

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

# MY SUCCESS PLAN

JULY - DECEMBER  
2024



# 2024 Year at a Glance



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

APRIL						
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MAY						
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JUNE						
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JULY						
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AUGUST						
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SEPTEMBER						
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OCTOBER						
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NOVEMBER						
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DECEMBER						
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THIS BOOK BELONGS TO: \_\_\_\_\_

# 2025 Year at a Glance



JANUARY						
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FEBRUARY						
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MARCH						
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30	31					

APRIL						
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MAY						
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JUNE						
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29	30					

JULY						
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AUGUST						
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31						

SEPTEMBER						
S	M	T	W	T	F	S
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21	22	23	24	25	26	27
28	29	30				

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

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

*dream*  
**BIG**



QUARTER

AT A

GLANCE



# July - September 2024 At-A-Glance

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

**DATES:**

July 1: Happy New Seminar Year!
July 1: Canada Day (All Corp Offices Closed)
July 1: 1st Qtr Star Begins
July 15: FALL/HOLIDAY PCP Enrollment begins
July 31 - Aug 2: Elevate Seminar 2024

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

**DATES:**

August 5: Civic Holiday (All Corp Offices Closed)
August 8: FALL/HOLIDAY PCP Enrollment Deadline
August 26: FALL/HOLIDAY Director Early Order
August 29: FALL/HOLIDAY Look Book Begins Mailing

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

**DATES:**

Sept 2: Labour Day
Sept 5-11: Top Director Trip Maui, Hawaii
Sept 11-14: Prestige Trip Kona, Hawaii
Sept 9: FALL/HOLIDAY Early Order Begins for PCP/Stars
Sept 13: Mary Kay 61st Anniversary
Sept 15: WINTER PCP Enrollment begins
Sept 16: FALL/HOLIDAY Product Launch
Sept 22: First Day of Fall
Sept 30: 1st Qtr Star Ends





# October - December 2024 At-A-Glance

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

## DATES:

October 1: 2nd Qtr Star Begins

October 8: WINTER PCP Enrollment Deadline

October 14: Thanksgiving Day

October 16: Bosses Day

October 26: WINTER Director Early Order Begins

October 29: WINTER Look Book Begins Mailing

October 31: Halloween

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

## DATES:

November 3: Daylight Savings Time Ends

November 9: WINTER Early Order Begins for PCP/Stars

November 11: Remembrance Day

November 16: WINTER Official Product Launch

November 29-December 2: PINK Weekend

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

## DATES:

December 2: Cyber Monday

December 15: SPRING PCP Enrollment Begins

December 21: 1st Day of Winter

December 24: Christmas Eve

December 25: Christmas Day

December 25-Jan 2 - Hanukkah

December 26: Boxing Day

December 31: 2nd Qtr Star Ends

December 31: New Year's Eve

# *My Dream Board*





YEAR LONG  
PERSONAL  
GOALS

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



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

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

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

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





TRACKING MY  
CAREER CAR  
CASH COMPENSATION

# Grand Achiever Program



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

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

## TO BE ON TARGET:

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

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

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



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

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

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

**YOU DID IT!!!!**

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





TRACKING MY  
PROMOTION  
**TO DIRECTOR!**

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

## As a New Beauty Consultant:

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

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

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

**Independent Sales Director!**

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

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



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

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

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



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

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





# Radiate in Red

## Red Jacket Career Path



**STAR TEAM BUILDER**

3-4 Active Personal Team Members



**TEAM LEADER**

5-7 Active Personal Team Members



**FUTURE SALES DIRECTOR**

8+ Active Personal Team Members

Which Red Jacket will you choose?



NEW CONSULTANT

ACTIVE

GREAT START

1



2



3



4



5



6



7



8



9






# All In With 8!



## DIQ REQUIREMENTS:

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

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

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



QUARTERLY

STAR

GOAL



*Make  
it  
happen*

PLACE THE  
THE  
1ST QTR  
STAR  
POSTER  
HERE

## MY 1ST QTR STAR GOAL TRACKING!

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

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

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

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

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

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

\$ \_\_\_\_\_ x 2 = \$ \_\_\_\_\_

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

\$ \_\_\_\_\_ x .40 = \$ \_\_\_\_\_

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

### NEW TEAM MEMBERS:

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

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

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

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

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

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

# BE A 1ST QTR STAR!!!

## JULY 1 - SEPTEMBER 30, 2024

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

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

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

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

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

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



# Track Your Way to Star!

Q1!

