal Sharing Appts:
:15 :30	:15 :30	:15 :30	New Personal Team Members
:45	:45	:45	Team Sharing Appts:
<b>9</b> :15	<b>9</b> :15	<b>9</b> :15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

## SCHEDULE @ A GLANCE:

## 5AM: Quiet Time/ Devotion/ Prayer

Million & Call: 6/1 715 3000 //336#

Date: Sunday, September 29 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Ninion & Call. 041.713.3300 44330#	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
6AM	1				
	2				
7AM	3				
0414	4				
8AM	5				
0414	6				
9AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY - I	PERSONAL/ FAMILY	
10AM	1				
	2				
11AM	3				
	4				
12PM	5				
	6				
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY	
2PM					
3PM					
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:	
5PM					
6PM					
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	
8PM					
9PM					
10PM	MILEAGE TO RECORD:				

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

Million \$ Call: 641.715.3900 44336#

## Date: Monday, September 30 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
	2			
7AM	3			
0.4.14	4			
8AM	5			
9AM	6			
SAM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY		O DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

SCHEDULE @	A GLANCE:
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Million \$ Call: 641.715.3900 44336#

Date: Tuesday, October 1 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
OAM	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY		O DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

### SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

## Date: Wednesday, October 2 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing

your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

## SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

### SCHEDULE @ A GLANCE:

### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, October 3 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, October 4 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Saturday, October 5 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
				SHARED MARY KAY WITH:
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

## 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> :15	<b>6</b> :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
<b>8</b> :15	8 :15	<b>8</b> :15	<b>8</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b> :15	9 :15	<b>9</b> :15	9 :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b> :15	10 :15	<b>10</b> :15	10 :15
:30	:30	:30	:15
:45	:45	:45	:45
11	11	11	11
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
12	12	12	12
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1	1	1	1
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30 :45	:30	:30 :45	:30 :45
3	3	3	3
:15	:15	:15	:15
:30 :45	:30	:30 :45	:30 :45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
<sup>.45</sup> 5	:45 5	·45 5	·45 5
:15	:15	:15	:15
:30	:30	:30	:30
:45 6	:45 6	·45 6	·45 6
:15	:15	:15	:15
:30	:30	:30	:30
7	:45 7	:45 7	:45 7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8 :15	8 :15	<b>8</b> :15	8 :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b> :15	9 :15	<b>9</b> :15	9 :15
:30	:30	:30	:30
:45	: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	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 :30	:15 :30	:15 :30	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 :45	:30 :45	:30 :45	Friends, etc	
9	9	9	INCOME PRODUCING	
:15 :30	:15 :30	:15 :30	ACTIVITY Booking Appointments	
:45	:45	:45	Coaching Calls	
<b>10</b> :15	10 :15	10 :15	Team Phone Calls Facials/ Parties/Virtual Events	
:30	:30	:30	Customer Follow-Up Calls	
:45 11	:45 11	:45 11	Sharing the Opportunity	
:15	:15	:15	BOOKINGS/ FACES RESULTS	
:30	:30 :45	:45	BOOKINGS/ FACES RESULTS	
12	12	12	# Booking Held This Week:	
:15 :30	:15	:15	# Bookings Next Week:	
:45	:30 :45	:30 :45		
<b>1</b> :15	1	1	# Faces This Week:	
:30	:15 :30	:15 :30	PERSONAL SALES RESULTS	
:45	:45	:45	FERSONAL SALES RESULTS	
2 :15	2 :15	2 :15	Total Sales This Week:	
:30	:30	30		
:45 <b>3</b>	:45	:45 3		
:15	:15	:15	40% Profit:	
:30 :45	:30 :45	:30 :45	TRACKING MY STAR	
4	4	4		
:15 :30	:15 :30	:15 :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 6	:45	:45 6		
:15	:15	:15	Unit Stars to Date:	
:30 :45	:30 :45	:30 :45		
7	7	7		
:15 :30	:15 :30	:15 :30	SHARING THE OPPORTUNITY RESULTS	
:45	:45	:45	·	
8:15	8	<b>8</b> :15	Personal Sharing Appts:	
:15 :30	:15 :30	:15 :30	New Personal Team Members	
:45	:45	:45	Team Sharing Appte:	
<b>9</b> :15	9 :15	9 :15	Team Sharing Appts:	
:30	:30	:30	New Team Members:	
:45	:45	:45	<u> </u>	

### 5AM: Quiet Time/ Devotion/ Prayer *Dale. Sullay, C "Make every day count! Make every hour count! Make*

Date: Sunday, October 6 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Monday, October 7 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
0/10/	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS THANK YOU/ LOVE NOTES TO:		/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

SCHEDULE @	A GLANCE:
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Million \$ Call: 641.715.3900 44336#

Date: Tuesday, October 8 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
0, un	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS THANK YOU/ LOVE NOTES TO:		/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

## SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million & Call: 6/1 715 3900 ///336#

## Date: Wednesday, October 9 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Willion \$ Call: 041.715.5500 44550#	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
	2			
7AM	3			
	4			
8AM	5			
	6			
9AM				
	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY			
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:			SHARED MARY KAY WITH:
				Details in Sharing Section
8PM				
0014				
9PM				
10PM	MILEAGE TO RECORD:			

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, October 10 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, October 11 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
	1				
7AM	2				
	3				
8AM	4				
	5				
9AM	6				
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY	
10AM	1				
	2				
11AM	3				
	4				
12PM	5				
	6				
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY	
2PM					
3PM					
4PM	NEW CONTACTS/ REFERRALS THAN		THANK YOU	IANK YOU/ LOVE NOTES TO:	
5PM					
6PM					
				-	
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	
8PM					
9PM					
10PM	MILEAGE TO RECORD:				

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

### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Saturday, October 12 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

## 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:
  - 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 13

Sunday, October 13	Monday, October 14	Tuesday, October 15	Wednesday, October 16
<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	<b>7</b> :15	<b>7</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
8 :15	8 :15	<b>8</b> :15	<b>8</b> :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
:15	:15	:15	:15
:45	:45	:45	:45
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
11	11	11	11
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:45	:30 :45	:30 :45
1	1	1	1
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
2	2	2	2
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
3	3	3	3
:15	:15	:15	:15
:30 :45	:45	:30 :45	:30 :45
4	4	4	4
:15	:15	:15	:15
:30	:45	:30 :45	:30 :45
5	5	5	5
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
.45 6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45 7	:45 7	:45 7	:45 7
:15	1 :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
<b>9</b> :15	<b>9</b> :15	<b>9</b> :15	<b>9</b> :15
30	:30	:30	:30
: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> :15	GOD: Devotion, Church, Bible Study, Faith
:30	:45	:30 :45	Family Time
7	7	7:15	Date Night
:15	:30	:30	Mary Kay Time: Meetings,
:45 8	:45 8	:45 8	Networking, Training, etc
:15 :30	:15 :30	:15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:45	:45	:45	ĺ
<b>9</b> :15	<b>9</b> :15	<b>9</b> :15	INCOME PRODUCING
.30	:30	.30	Booking Appointments
:45 10	:45 10	:45 10	Coaching Calls Team Phone Calls
:15 :30	:15 :30	: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
12	12	12	# Booking Held This Week:
:15 :30	:15 :30	:15 :30	# Bookings Next Week:
:45	:45	:45	# Faces This Week:
1 :15	1 :15	<b>1</b> :15	
:30	:30	:30	PERSONAL SALES RESULTS
:45 <b>2</b>	:45 2	:45 2	Total Sales This Week:
:15 :30	:15 :30	:15 :30	Total Sales This Week.
:45	:45	:45	
<b>3</b> :15	<b>3</b> :15	<b>3</b> :15	40% Profit:
:30	:30	:30	
:45 <b>4</b>	:45 <b>4</b>	:45 <b>4</b>	TRACKING MY STAR
:15 :30	:15 :30	:15 :30	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 6	:45 6	:45 6	
:15	:15	:15	Unit Stars to Date:
:30 :45	:30	:45	
7	7	7:15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
:45 8	:45 8	:45 8	Personal Sharing Appts:
:15	:15	:15	New Personal Team Members
:30 :45	:45	:30 :45	
9	9	9	Team Sharing Appts:
:15 :30	:15 :30	:15 :30	New Team Members:
:45	:45	:45	

#### 5AM: Quiet Time/ Devotion/ Prayer *Date: Sunday, Oct Make every day count! Make every hour count! Make every*

Date: Sunday, October 13 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

SCHEDULE	@ A GLANCE:
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Million \$ Call: 641.715.3900 44336#

Date: Monday, October 14 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
9AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 6/1 715 3900 //336#

Date: Tuesday, October 15 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

CANA	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
7414	2			
7AM	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

# Date: Wednesday, October 16 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

## SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, October 17 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, October 18 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Date: Saturday, October 19 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

5AM: Quiet Time/ Devotion/ Prayer Million \$ Call: 641.715.3900 44336#

	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
6AM	1				
	2				
7AM	3				
8AM	4				
OAIVI	5				
9AM	6				
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY	
10AM	1				
	2				
11AM	3				
	4				
12PM	5				
	6				
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY		
2PM					
3PM					
			<b>T</b> I I A NII ( ) ( O I I		
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:	
5PM					
6PM					
7014	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:	
7PM				Details in Sharing Section	
8PM					
9PM					
10PM	MILEAGE TO RECORD:	1			
Designed by Lorraine Bryant					

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

## 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.....
- 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 20

Weekly Plan Sheet fro	om OCTOBER 20		
Sunday, October 20	Monday, October 21	Tuesday, October 22	Wednesday, October 23
	6	6	6
5 0	:15 :30	:15 :30	:15 :30
5	:45	:45	:45
	7	7	7
5	:15	:15	:15
5	:30 :45	:30 :45	:30 :45
	8	8	8
5	:15	:15	:15
5	:30 :45	:30 :45	:30 :45
•	9	9	9
5	:15	:15	:15
0	:30	:30	:30
5 0	:45 10	:45 10	:45 10
5	:15	:15	:15
0	:30	:30	:30
5	:45	:45	:45
5	11 :15	11 :15	<b>11</b> :15
0	:30	:30	:30
5	:45	:45	:45
<b>2</b> 5	12 :15	12 :15	12 :15
0	:30	:30	:30
5	:45	:45	:45
r	1	1	1
5 00	:15 :30	:15 :30	:15 :30
5	:45	:45	:45
<u> </u>	2	2	2
5 0	:15 :30	:15 :30	:15 :30
5	:45	:45	:45
	3	3	3
5	:15	:15	:15
5	:45	:30 :45	:30 :45
	4	4	4
5	:15	:15	:15
5	:30	:30 :45	:30 :45
•	5	5	5
5	:15	:15	:15
0	:30	:30	:30
5	·45 6	:45 6	:45 6
5	:15	:15	:15
0	:30	:30	:30
5	:45	:45	:45
5	7 :15	7 :15	7 :15
0	:30	:30	:30
5	:45	:45	:45
5	8 :15	8 ::15	8 :15
0	:30	:30	:30
5	:45	:45	:45
r	9	9	9
5 0	:15 :30	:15 :30	:15 :30
5	: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!
<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 :30	:15 :30	:15 :30	
:45	:45	:45	Mary Kay Time: Meetings, Networking, Training, etc
8	8	8	
:15 :30	:15 :30	:15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:45	:45	:45	ĺ
9	9	9	INCOME PRODUCING
:15 :30	:15 :30	:15 :30	Booking Appointments
:45	:45	:45	Coaching Calls
10	10	10	Team Phone Calls Facials/ Parties/Virtual Events
:15 :30	:15 :30	:15 :30	Customer Follow-Up Calls
:45	:45	:45	Sharing the Opportunity
11	11	11	
:15 :30	:15 :30	:15 :30	BOOKINGS/ FACES RESULTS
:45	:45	:45	# Booking Held This Week:
<b>12</b> :15	<b>12</b> :15	12 :15	# BOOKING Held This Week
:15	:15	:15	# Bookings Next Week:
:45	:45	:45	
<b>1</b> :15	<b>1</b> :15	1 :15	# Faces This Week:
:15	:15	:15	PERSONAL SALES RESULTS
:45	:45	:45	PERSONAL SALES RESULTS
<b>2</b> :15	2 :15	2 :15	Total Sales This Week:
:30	:30	:30	
: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	<b>4</b> :15	<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	
<b>6</b> :15	6 :15	6 :15	
:30	:30	.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:
8 :15	8 :15	<b>8</b> :15	
:30	:30	:30	New Personal Team Members
:45	:45	:45	Team Sharing Appts:
<b>9</b> :15	<b>9</b> :15	<b>9</b> :15	поат опатту дриз
:30	:30	:30	New Team Members:
:45	:45	:45	

Million \$ Call: 641 715 3900 44336#

Date: Sunday, October 20 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Winnon & Can. 041.713.3300 44330#	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
	2			
7AM	3			
	4			
8AM	5			
	6			
9AM	SIX MOST IMPORTANT			
			DO TODAT -	
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Monday, October 21 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
	1			
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

SCHEDULE @	A GLANCE:
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Million \$ Call: 641.715.3900 44336#

Date: Tuesday, October 22 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
57 WH	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7РМ	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

# Date: Wednesday, October 23 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
OAM	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
			THANKAYOU	
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
огм				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, October 24 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, October 25 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
7414	2			
7AM	3			
0414	4			
8AM	5			
	6			
9AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY - I	PERSONAL/ FAMILY
10.0.04	1			
10AM	2			
11AM	3			
TAW	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/			O DO TODAY
	FILONE CALLS TO WARE/	RETURN	ERRAINDS	O DO TODAT
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Saturday, October 26 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
0/10/	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

### 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:
- **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 27

Sunday, October 27	Monday, October 28	Tuesday, October 29	Wednesday, October 30
<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	7 :15	<b>7</b> :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8 :15	8 :15	8 :15	8 :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
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
11	11	11	11
:15 :30	:15 :30	:15 :30	:15 :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 2	:45 2	:45 2	:45 2
:15	۲ <u>۲</u> :15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b> :15	3 :15	<b>3</b> :15	3 :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
<b>5</b> :15	5 :15	<b>5</b> :15	<b>5</b> :15
:15 :30	:15	:15 :30	:15 :30
:45	:45	:45	:45
6	6	6	6
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30 :45	:45	:30
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45 9	:45 9	:45 9	:45 9
:15	3 :15	3 :15	:15
:30	:30	:30	:30
:45	:45	:45	:45