July 1st - September 30th

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

What is Your Goal This Quarter?

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

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

Make your  
dreams  
happen

# PLACE THE THE 2ND QTR STAR POSTER HERE

## MY 2ND QTR STAR GOAL TRACKING!

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

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

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

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

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

# BE A 2ND QTR STAR!!!

## OCTOBER 1 - DECEMBER 31, 2024

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

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

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

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

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






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



# Track Your Way to Star!

## Q2!

October 1st - December 30th

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

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



# MY TEAM!

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

FOUND ON MARY KAY INTOUCH UNDER BUSINESS TOOLS/ MY BUSINESS





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

# MY SUCCESS PLAN

JULY 2024





# JULY 2024

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

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



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







# CONSULTANT

## MONTHLY

# Cheque Calculator

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

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

**Personal Sales**

\$ \_\_\_\_\_

**Section 1 @ 50%**

=

**Personal Team Commission**

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

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

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

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

**Personal Team Commission cont...**

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

\_\_\_\_\_ % Earned X Team Production (Not Including your Personal Production)

=

**New Qualified Team Members Bonus**

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

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

New Qualified Team Members = \_\_\_\_\_

**X \$50**

=

**Car Cash Option**

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

\*\*NOTE: Refer to the Advance Brochure on [intouch.ca](http://intouch.ca) for Full Details and Requirements.

**MONTH:**

---

**TOTAL:**

---





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

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

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

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

MONTH OF: \_\_\_\_\_

*Transfer totals in the bottom row to other side*

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

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

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

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

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

# SHARING THE MARY KAY OPPORTUNITY

## MARY KAY THE 4 P's QUESTIONS

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

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

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

### These questions help you to:

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

# Sharing the Mary Kay Opportunity with Confidence!

## 6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

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

## 6 Reasons People Choose a Mary Kay Business

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

\*Avg amounts are estimates. Your results may vary.







2024  
JULY



# Weekly Plan Sheet from **JUNE 30**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Sunday, June 30

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

## SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

## SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

## PHONE CALLS TO MAKE/ RETURN

## ERRANDS TO DO TODAY

## NEW CONTACTS/ REFERRALS

## THANK YOU/ LOVE NOTES TO:

## NEW BOOKINGS:

## RETAIL SALES TODAY:

SHARED MARY KAY WITH:  
Details in Sharing Section

## MILEAGE TO RECORD:





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

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# Date: Monday, July 1

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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# Date: Tuesday, July 2

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

**SHARED MARY KAY WITH:**  
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5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Wednesday, July 3

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Thursday, July 4

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Friday, July 5

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Saturday, July 6

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**









# Weekly Plan Sheet from **JULY 7**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

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# Date: Sunday, July 7

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

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Million \$ Call: 641.715.3900 44336#

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# Date: Monday, July 8

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

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# Date: Tuesday, July 9

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Wednesday, July 10

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Thursday, July 11

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



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# Date: Friday, July 12

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Saturday, July 13

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**







# Weekly Plan Sheet from **JULY 14**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Sunday, July 14

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Monday, July 15

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Tuesday, July 16

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**


**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**


**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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


**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Wednesday, July 17

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**


**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**


**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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


**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

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12PM

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6PM

7PM

8PM

9PM

10PM

# Date: Thursday, July 18

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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12PM

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# Date: Friday, July 19

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

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9PM

10PM

# Date: Saturday, July 20

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**







# Weekly Plan Sheet from **JULY 21**

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



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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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6PM