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

Date: Sunday, October 27 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
OAW	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7014	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
7PM				Details in Sharing Section
8PM				
OFINI				
9PM				
10PM	MILEAGE TO RECORD:			
TOF IVI				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOST "A class worth booking is a class worth coaching" - Mary Kay Ash	ESS, FACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establish	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Treat your business as a gift. Give it with love & concern for women - not out of	LLS/TEXTS expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash
1	4
2	5
NOTES/ THOUGHTS	

Million \$ Call: 641.715.3900 44336#

Date: Monday, October 28 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
	1			
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOST "A class worth booking is a class worth coaching" - Mary Kay Ash	ESS, FACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establish	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Treat your business as a gift. Give it with love & concern for women - not out of	LLS/TEXTS expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash
1	4
2	5
NOTES/ THOUGHTS	

SCHEDULE @	A GLANCE:
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Million \$ Call: 641.715.3900 44336#

Date: Tuesday, October 29 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY		O DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
	NEW BOOKINGS:			SHARED MARY KAY WITH:
7PM	NEW DOORINGS.	RETAIL SA	LES TODAY:	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOST "A class worth booking is a class worth coaching" - Mary Kay Ash	ESS, FACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establish	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Treat your business as a gift. Give it with love & concern for women - not out of	LLS/TEXTS expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash
1	4
2	5
NOTES/ THOUGHTS	

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

# Date: Wednesday, October 30 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
1			
2			
3			
4			
5			
6			
 SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
1			
2			
3			
4			
5			
6			
PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
-			
NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
4			
MILEAGE TO RECORD:			

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, October 31 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
0,101	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
	NEW BOOKINGS:		LES TODAY:	SHARED MARY KAY WITH:
7PM				Details in Sharing Section
8PM				
0014				
9PM				
(07)				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOST "A class worth booking is a class worth coaching" - Mary Kay Ash	ESS, FACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establish	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Treat your business as a gift. Give it with love & concern for women - not out of	LLS/TEXTS expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash
1	4
2	5
NOTES/ THOUGHTS	

Million \$ Call: 641.715.3900 44336#

Date: Friday, November 1 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOST "A class worth booking is a class worth coaching" - Mary Kay Ash	ESS, FACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establish	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Treat your business as a gift. Give it with love & concern for women - not out of	LLS/TEXTS expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash
1	4
2	5
NOTES/ THOUGHTS	

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Saturday, November 2 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
UAIM	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
				SHARED MARY KAY WITH:
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOST "A class worth booking is a class worth coaching" - Mary Kay Ash	ESS, FACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establish	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Treat your business as a gift. Give it with love & concern for women - not out of	LLS/TEXTS expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash
1	4
2	5
NOTES/ THOUGHTS	

NOTES	





# **MY SUCCESS PLAN**





# 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	BEF	{		
	1	2	S	M	T	W	T	F	S	
		-		1	2	3	4	5	6	
			7	8 15	9 16	10 17	11 18	12 19	13 20	
			21	22		-	25	26		
			28	29	30					
7	8	9 WINTER Early Order for PCP/Stars Begins			r for PCP/Stars					
14	15	16 WINTER Official Product Launch								
21	22	23								
28										
		BUSINESS SATURDAY								



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:	1	N	lonth:		
I'm Saving For:	I Need To Profit:	М	y Retail	Sales Goal:	
	Ψ	.40 =	\$		
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Totals: 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	N R	ly Averag etail Goa = # Fa Faces to	ces To Pam o Pamper ÷	e per Facial
B/4 of my Goal! I CAN DO IT! Halfway There!	Picture of Your Goal!			\$1,700 \$1,500 \$1,200	\$1,700 every month = On Target for Queens Court of Sales!
1/4 of my Goal!	- Idea: Share this with your directo	aud		\$850 \$600 \$400 \$225	= On Target for Princess Court of Sales! \$600 every month = On Target Star Consultant!
I CAN DO IT!	your sister consultants by the 5	ith!	Ordora	) Placed Th	ic Month:
Break you goal into bite size chunks!	Month End ActualTotals: Total Sold: 40% Profit: r 50% Wholesale: 5% Section 2/ Supplies: 5% MK Events/PCP:		Date:	Section 1	IS MONUN: Section 2

Total:

# **GONSCHEQUE 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 Startqualifying\*\* 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 Production (Not Including your 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:

TOTAL:

=

NOTES	

## PERSONAL RETAIL SALES MONTHLY GOAL: \$

#### Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax. Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

<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					

PE	PERFECT START (15 Faces) OR POWER START (30 Faces) TRACKING SHEET								
	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member		
1									
2									
3									
4									
5									
6									
7									
8									
9									
10									
11									
12									
13									
14									
15									
16									
17									
18									
19									
20									
21									
22									
23									
24									
25									
26									
27									
28									
29									
30									
TOT	TALS OI	EACH COLUMN FOR THE MONTH:							

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

# Sharing The Mary Kay Opportunity

# MARY KAY THE 4 P's QUESTIONS

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

- 1. Would you mind telling me a little about yourself? (PICTURE)
- 2. What brings you joy? (PURPOSE)
- 3. Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- 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.

# MY SHARING APPOINTMENTS AT-A-GLANCE DETAILED INFO UNDER THE SHARING SECTION

MONTH:\_\_

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.			

20.

10.

NUTES:		

# 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 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:
  - 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 **NOVEMBER 3**

Sunday, November 3	Monday, November 4	Tuesday, November 5	Wednesday, November 6
<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	<b>7</b> :15
:15	:15	:10	:15
:45	:45	:45	:45
8	8	8	8
:15 :30	:15	:15 :30	:15 :30
:45	:30 :45	:50	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45 10	:45	:45	:45 10
:15	10 :15	10 :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
<b>2</b> :15	2 :15	2 :15	<b>2</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :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	<b>6</b> :15
:30	30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30 :45	:30 :45	:30	:30 :45
<sup>:45</sup> 9	9	·45 9	<sup>-45</sup> 9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641 715 3900 44336#

Date: Sunday, November 3 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Winfold & Call. 041.715.5900 44550#	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			MARY KAY BUSINESS	
6AM	1				
	2				
7AM	3				
	4				
8AM	5				
	6				
9AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY				
			DO TODAT -	PERSONAL/ FAMILI	
10AM	1				
	2				
11AM	3				
	4				
12PM	5				
	6				
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY	
2PM					
3PM					
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:	
5PM					
6PM					
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	
8PM					
9PM					
10PM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOST "A class worth booking is a class worth coaching" - Mary Kay Ash	ESS, FACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Treat your business as a gift. Give it with love & concern for women - not out of	LLS/TEXTS expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash
1	4
2	5
NOTES/ THOUGHTS	

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Monday, November 4 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
OAIN	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
7PM				Details in Sharing Section
8PM				
0.514				
9PM				
(07)				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Tuesday, November 5 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
0,101	1				
7AM	2				
	3				
8AM	4				
	5				
9AM	6				
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY	
10AM	1				
	2				
11AM	3				
	4				
12PM	5				
	6				
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY				
2PM					
3PM					
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:	
5PM					
6PM					
	NEW BOOKINGS:		LES TODAY:	SHARED MARY KAY WITH:	
7PM				Details in Sharing Section	
8PM					
0014					
9PM					
(07)					
10PM	MILEAGE TO RECORD:				

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

# Date: Wednesday, November 6 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

## SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, November 7 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Friday, November 8 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Saturday, November 9 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

## 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.....
- 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 **NOVEMBER 10**