7PM

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9PM

10PM

# Date: Sunday, July 21

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Monday, July 22

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



<b>SCHEDULE @ A GLANCE:</b>	
5AM: Quiet Time/ Devotion/ Prayer	
Million \$ Call: 641.715.3900 44336#	
6AM	
7AM	
8AM	
9AM	
10AM	
11AM	
12PM	
1PM	
2PM	
3PM	
4PM	
5PM	
6PM	
7PM	
8PM	
9PM	
10PM	

# Date: Tuesday, July 23

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

## SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

## SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY
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NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:
-------------------------	---------------------------


NEW BOOKINGS:	RETAIL SALES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
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## MILEAGE TO RECORD:



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

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3PM

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7PM

8PM

9PM

10PM

# Date: Wednesday, July 24

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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10AM

11AM

12PM

1PM

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# Date: Thursday, July 25

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

**SHARED MARY KAY WITH:**  
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Million \$ Call: 641.715.3900 44336#

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7AM

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10AM

11AM

12PM

1PM

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3PM

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# Date: Friday, July 26

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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8AM

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3PM

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# Date: Saturday, July 27

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**









# Weekly Plan Sheet from **JULY 28**

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

# to **AUGUST 3**

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

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9AM

10AM

11AM

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# Date: Sunday, July 28

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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8AM

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# Date: Monday, July 29

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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8AM

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11AM

12PM

1PM

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# Date: Tuesday, July 30

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Wednesday, July 31

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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6PM

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# Date: Thursday, August 1

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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7AM

8AM

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# Date: Friday, August 2

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

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8AM

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12PM

1PM

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3PM

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# Date: Saturday, August 3

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**







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

# MY SUCCESS PLAN

AUGUST 2024





# AUGUST 2024

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

*“The only difference between successful people & unsuccessful people is EXTRAORDINARY DETERMINATION.”  
~ Mary Kay Ash*



THURSDAY	FRIDAY	SATURDAY	SEPTEMBER						
1	2	3	<b>S</b>	<b>M</b>	<b>T</b>	<b>W</b>	<b>T</b>	<b>F</b>	<b>S</b>
<i>Elevate Seminar</i>			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					
8 <i>Fall/Holiday PCP Enrollment Deadline</i>	9	10	<i>Notes:</i>						
29 <i>Fall/Holiday Look Books Begin Mailing</i>	30	31							







# CONSULTANT

## MONTHLY

# Cheque Calculator

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

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

**Personal Sales**

\$ \_\_\_\_\_

**Section 1 @ 50%**

=

**Personal Team Commission**

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

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

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

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

**Personal Team Commission cont...**

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

\_\_\_\_\_ % Earned X Team Production (Not Including your Personal Production)

=

**New Qualified Team Members Bonus**

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

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

New Qualified Team Members = \_\_\_\_\_

**X \$50**

=

**Car Cash Option**

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

\*\*NOTE: Refer to the Advance Brochure on [intouch.ca](http://intouch.ca) for Full Details and Requirements.

**MONTH:**

---

**TOTAL:**

---





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

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

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

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

MONTH OF: \_\_\_\_\_

*Transfer totals in the bottom row to other side*

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

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

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

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

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

# SHARING THE MARY KAY OPPORTUNITY

## MARY KAY THE 4 P's QUESTIONS

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

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

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

### These questions help you to:

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

# Sharing the Mary Kay Opportunity with Confidence!

## 6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

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

## 6 Reasons People Choose a Mary Kay Business

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

\*Avg amounts are estimates. Your results may vary.







2024  
AUGUST



# Weekly Plan Sheet from **AUGUST 4**

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

# to **AUGUST 10**

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Sunday, August 4

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Monday, August 5

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Tuesday, August 6

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Wednesday, August 7

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Thursday, August 8

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Friday, August 9

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Saturday, August 10

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**







# Weekly Plan Sheet from **AUGUST 11**

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

# to AUGUST 17

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

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9PM

10PM

# Date: Sunday, August 11

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

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9PM

10PM

# Date: Monday, August 12

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



<b>SCHEDULE @ A GLANCE:</b>	
5AM: Quiet Time/ Devotion/ Prayer	
Million \$ Call: 641.715.3900 44336#	
6AM	
7AM	
8AM	
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12PM	
1PM	
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# Date: Tuesday, August 13

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

## SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

## SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY
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NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:
-------------------------	---------------------------


NEW BOOKINGS:	RETAIL SALES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
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## MILEAGE TO RECORD:



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Wednesday, August 14

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY
-----------------------------	---------------------


NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:
-------------------------	---------------------------


NEW BOOKINGS:	RETAIL SALES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
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**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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10AM

11AM

12PM

1PM

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9PM

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# Date: Thursday, August 15

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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10AM

11AM

12PM

1PM

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6PM

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10PM

# Date: Friday, August 16

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

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# Date: Saturday, August 17

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**







# Weekly Plan Sheet from **AUGUST 18**

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



# to AUGUST 24

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

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# Date: Sunday, August 18

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

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6PM

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10PM

# Date: Monday, August 19

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

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10PM

# Date: Tuesday, August 20

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**


**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**


**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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


**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

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10PM

# Date: Wednesday, August 21

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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7AM

8AM

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# Date: Thursday, August 22

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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8AM

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# Date: Friday, August 23

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

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6AM

7AM

8AM

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11AM

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# Date: Saturday, August 24

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**







## NOTES

# Weekly Plan Sheet from **AUGUST 25**

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

# to AUGUST 31

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Sunday, August 25

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**

## 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


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5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

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9PM

10PM

# Date: Monday, August 26

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**

### 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

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1	4
2	5
3	6

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1	3
2	4

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10PM

# Date: Tuesday, August 27

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



### 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

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1PM

2PM

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10PM

# Date: Wednesday, August 28

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY
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NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:
-------------------------	---------------------------


NEW BOOKINGS:	RETAIL SALES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
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**MILEAGE TO RECORD:**

**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
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**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

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2	5
3	6

**SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS**

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1	3
2	4

**UNIT & NEW CONSULTANT PHONE CALLS/TEXTS**

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**NOTES/ THOUGHTS**


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# Date: Thursday, August 29

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1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**

**PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE**  
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**COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)**  
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**FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS**  
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# Date: Friday, August 30

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**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

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**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**

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

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## FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

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3	6

## SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

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1	3
2	4

## UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

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7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Saturday, August 31

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**







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

# MY SUCCESS PLAN

SEPTEMBER 2024





# SEPTEMBER 2024

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







# My Monthly Sales Goal Tracking Sheet

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

Name: \_\_\_\_\_

Month: \_\_\_\_\_

I'm Saving For:

I Need To Profit:

\$ \_\_\_\_\_ ÷ .40 =

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

My Retail Sales Goal:

\$ \_\_\_\_\_

Ready. Set.  
GOAL!

\$ \_\_\_\_\_

Projected Month Totals:

40% Profit of Goal: \_\_\_\_\_

50% Wholesale of Goal: \_\_\_\_\_

5% Section 2/ Supplies: \_\_\_\_\_

5% MK Events/PCP: \_\_\_\_\_

Break It Down: ↓

My Average per Facial: \$ \_\_\_\_\_

Retail Goal ÷ Average per Facial

= # Faces To Pamper: \_\_\_\_\_

# Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: \_\_\_\_\_

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

Halfway There!  
I CAN DO IT!

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

Picture of  
Your Goal!

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

Track Your  
Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

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

\$600

\$600 every month  
= On Target  
Star Consultant!

\$400

\$225

Break your  
goal into  
bite size  
chunks!

Month End Actual Totals:

Total Sold: \_\_\_\_\_

40% Profit: \_\_\_\_\_

50% Wholesale: \_\_\_\_\_

5% Section 2/ Supplies: \_\_\_\_\_

5% MK Events/PCP: \_\_\_\_\_

Orders Placed This Month:

Date:	Section 1	Section 2
Total:		

# CONSULTANT

## MONTHLY

# Cheque Calculator

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

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

\$ \_\_\_\_\_

**Section 1 @ 50%**

=

**Personal Team Commission**

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

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

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

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

**Personal Team Commission cont...**

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

\_\_\_\_\_ % Earned X Team Production (Not Including your Personal Production)

=

**New Qualified Team Members Bonus**

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

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

New Qualified Team Members = \_\_\_\_\_

**X \$50**

=

**Car Cash Option**

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

\*\*NOTE: Refer to the Advance Brochure on [intouch.ca](http://intouch.ca) for Full Details and Requirements.