Sunday, November 10	Monday, November 11	Tuesday, November 12	Wednesday, November 13	
<b>6</b> :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	<b>7</b> :15	
:30	:30	:30	:30	
:45	:45	:45	:45	
<b>8</b> :15	8 :15	8 :15	<b>8</b> :15	
:15	:10	:15	:15	
:45	:45	:45	:45	
9	9	9	9	
:15 :30	:15 :30	:15 :30	:15 :30	
:45	:45	:45	:45	
10	10	10	10	
:15 :30	:15 :30	:15 :30	:15 :30	
:45	:30	:45	:45	
11	11	11	11	
:15	:15	:15	:15	
:30	:30 :45	:45	:30 :45	
12	12	12	12	
:15	:15	:15	:15	
:30 :45	:30 :45	:45	:30 :45	
1	<sup>140</sup>	1	1	
:15	:15	:15	:15	
:30	:30	:30	:30	
:45 2	:45 2	:45 2	:45 2	
:15	2 :15	:15	2 :15	
:30	:30	:30	:30	
:45	:45	:45	:45	
<b>3</b> :15	3 :15	<b>3</b> :15	<b>3</b> :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 :30	:15 :30	:15 :30	:15 :30	
:45	:45	:45	:45	
6	6	6	6	
:15	:15	:15	:15	
:30 :45	:30 :45	:30 :45	:30 :45	
7	7	7	7	
:15	:15	:15	:15	
:30 :45	:30 :45	:30 :45	:30	
8	8	8	8	
:15	:15	:15	:15	
:30	:30	:30	:30	
:45 9	:45 9	:45 9	:45 9	
:15	9 :15	9 :15	9 :15	
:30	: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!
6 :15	<b>6</b> :15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15 :30	:15 :30	:15 :30	Mary Kay Time: Meetings,
:45	:45	:45	Networking, Training, etc
8 :15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30 :45	:45	:30 :45	Friends, etc
9	9	9	INCOME PRODUCING ACTIVITY
:15 :30	:15 :30	:15 :30	Booking Appointments
:45	:45	:45	Coaching Calls
<b>10</b> :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
<b>11</b> :15	11 :15	<b>11</b> :15	
:30	:30	:30	BOOKINGS/ FACES RESULTS
·45 12	:45 12	:45 12	# Booking Held This Week:
:15	:15	:15	
:30	:30	:30	# Bookings Next Week:
:45	:45	:45	# Faces This Week:
:15	:15	:15	
:30 :45	:45	:30 :45	PERSONAL SALES RESULTS
2	2	<sup>245</sup> 2	Tatal Calao Thia Waaku
:15	:15	:15	Total Sales This Week:
:30	:45	:45	
3	3	3	40% Profit:
:15	:15	:15	40% Profit:
:30 :45	:45	:45	
4	4	4	TRACKING MY STAR
:15 :30	:15 :30	:15 :30	Wholesale Orders This Week:
:45	:45	:45	
5	5	5	
:15 :30	:15 :30	:15 :30	Amount Needed to Finish Star:
:45	:45	:45	
6	6	6	
:15 :30	:15 :30	:15 :30	Unit Stars to Date:
:45	:45	:45	
7 :15	<b>7</b> :15	7 :15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
:45	:45	:45	Personal Sharing Appts:
8 :15	8 :15	8 :15	
:30	:30	:30	New Personal Team Members
:45	:45	:45	Team Sharing Appts:
<b>9</b> :15	<b>9</b> :15	<b>9</b> :15	
:30	:30	:30	New Team Members:
:45	:45	:45	

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641 715 3900 44336#

Date: Sunday, November 10 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Winnon & Can. 041.713.3300 44330#	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
	2			
7AM	3			
8AM	4			
OAM	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS TO DO TODAY	
2PM				
3PM				
			THANKAYOU	
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
CDM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Monday, November 11 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Tuesday, November 12 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
37101	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
7PM				Details in Sharing Section
0014				
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

# Date: Wednesday, November 13 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

## SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, November 14 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, November 15 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

## 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Saturday, November 16 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

## 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.....
- 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 **NOVEMBER 17**

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

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

## 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641 715 3900 44336#

Date: Sunday, November 17 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
7414	2			
7AM	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
			THANKAYOU	
4PM	NEW CONTACTS/ REFERRALS		THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

SCHEDULE	@ A (	GLA	NCE:
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Million \$ Call: 641.715.3900 44336#

# Date: Monday, November 18 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
UAIVI	1			
7AM	2			
	3			
8AM	4			
OAIVI	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
	NEW BOOKINGS:		LES TODAY:	SHARED MARY KAY WITH:
7PM	NEW BOOKINGS.	RETAIL SA	LES TODAT.	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641 715 3900 44336#

# Date: Tuesday, November 19 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
	2			
7AM	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY	
2PM				
2714				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
ואו וד				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

# Date: Wednesday, November 20 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

## SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

## 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, November 21 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
7414	2			
7AM	3			
0.1.4	4			
8AM	5			
9AM	6			
SAIM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
	NEW BOOKINGS:		LES TODAY:	SHARED MARY KAY WITH:
7PM	NEW DOORINGS.	RETAIL SP	LES TODAT.	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, November 22 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
	1			
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

## Date: Saturday, November 23

9PM

10PM

5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour cour your impossible dream & fulfilling your total dea	nt! Make everv minute c	ount! And don's stop until	you have exercised your full potential, realizing
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			
6AM			DOTODAT	
	2			
7AM	3			
	4			
8AM	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
	_			
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
	_			
6PM	-			
	_			
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM	_			
		1		

MILEAGE TO RECORD:

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

## 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.....
- 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 **NOVEMBER 24**

Sunday, November 24	Monday, November 25	Tuesday, November 26	Wednesday, November 27
<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	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b> :15	8 :15	8 :15	<b>8</b> :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	11	11	<b>11</b> :15
:15	:15 :30	:15 :30	:15
:45	:45	:45	:45
12	12	12	12
:15 :30	:15 :30	:15 :30	:15 :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 :45	:45	:30 :45
3	3	3	3
:15	:15	:15	:15
:30 :45	:30 :45	:45	:30 :45
4	4	4	4
:15	:15	:15	:15
:30	:30 :45	:30 :45	:45
:45 5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45 6	·45 6	:45 6	:45 6
:15	:15	:15	:15
:30	:30	:30	:30
:45 7	:45	:45 7	:45 7
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b> :15	8 :15	<b>8</b> :15	8 :15
:30	.:0	: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	:10
: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> :15	6 :15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:30	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15 :30	:15 :30	:15 :30	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 :45	:30 :45	Friends, etc
9	9	9	
:15 :30	:15 :30	:15 :30	ACTIVITY Booking Appointments
:45	:45	:45	Coaching Calls
<b>10</b> :15	10 :15	10 :15	Team Phone Calls Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
:45	:45 11	<sup>:45</sup> 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30 :45	:45	BOOKINGS/ FACES RESULTS
12	12	12	# Booking Held This Week:
:15 :30	:15 :30	:15 :30	# Bookings Next Week:
:45	:45	:45	
1	1	1	# Faces This Week:
:15 :30	:15 :30	:15 :30	PERSONAL SALES RESULTS
:45	:45	:45	
2 :15	2 :15	<b>2</b> :15	Total Sales This Week:
:30	:30	:30	
:45 <b>3</b>	:45 3	:45 3	
:15	:15	:15	40% Profit:
:30 :45	:45	:30 :45	TRACKING MY STAR
4	4	4	
:15 :30	:15 :30	:15 :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 6	:45 6	:45 6	
:15	:15	:15	Unit Stars to Date:
:30 :45	:45	:30 :45	
7	7	7	[
:15 :30	:15 :30	:15 :30	SHARING THE OPPORTUNITY RESULTS
:45	:45	:45	
8::15	8	<b>8</b> :15	Personal Sharing Appts:
:15	:15	:15 :30	New Personal Team Members
:45	:45	:45	Team Sharing Appts:
<b>9</b> :15	<b>9</b> :15	<b>9</b> :15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

## 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Sunday, November 24 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
7444	2			
7AM	3			
9.4.M	4			
8AM	5			
9AM	6			
SAM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
0014				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Monday, November 25 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
	2			
7AM	3			
8AM	4			
OAINI	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
Эгм				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

# Date: Tuesday, November 26 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
0, un	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

### SCHEDULE @

5AM: Quiet Time

Million \$ Call: 641.7

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

) A GLANCE:	Date: Wednes	dav. No	ovember	· 27		
e/ Devotion/ Prayer	"Make every day count! Make every hour cou your impossible dream & fulfilling your total de	nt! Make everv minute o	count! And don's stop until	vou have exercised vour full potential, realizing		
15.3900 44336#	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS					
	1					
	2					
	3					
	4					
	5					
	6					
	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY					
	1					
	2					
	3					
	4					
	5					
	6					
	PHONE CALLS TO MAKE	/ RETURN	ERRANDS T	O DO TODAY		
	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:			
	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section		

MILEAGE TO RECORD:

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

## 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, November 28 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOST "A class worth booking is a class worth coaching" - Mary Kay Ash	ESS, FACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establish	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Treat your business as a gift. Give it with love & concern for women - not out of	LLS/TEXTS expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash
1	4
2	5
NOTES/ THOUGHTS	

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Friday, November 29 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOST "A class worth booking is a class worth coaching" - Mary Kay Ash	ESS, FACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establish	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Treat your business as a gift. Give it with love & concern for women - not out of	LLS/TEXTS expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash
1	4
2	5
NOTES/ THOUGHTS	

#### SCHEDULE @ A GLANCE:

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Saturday, November 30 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
				SHARED MARY KAY WITH:
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOST "A class worth booking is a class worth coaching" - Mary Kay Ash	ESS, FACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establish	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Treat your business as a gift. Give it with love & concern for women - not out of	LLS/TEXTS expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash
1	4
2	5
NOTES/ THOUGHTS	

NOTES	

# **DECEMBER 2024**



# **MY SUCCESS PLAN**





# **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



THURSDAY	FRIDAY	SATURDAY			JAI	NUA	RY		
			S	М	Т	W	Т	F	S
5	6	7		141	•	1	2	3	4
			5	6	7	8	9	10	11
			12	13	14	15	16	17	18
			19	20	21	22	23	24	25
			26	27	28	29	30	31	
12	13	14			N	ote	<del>.</del>		
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		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?			
Soarlike neverbefore	Team Production       Goal:         DATE:         TEAM WHOLESALE PRODUCTION	3rd Team Member = Bronze Medal			
		4th New Team Member = Silver Medal			
\$600 CONSISTENCY IS KEY!	5TH	5th New Team Member = Gold Medal			
\$400 JULY 2024	10TH				
TO	15TH				
<b>JUNE 2025</b>	20TH				
	25TH				
Track Your Wholesale Orders!	30TH				
Wholesale Orders:	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:	1	N	lonth:		
I'm Saving For:	I Need To Profit:	М	y Retail	Sales Goal:	
	· · ·	.40 =	\$		
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Totals: 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	N R	ly Averag etail Goa = # Fa Faces to	ces To Pam o Pamper ÷	e per Facial
B/4 of my Goal! I CAN DO IT! Halfway There!	Picture of Your Goal!			\$1,700 \$1,500 \$1,200	\$1,700 every month = On Target for Queens Court of Sales!
1/4 of my Goal!	- Idea: Share this with your directo	aud		\$850 \$600 \$400 \$225	= On Target for Princess Court of Sales! \$600 every month = On Target Star Consultant!
I CAN DO IT!	your sister consultants by the 5	ith!	Ordora	) Placed Th	ic Month:
Break you goal into bite size chunks!	Month End ActualTotals: Total Sold: 40% Profit: r 50% Wholesale: 5% Section 2/ Supplies: 5% MK Events/PCP:		Date:	Section 1	IS MONUN: Section 2

Total:

# **GONSCHEQUE 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 Startqualifying\*\* 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 Production (Not Including your 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:

TOTAL:

=

NOTES	

#### PERSONAL RETAIL SALES MONTHLY GOAL: \$

#### Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax. Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

<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			

PE	RFEC <sup>®</sup>	T START (15 Faces) OR POWER	START	(30 Face	s) TRAC	KING SH	EET
	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							
TOT	TALS OI	FEACH COLUMN FOR THE MONTH:					

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

# Sharing The Mary Kay Opportunity

## MARY KAY THE 4 P's QUESTIONS

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

- 1. Would you mind telling me a little about yourself? (PICTURE)
- 2. What brings you joy? (PURPOSE)
- 3. Tell me about a time when you were proud of yourself? What was it about the experience that you loved the most? (PASSION)
- 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.

# MY SHARING APPOINTMENTS AT-A-GLANCE DETAILED INFO UNDER THE SHARING SECTION

MONTH:\_\_

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.				

20.

10.

NUTES:		

## 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 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:
  - 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 DECEMBER 1

Sunday, December 1	Monday, December 2	Tuesday, December 3	Wednesday, December 4
<b>6</b> :15	<b>6</b> :15	6 :15	<b>6</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
:45 <b>8</b>	:45 8	:45 8	:45 8
<b>o</b> :15	0 :15	0 :15	0 :15
:30	:30	:30	:30
:45 9	·45 9	:45 9	:45 9
:15	:15	:15	:15
:30	.30	:30	:30
:45 10	·45 10	:45 10	:45 10
:15	:15	:15	:15
:30	:30	:30	:30
:45 11	:45 11	:45 11	:45 11
:15	:15	:15	:15
:30	:30	:30	:30
:45 12	·45 12	<sup>:45</sup> 12	:45 12
:15	:15	:15	:15
:30	:30	:30 :45	:45
:45	:45 1	<sup>245</sup>	<sup>145</sup>
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
2	2	2	2
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:45
3	3	3	3
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:45
4	4	4	4
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:45
5	5	5	5
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:45
6	6	6	6
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:45
7	7	7	7
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:45
8	8	8	8
:15	:15	:15 :30	:15
:30 :45	:30 :45	:30 :45	:45
9	9	9	9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:30	:30	:45