**MONTH:**

---

**TOTAL:**

---





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

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

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

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

MONTH OF: \_\_\_\_\_

*Transfer totals in the bottom row to other side*

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

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

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

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

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

# SHARING THE MARY KAY OPPORTUNITY

## MARY KAY THE 4 P's QUESTIONS

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

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

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

### These questions help you to:

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

# Sharing the Mary Kay Opportunity with Confidence!

## 6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

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

## 6 Reasons People Choose a Mary Kay Business

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

\*Avg amounts are estimates. Your results may vary.







2024  
SEPTEMBER



# Weekly Plan Sheet from **SEPTEMBER 1**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Sunday, September 1

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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6PM

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10PM

# Date: Monday, September 2

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

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10PM

# Date: Tuesday, September 3

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

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9PM

10PM

# Date: Wednesday, September 4

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

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10PM

# 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**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

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3PM

4PM

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6PM

7PM

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10PM

# Date: Friday, September 6

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

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12PM

1PM

2PM

3PM

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5PM

6PM

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8PM

9PM

10PM

# Date: Saturday, September 7

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**







# Weekly Plan Sheet from **SEPTEMBER 8**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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12PM

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# Date: Sunday, September 8

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Monday, September 9

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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8AM

9AM

10AM

11AM

12PM

1PM

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# Date: Tuesday, September 10

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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8AM

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# Date: Wednesday, September 11

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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8AM

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# Date: Thursday, September 12

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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7AM

8AM

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# Date: Friday, September 13

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Saturday, September 14

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**







# Weekly Plan Sheet from **SEPTEMBER 15**

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



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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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# Date: Sunday, September 15

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

9AM

10AM

11AM

12PM

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# Date: Monday, September 16

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



<b>SCHEDULE @ A GLANCE:</b>	
5AM: Quiet Time/ Devotion/ Prayer	
Million \$ Call: 641.715.3900 44336#	
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# Date: Tuesday, September 17

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

## SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

## SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY
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NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:
-------------------------	---------------------------


NEW BOOKINGS:	RETAIL SALES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
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## MILEAGE TO RECORD:



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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# Date: Wednesday, September 18

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Thursday, September 19

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**

**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**

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**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

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# Date: Friday, September 20

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**

**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:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

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11AM

12PM

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# Date: Saturday, September 21

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**

**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**








# Weekly Plan Sheet from **SEPTEMBER 22**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

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10PM

# Date: Sunday, September 22

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**

**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:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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6PM

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10PM

# Date: Monday, September 23

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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10PM

# Date: Tuesday, September 24

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**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:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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# Date: Wednesday, September 25

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**

**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
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**SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS**

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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 your accomplishments." - Mary Kay Ash

1	4
2	5

**NOTES/ THOUGHTS**

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**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

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# Date: Thursday, September 26

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**

**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
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4	8

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

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**FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS**

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1	4
2	5
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**SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS**

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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 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#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# 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*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**

**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:**

5AM: Quiet Time/ Devotion/ Prayer

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1PM

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10PM

# Date: Saturday, September 28

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**







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

# MY SUCCESS PLAN

OCTOBER 2024





# OCTOBER 2024

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

*“GOD didn’t have time to create a nobody -  
just a somebody.”  
~ Mary Kay Ash*



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







# CONSULTANT

## MONTHLY

# Cheque Calculator

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

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

**Personal Sales**

\$ \_\_\_\_\_

**Section 1 @ 50%**

=

**Personal Team Commission**

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

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

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

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

**Personal Team Commission cont...**

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

\_\_\_\_\_ % Earned X Team Production (Not Including your Personal Production)

=

**New Qualified Team Members Bonus**

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

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

New Qualified Team Members = \_\_\_\_\_

**X \$50**

=

**Car Cash Option**

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

\*\*NOTE: Refer to the Advance Brochure on [intouch.ca](http://intouch.ca) for Full Details and Requirements.