#### to **DECEMBER 7**

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	6 :15	<b>6</b> :15	GOD: Devotion, Church, Bible Study, Faith
:30 :45	:45	:30 :45	Family Time
7	7	7	Date Night
:15 :30	:15 :30	:15 :30	Mary Kay Time: Meetings,
:45	:45 8	:45 8	Networking, Training, etc
o :15	<b>o</b> :15	<b>0</b> :15	Exercise, Hair, Nails, Coffee with
:30 :45	:45	:30 :45	Friends, etc
9	9	9	INCOME PRODUCING ACTIVITY
:15 :30	:15 :30	:15 :30	Booking Appointments
:45	:45	:45	Coaching Calls
<b>10</b> :15	10 :15	10 :15	Team Phone Calls Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
:45	:45 11	:45 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30 :45	:45	:30 :45	
12	12	12	# Booking Held This Week:
:15 :30	:15 :30	:15 :30	# Bookings Next Week:
:45	:45	:45	
<b>1</b> :15	1 :15	<b>1</b> :15	# Faces This Week:
:30	:30	:30	PERSONAL SALES RESULTS
:45 2	:45 2	:45 2	
:15	:15	:15	Total Sales This Week:
:30 :45	:45	:30 :45	
3	3	3	40% Profit:
:15 :30	:15 :30	:15 :30	40% F10III
:45	:45	:45	TRACKING MY STAR
<b>4</b> :15	<b>4</b> :15	<b>4</b> :15	
:30	:30	:30	Wholesale Orders This Week:
:45	:45	:45	
<b>5</b> :15	5 :15	5 :15	Amount Needed to Finish Star:
:30 :45	:30 :45	:30	
6	6	.45 6	
:15	:15	:15 :30	Unit Stars to Date:
:45	:45	:45	
7	7	7	SHARING THE OPPORTUNITY
:15 :30	:15 :30	:15 :30	RESULTS
:45	:45	:45	Personal Sharing Appts:
<b>8</b> :15	8 :15	<b>8</b> :15	
:30	:30	:30	New Personal Team Members
:45 9	:45 9	:45 9	Team Sharing Appts:
:15	:15	:15	
:30 :45	:45	:45	New Team Members:

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Sunday, December 1 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
7414	2			
7AM	3			
8AM	4			
OAINI	5			
9AM	6			
5AW	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY		O DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
7PM				Details in Sharing Section
0014				
8PM				
0014				
9PM				
10PM	MILEAGE TO RECORD:			

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Monday, December 2 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

#### SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Tuesday, December 3 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

Willion \$ Call. 041.713.3900 44330#	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
	2			
7AM	3			
	4			
8AM	5			
	6			
9AM				
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

#### SCHEDULE @ A

5AM: Quiet Time/

Million \$ Call: 641.715

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

A GLANCE:	Date: Wedne	sdav. De	ecember	r 4	
/ Devotion/ Prayer	"Make every day count! Make every hour co your impossible dream & fulfilling your total	ount! Make everv minute o	ount! And don's stop until	vou have exercised vour full potential, realizing	
5.3900 44336#	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
	1				
	2				
	3				
	4				
	5	5			
	6	6			
	SIX MOST IMPORTAN	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY			
	1				
	2				
	3				
	4				
	5				
	6				
	PHONE CALLS TO MAK	E/ RETURN	ERRANDS T	O DO TODAY	
	NEW CONTACTS/ REF	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
	NEW BOOKINGS:		LES TODAY:	SHARED MARY KAY WITH:	
				Details in Sharing Section	

Designed by Lorraine Bryant

MILEAGE TO RECORD:

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

#### SCHEDULE @ A GLANCE:

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, December 5 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

#### Date: Friday, December 6

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

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

## 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Saturday, December 7 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
OAINI	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
2214				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

# 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:
  - 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 **DECEMBER 8**

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

# to **DECEMBER 14**

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	6 :15	6 :15	GOD: Devotion, Church, Bible Study, Faith
:30	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15 :30	:15 :30	:15 :30	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 :45	:30 :45	Friends, etc
9	9	9	INCOME PRODUCING
:15 :30	:15 :30	:15 :30	ACTIVITY Booking Appointments
:45	:45	:45	Coaching Calls
<b>10</b> :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
11 :15	11 :15	11 :15	BOOKINGS/ FACES RESULTS
:30	:30 :45	:30 :45	BOUKINGS/ FACES RESULTS
12	12	12	# Booking Held This Week:
:15	:15	:15	# Bookings Next Week:
:30 :45	:30 :45	:30 :45	
1	1	1	# Faces This Week:
:15 :30	:15 :30	:15 :30	PERSONAL SALES RESULTS
:45	:45	:45	PERSONAL SALES RESULTS
2 :15	2 :15	2 :15	Total Sales This Week:
:30	:30	:30	
:45	:45 3	:45 3	
:15	:15	:15	40% Profit:
:30 :45	:45	:45	
4	4	4	TRACKING MY STAR
:15 :30	:15 :30	:15 :30	Wholesale Orders This Week:
:45	:45	:45	
<b>5</b> :15	5 :15	5	
:30	:30	:30	Amount Needed to Finish Star:
:45 6	:45 6	:45 6	
:15	:15	:15	Unit Stars to Date:
:30 :45	:45	:30 :45	
7	7	7	
:15 :30	:15 :30	:15 :30	SHARING THE OPPORTUNITY RESULTS
:45	:45	:45	
8	8	8	Personal Sharing Appts:
:15 :30	:15 :30	:15 :30	New Personal Team Members
:45	:45	:45	Team Sharing Appts:
<b>9</b> :15	<b>9</b> :15	<b>9</b> :15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

Million \$ Call: 641.715.3900 44336#

Date: Sunday, December 8 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
		-		
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Monday, December 9 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
				SHARED MARY KAY WITH:
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Tuesday, December 10 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7414	2			
7AM	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY	
2PM				
3PM				
			THANKAYOU	
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
CDM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

# Date: Wednesday, December 11 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
				0 00 100/11
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			
Designed by Lorraine Bryant				

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

### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, December 12 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, December 13 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
TAW	3			
0.1.4	4			
8AM	5			
0414	6			
9AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ER		ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Saturday, December 14 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

# SUNDAY BRAIN DUMP for the week of DECEMBER 15 - DECEMBER 21

- 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 DECEMBER 15

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

# to DECEMBER 21

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 :45	:30 :45	:30 :45	Family Time
7	7	7	Date Night
:15 :30	:15 :30	:15 :30	Mary Kay Time: Meetings,
:45	:45	:45 8	Networking, Training, etc
8 :15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	:45	:30 :45	Friends, etc
9	9	9	
:15 :30	:15 :30	:15 :30	ACTIVITY Booking Appointments
:45	:45	:45	Coaching Calls
10 :15	10 :15	10 :15	Team Phone Calls Facials/ Parties/Virtual Events
:30	:30	:30	Customer Follow-Up Calls
:45 11	:45 11	:45 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/ FACES RESULTS
:45	:45	:45	
12	12	12	# Booking Held This Week:
:15 :30	:15 :30	:15 :30	# Bookings Next Week:
:45	:45	:45	
<b>1</b> :15	1 :15	<b>1</b> :15	# Faces This Week:
:30	:30	30	PERSONAL SALES RESULTS
:45 2	:45 2	<sup>:45</sup> 2	
:15	:15	:15	Total Sales This Week:
:30	:45	:30 :45	
3	3	3	40% Profit:
:15 :30	:15 :30	:15 :30	40 % 1 10111.
:45	:45	:45	TRACKING MY STAR
<b>4</b> :15	<b>4</b> :15	<b>4</b> :15	
:30	:30	:30	Wholesale Orders This Week:
:45 5	:45 5	:45 5	
:15	:15	:15	Amount Needed to Finish Star:
:45	:45	:45	
6	6	6	
:15 :30	:15 :30	:15 :30	Unit Stars to Date:
:45	:45	:45	<u>[]</u>
<b>7</b> :15	<b>7</b> :15	<b>7</b> :15	SHARING THE OPPORTUNITY
:15	:30	:30	RESULTS
:45	:45 8	:45 8	Personal Sharing Appts:
8 :15	8 :15	<b>8</b> :15	
:30	:30 :45	:30 :45	New Personal Team Members
9	9	9	Team Sharing Appts:
:15 :30	:15 :30	:15 :30	New Team Members:
:45	:45	:45	

### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Sunday, December 15 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Monday, December 16 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

CANA	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
6AM	1			
7414	2			
7AM	3			
8AM	4			
OAINI	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

# Date: Tuesday, December 17 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
				SHARED MARY KAY WITH:
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/

Million \$ Call: 641.715

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

A GLANCE:	Date: Wednes	day. De	ecember	· 18
Devotion/ Prayer	"Make every day count! Make every hour cour your impossible dream & fulfilling your total des	nt! Make every minute o	count! And don's stop until	you have exercised your full potential, realizing
5.3900 44336#	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
	2			
	3			
	4			
	5			
	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
	1			
	2			
	3			
	4			
	5			
	6			
	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
	-			
	NEW CONTACTS/ REFE			/ LOVE NOTES TO:
	NEW CONTACTO/ NET E			
	_			
	_			
	_	-		
	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section

Designed by Lorraine Bryant

MILEAGE TO RECORD:

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

# 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, December 19 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
OAIVI	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
				SHARED MARY KAY WITH:
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, December 20 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
TAW	3			
0.1.4	4			
8AM	5			
0414	6			
9AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY			
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:			SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Saturday, December 21 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

## 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:
  - 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 **DECEMBER 22**

6615	6         6           115         115           30         30           45         45           7         7           115         115           30         30           45         45           10         10           45         45           8         8           115         115           30         30           45         45           8         8           115         115           30         30           45         45           9         9           115         15           30         30           45         45           10         10           115         15           30         30           45         45           11         11           12         15           30         30           30         30           45         45           11         11           12         15           30         30           30         <																																																																				
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:30</td><td>3 3</td></tr> <tr><td>345     345       4     115       115     115       130     30       345     5       5.15     115       130     30       345     5       15     130       130     30       345     6       115     15       130     30       345     6       115     15       130     30</td><td>:15 :15</td></tr> <tr><td>4     4       115     115       300     300       145     145       5     5       115     115       130     300       145     5       15     115       130     300       145     6       115     115       130     300       300     300</td><td>30 30</td></tr> <tr><td>115     115       130     130       145     145       5     5       115     115       130     30       145     145       6     6       115     115       130     30       145     15       15     15       130     30</td><td>:45 :45</td></tr> <tr><td>30     30       35     35       5     5       15     30       345     30       6     6       15     15       30     30</td><td>4 4</td></tr> <tr><td>345   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130</td><td>45         6         15         30         45         45         45         7         7         115         30         115         30         45         50         115         116         115         30         45         9</td></tr> <tr><td>45</td><td>45         45           6         6           115         115           30         30           45         45           7         7           115         30           116         15           117         7           118         15           119         15           110         15           111         15           112         10           113         10           114         15           115         15           115         15           115         15           115         15           115         15           115         15           115         15           115         15           115         15           115         15           115         15           115         15           115         15           119         15      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# to **DECEMBER 28**

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Sunday, December 22 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
7414	2			
7AM	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY - I	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
CDM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

Date: Monday, December 23 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

CAM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
6AM	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
				SHARED MARY KAY WITH:
7PM	NEW BOOKINGS:	RETAIL SP	LES TODAY:	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

# Date: Tuesday, December 24 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
57 WH	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
	NEW BOOKINGS:		LES TODAY:	SHARED MARY KAY WITH:
7PM	NEW BOOKINGS.	RETAIL SA	LES TODAT.	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

# Date: Wednesday, December 25 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
UAIN	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
7PM				Details in Sharing Section
0DM				
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Thursday, December 26 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, December 27 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Saturday, December 28 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

## 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:
- **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 DECEMBER 29

Sunday, December 29	Monday, December 30	Tuesday, December 31	Wednesday, January 1
<b>6</b> :15	6 :15	6 :15	<b>6</b> :15
:30	:30	:30	30
:45	:45	:45	:45
7 :15	7 :15	7 :15	<b>7</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
8 :15	8 :15	8 :15	<b>8</b> :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
<b>10</b> :15	10 :15	10 :15	10 :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b> :15	11 :15	<b>11</b> :15	<b>11</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b> :15	12 :15	12 :15	<b>12</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b> :15	1 :15	<b>1</b> :15	<b>1</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b> :15	2 :15	2 :15	<b>2</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b> :15	3 :15	<b>3</b> :15	<b>3</b> :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
<b>5</b> :15	5 :15	<b>5</b> :15	<b>5</b> :15
:15	:10	:15	:15
:45	:45	:45	:45
6	6	<b>6</b> :15	6
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
7	7	7	7
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
8	8	8	8
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
9	9	9	9
:15 :30	:15 :30	:15 :30	:15 :30
: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	6 :15	6 :15	GOD: Devotion, Church, Bible Study, Faith	
:30 :45	:30 :45	:30 :45	Family Time	
7	7	<b>7</b> :15	Date Night	
:30	:15 :30	:15	Mary Kay Time: Meetings,	
:45 8	:45	:45 <b>8</b>	Networking, Training, etc	
:15	:15	:15 :30	Exercise, Hair, Nails, Coffee with	
:45	:30 :45	:45	Friends, etc	
<b>9</b> :15	9	<b>9</b> :15	INCOME PRODUCING	
:30	:30	:30	Booking Appointments	
:45 10	:45 10	:45 10	Coaching Calls Team Phone Calls	
:15 :30	:15 :30	:15 :30	Facials/ Parties/Virtual Events	
:45	:45	:45	Customer Follow-Up Calls Sharing the Opportunity	
<b>11</b> :15	11 :15	<b>11</b> :15		
:30	:30	:30	BOOKINGS/ FACES RESULTS	
:45 12	:45 12	:45 12	# Booking Held This Week:	
:15	:15	:15	# Bookings Next Week:	
:30 :45	:30 :45	:30 :45		
<b>1</b> :15	1 :15	<b>1</b> :15	# Faces This Week:	
:30	:30	:30	PERSONAL SALES RESULTS	
:45 2	:45 2	·45 2		
:15	:15	:15	Total Sales This Week:	
:30 :45	:30 :45	:30 :45		
3	3	3:15	40% Profit:	
:15 :30	:15 :30	:30		
:45 <b>4</b>	:45 <b>4</b>	:45 <b>4</b>	TRACKING MY STAR	
4 :15	:15	4 :15	Wholesale Orders This Week:	
:30 :45	:30	:30		
5	5	5		
:15 :30	:15 :30	:15 :30	Amount Needed to Finish Star:	
:45	:45	:45	_	
<b>6</b> :15	6 :15	6 :15		
:30	:30 :45	:30 :45	Unit Stars to Date:	
7	7	7		
:15 :30	:15 :30	:15 :30	SHARING THE OPPORTUNITY RESULTS	
:45	:45	:45	Personal Sharing Appts:	
<b>8</b> :15	8 :15	8 :15		
:30	:30	:30	New Personal Team Members	
:45 9	:45 9	:45 9	Team Sharing Appts:	
:15 :30	:15 :30	:15 :30	New Team Members:	
:45	:45	:45		