**MONTH:**

---

**TOTAL:**

---





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

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

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

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

MONTH OF: \_\_\_\_\_

*Transfer totals in the bottom row to other side*

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

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

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

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

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

# SHARING THE MARY KAY OPPORTUNITY

## MARY KAY THE 4 P's QUESTIONS

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

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

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

### These questions help you to:

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

# Sharing the Mary Kay Opportunity with Confidence!

## 6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

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

## 6 Reasons People Choose a Mary Kay Business

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

\*Avg amounts are estimates. Your results may vary.







OCTOBER  
2024



# Weekly Plan Sheet from **SEPTEMBER 29**

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

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

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# Date: Sunday, September 29

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1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

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**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

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**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

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6AM

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12PM

1PM

2PM

3PM

4PM

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6PM

7PM

8PM

9PM

10PM

# Date: Monday, September 30

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**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**

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**NEW CONTACTS/ REFERRALS**

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**MILEAGE TO RECORD:**





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10PM

# Date: Tuesday, October 1

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Wednesday, October 2

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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10AM

11AM

12PM

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7PM

8PM

9PM

10PM

# Date: Thursday, October 3

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

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12PM

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10PM

# Date: Friday, October 4

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**



**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**



**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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




**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Saturday, October 5

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**







# Weekly Plan Sheet from **OCTOBER 6**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

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12PM

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# Date: Sunday, October 6

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Monday, October 7

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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12PM

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10PM

# Date: Tuesday, October 8

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

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

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Wednesday, October 9

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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# Date: Thursday, October 10

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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10PM

# Date: Friday, October 11

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

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11AM

12PM

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# Date: Saturday, October 12

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**







# Weekly Plan Sheet from **OCTOBER 13**

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



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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

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10PM

# Date: Sunday, October 13

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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# Date: Monday, October 14

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



<b>SCHEDULE @ A GLANCE:</b>	
5AM: Quiet Time/ Devotion/ Prayer	
Million \$ Call: 641.715.3900 44336#	
6AM	
7AM	
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12PM	
1PM	
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# Date: Tuesday, October 15

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

## SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

## SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY
-----------------------------	---------------------


NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:
-------------------------	---------------------------


NEW BOOKINGS:	RETAIL SALES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
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## MILEAGE TO RECORD:



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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# Date: Wednesday, October 16

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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7AM

8AM

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# Date: Thursday, October 17

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**

### 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:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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8AM

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# Date: Friday, October 18

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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8AM

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# Date: Saturday, October 19

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**









# Weekly Plan Sheet from **OCTOBER 20**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Sunday, October 20

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

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# Date: Monday, October 21

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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10PM

# Date: Tuesday, October 22

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Wednesday, October 23

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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8AM

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# Date: Thursday, October 24

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

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3PM

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9PM

10PM

# Date: Friday, October 25

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

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6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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# Date: Saturday, October 26

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**









# Weekly Plan Sheet from **OCTOBER 27**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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# Date: Sunday, October 27

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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# Date: Monday, October 28

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Tuesday, October 29

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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# Date: Wednesday, October 30

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

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# Date: Thursday, October 31

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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5AM: Quiet Time/ Devotion/ Prayer

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6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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6PM

7PM

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10PM

# Date: Friday, November 1

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

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Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

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6PM

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9PM

10PM

# 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*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





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

# MY SUCCESS PLAN

NOVEMBER 2024





# NOVEMBER 2024

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

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



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

# November 2024 Goals



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

DIQ  
10 active Team Members

Future Sales Director  
8-9 Team Members

TEAM LEADER  
5-7 Active team Members

STAR TEAM BUILDER  
3-4 Active Team Members

SENIOR BEAUTY  
CONSULTANT  
1-2 Active Team Members

BEAUTY CONSULTANT



PROFIT GOAL THIS MONTH

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

RETAIL SALES GOAL THIS  
MONTH:

\$ \_\_\_\_\_

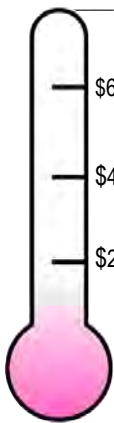
NEW TEAM MEMBERS:

ACTIVE /  
QUALIFIED?