#### 5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Sunday, December 29 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: NEW CONTACTS/ REFERRALS 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Monday, December 30 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
0,101	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN ERI		ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

Date: Tuesday, December 31 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY	
2PM				
3PM				
4PM	NEW CONTACTS/ REFERRALS		THANK YOU/ LOVE NOTES TO:	
5PM				
6PM				
				SHARED MARY KAY WITH:
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

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

Million \$ Call: 641.715.3900 44336#

# Date: Wednesday, January 1 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

CANA	SIX MOST IMPORTAN	T THINGS TO	DO TODAY -	MARY KAY BUSINESS	
6AM	1				
7AM	2				
	3				
8AM	4				
	5				
9AM	6				
	SIX MOST IMPORTAN	T THINGS TO	DO TODAY -	PERSONAL/ FAMILY	
10AM	1				
	2				
11AM	3				
	4				
12PM	5				
	6				
1PM	PHONE CALLS TO MAK	PHONE CALLS TO MAKE/ RETURN		ERRANDS TO DO TODAY	
2PM					
3PM					
4PM	NEW CONTACTS/ REI	ERRALS	THANK YOU	/ LOVE NOTES TO:	
5PM					
0014					
6PM					
7PM	NEW BOOKINGS:	RETAIL SA	ALES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	
8PM					
9PM					
10PM	MILEAGE TO RECORD:				

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

Million \$ Call: 641.715.3900 44336#

Date: Thursday, January 2 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Friday, January 3 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 1PM PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 2PM 3PM THANK YOU/ LOVE NOTES TO: **NEW CONTACTS/ REFERRALS** 4PM 5PM 6PM SHARED MARY KAY WITH: **RETAIL SALES TODAY: NEW BOOKINGS:** 7PM **Details in Sharing Section** 8PM 9PM MILEAGE TO RECORD: 10PM

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

Million \$ Call: 641.715.3900 44336#

Date: Saturday, January 4 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

6AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	MARY KAY BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
5AM	SIX MOST IMPORTANT	THINGS TO	DO TODAY -	PERSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection	
1	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOST "A class worth booking is a class worth coaching" - Mary Kay Ash	ESS, FACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establish	
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Treat your business as a gift. Give it with love & concern for women - not out of	LLS/TEXTS expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to	o your accomplishments." - Mary Kay Ash
1	4
2	5
NOTES/ THOUGHTS	

NOTES	

# FUTURE PLANNING

# January - March 2025 At-A-Glance

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								DATES:
			JA	NUAI	RY			January 1: New Year's
1	S	М	Т	W	Т	F	S	January 1: 3rd Qtr Sta
				1	2	3	1	January 2: Bank Ho
				1	2	3	4	January 8: SPRING P
	5	6	7	8	9	10	11	
	12	13	14	15	16	17	18	January TBA: Kicksta
	١٢	10	14	IJ	10	17	10	January TBA: Leaders
	19	20	21	22	23	24	25	January 20: Martin Lu
	26	27	28	29	30	31		[
	20	21	20	29	50	J		January 26: SPRING
								January 29: Spring Lo

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

						DATES:
	FEE	BRUA	<b>NRY</b>			February 2: Groundhog Day
М	T	W	T	F	S	February 9: SPRING Early Order Begins for PCP/Stars
					1	February 9: Super Bowl LIX
3	4	5	6	7	8	February 14: Valentine's Day
10	11	12	13	14	15	February 15: National Flag of Canada Day
17	18	19	20	21	22	February 16: SPRING Official Product Launch
24	25	26	27	28		February 17: Family Day
	3 10 17	M     T       3     4       10     11       17     18	M         T         W           3         4         5           10         11         12           17         18         19	Image:	M         T         W         T         F           3         4         5         6         7           10         11         12         13         14           17         18         19         20         21	M         T         W         T         F         S           1         1         1         1         1           3         4         5         6         7         8           10         11         12         13         14         15           17         18         19         20         21         22

					DATES:
IVI	ARC	Н			March 4: Mardi Gras
T	W	Т	F	S	March 8: International Women's Day
				1	March 9: Daylight Savings Begins
1	5	6	7	Q	March 10: Commonwealth Day
			1		March 15: SUMMER PCP Enrollment Begins
11	12	13	14	15	March 17: St. Patrick's Day
18	19	20	21	22	March 20: 1st Day of Spring
25	26	27	28	29	March 31: Q3 Star Qtr Ends
		4         5           11         12           18         19	1         1         1           4         5         6           11         12         13           18         19         20	1         1         1         1           4         5         6         7           11         12         13         14           18         19         20         21	1         1         1           4         5         6         7         8           11         12         13         14         15           18         19         20         21         22



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20	21	22	23	24	25	26
27	28	29	30			

# April - June 2025 At-A-Glance

DATES:

April 1: April Fools Day/Q4 Star Qtr Begins
April 8: SUMMER PCP Enrollment Deadline
April 18: Good Friday
April 20: Easter
April 22: Earth Day
April 23: Admin Professionals Day
April 26: SUMMER Director Early Order Begins
April 29: SUMMER Look Book Begins Mailing
April 30: Tax Day

			MAY				DATES:
							May 1: May Day
S	М	T	W	T	F	S	May 5: Cinco De Mayo
				1	2	3	May 6: Nurse/Teacher Appreciation Day
4	5	6	7	8	9	10	May 9: SUMMER Early Order Begins for PCP/Stars
11	12	13	14	15	16	17	May 11: Mother's Day
18	19	20	21	22	23	24	May 12: Mary Kay Ash Birthday
10	19	20	21	22	20	24	May 16: SUMMER Official Product Launch
25	26	27	28	29	30	31	May 19: Victoria Day
							May 26: Memorial Day (US)

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		Ľ	JUNE	-		
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# July - September 2025 At-A-Glance

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		,	JULY	,		
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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 TBA: Elevate Seminar 2025

AUGUST								
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24	25	26	27	28	29	30		
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#### DATES:

August 4: Civic Holiday (All Corp Offices Closed)

August 8: FALL/HOLIDAY PCP Enrollment Deadline

August 26: FALL/HOLIDAY Director Early Order

August 29: FALL/HOLIDAY Look Book Begins Mailing

	SEPTEMBER							
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14	15		17	18	19	20		
21	22		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



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# October - December 2025 At-A-Glance

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

#### DATES:

October 1: 2nd Qtr Star Begins

**October 8: WINTER PCP Enrollment Deadline** 

October 13: Thanksgiving Day

October 16: Bosses Day

October 26: WINTER Director Early Order Begins

October 29: WINTER Look Book Begins Mailing

October 31: Halloween

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

#### DATES:

November 2: Daylight Savings Time Ends

November 9: WINTER Early Order Begins for PCP/Stars

November 11: Remembrance Day

November 16: WINTER Official Product Launch

November 28-December 1: PINK Weekend

#### DATES:

DECEMBER						DATES:			
	DLC					December 1: Cyber Monday			
	T	W	Т	F	S	December 15: SPRING PCP Enrollment Begins			
	2	3	4	5	6	December 15-23 - Hanukkah			
	9	10	11	12	13	December 21: 1st Day of Winter			
	16	17	18	19	20	December 24: Christmas Eve			
	23	24	25	26	27	December 25: Christmas Day			
	30	31				December 26: Boxing Day			
						December 31: 2nd Qtr Star Ends			
						December 31: New Year's Eve			



# **MY SUCCESS PLAN**



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