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

soar like never before

Your wholesale goal here!



**CONSISTENCY  
IS KEY!**

**JULY 2024  
TO  
JUNE 2025**

Track Your  
Wholesale Orders!

Team Production  
Goal: \_\_\_\_\_

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

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

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



# My Monthly Sales Goal Tracking Sheet

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

Name: \_\_\_\_\_

Month: \_\_\_\_\_

I'm Saving For:

I Need To Profit:

\$ \_\_\_\_\_ ÷ .40 =

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

My Retail Sales Goal:

\$ \_\_\_\_\_

Ready. Set.  
**GOAL!**

→ \$ \_\_\_\_\_

Projected Month Totals:

40% Profit of Goal: \_\_\_\_\_

50% Wholesale of Goal: \_\_\_\_\_

5% Section 2/ Supplies: \_\_\_\_\_

5% MK Events/PCP: \_\_\_\_\_

Break It Down: ↓

My Average per Facial: \$ \_\_\_\_\_

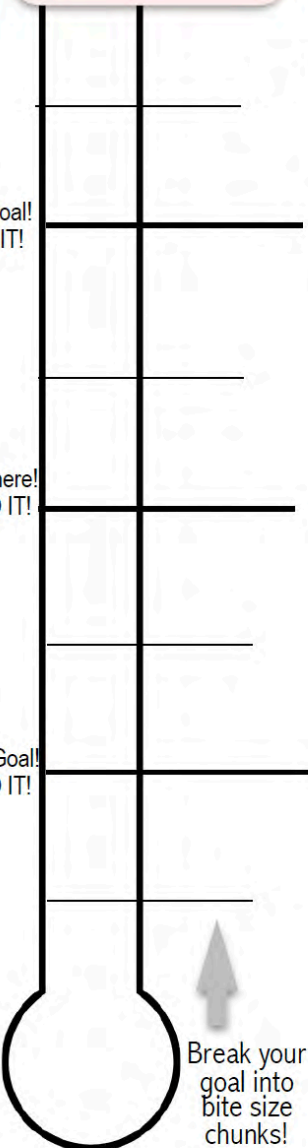
Retail Goal ÷ Average per Facial  
= # Faces To Pamper: \_\_\_\_\_

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

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

Halfway There!  
I CAN DO IT!

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

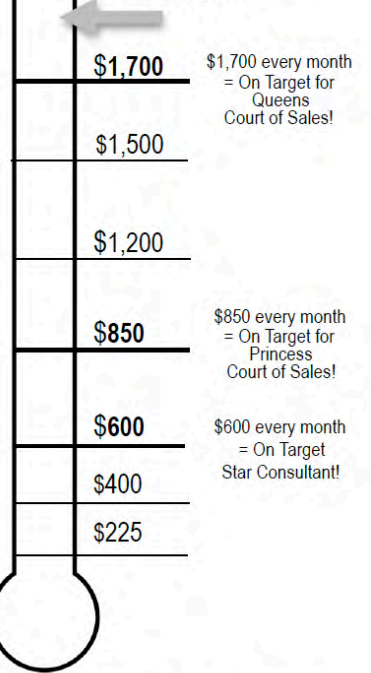


↑ Break your goal into bite size chunks!



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

Track Your Wholesale!



Month End Actual Totals:

Total Sold: \_\_\_\_\_

40% Profit: \_\_\_\_\_

50% Wholesale: \_\_\_\_\_

5% Section 2/ Supplies: \_\_\_\_\_

5% MK Events/PCP: \_\_\_\_\_

Orders Placed This Month:

Date:	Section 1	Section 2

Total:

# CONSULTANT

## MONTHLY

# Cheque Calculator

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

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

**Personal Sales**

\$ \_\_\_\_\_

**Section 1 @ 50%**

= \_\_\_\_\_

**Personal Team Commission**

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

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

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

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

**Personal Team Commission cont...**

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

\_\_\_\_\_ % Earned X Team Production (Not Including your Personal Production)

= \_\_\_\_\_

**New Qualified Team Members Bonus**

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

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

New Qualified Team Members = \_\_\_\_\_

**X \$50**

= \_\_\_\_\_

**Car Cash Option**

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

*\*\*NOTE: Refer to the Advance Brochure on [intouch.ca](http://intouch.ca) for Full Details and Requirements.*

**MONTH:** \_\_\_\_\_

**TOTAL:** \_\_\_\_\_



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

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

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

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

MONTH OF: \_\_\_\_\_

*Transfer totals in the bottom row to other side*

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

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

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

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

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

# SHARING THE MARY KAY OPPORTUNITY

## MARY KAY THE 4 P's QUESTIONS

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

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

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

### These questions help you to:

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



# Sharing the Mary Kay Opportunity with Confidence!

## 6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

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

## 6 Reasons People Choose a Mary Kay Business

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

\*Avg amounts are estimates. Your results may vary.





NOVEMBER

2024



# Weekly Plan Sheet from **NOVEMBER 3**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Sunday, November 3

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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# Date: Monday, November 4

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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8AM

9AM

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1PM

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# Date: Tuesday, November 5

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

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# Date: Wednesday, November 6

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**

<b>PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE</b>	
"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
<b>COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)</b>	
"A class worth booking is a class worth coaching" - Mary Kay Ash	
1	4
2	5
3	6
<b>FOLLOW-UP &amp; CUSTOMER SERVICE CALLS/TEXTS</b>	
"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
<b>SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS</b>	
"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
<b>UNIT &amp; NEW CONSULTANT PHONE CALLS/TEXTS</b>	
"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash	
1	4
2	5
<b>NOTES/ THOUGHTS</b>	

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Thursday, November 7

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Friday, November 8

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Saturday, November 9

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**

**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**






# Weekly Plan Sheet from **NOVEMBER 10**

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



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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Sunday, November 10

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Monday, November 11

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**



**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**



**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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




**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Tuesday, November 12

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Wednesday, November 13

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Thursday, November 14

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Friday, November 15

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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6PM

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# 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**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**









# Weekly Plan Sheet from **NOVEMBER 17**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

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# 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**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Monday, November 18

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



<b>SCHEDULE @ A GLANCE:</b>	
5AM: Quiet Time/ Devotion/ Prayer	
Million \$ Call: 641.715.3900 44336#	
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# Date: Tuesday, November 19

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

## SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

## SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN	ERRANDS TO DO TODAY
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NEW CONTACTS/ REFERRALS	THANK YOU/ LOVE NOTES TO:
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NEW BOOKINGS:	RETAIL SALES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
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## MILEAGE TO RECORD:





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Wednesday, November 20

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Thursday, November 21

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Friday, November 22

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Saturday, November 23

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

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**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**









# Weekly Plan Sheet from **NOVEMBER 24**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Sunday, November 24

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Monday, November 25

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Tuesday, November 26

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



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Million \$ Call: 641.715.3900 44336#

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# Date: Wednesday, November 27

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**


**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**


**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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


**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

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# Date: Thursday, November 28

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
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**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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# Date: Friday, November 29

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

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6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

**SHARED MARY KAY WITH:**  
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**MILEAGE TO RECORD:**





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# Date: Saturday, November 30

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

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**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





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

# MY SUCCESS PLAN

DECEMBER 2024





# DECEMBER 2024

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

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



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







# CONSULTANT

## MONTHLY

# Cheque Calculator

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

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

**Personal Sales**

\$ \_\_\_\_\_

**Section 1 @ 50%**

=

**Personal Team Commission**

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

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

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

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

**Personal Team Commission cont...**

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

\_\_\_\_\_ % Earned X Team Production (Not Including your Personal Production)

=

**New Qualified Team Members Bonus**

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

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

New Qualified Team Members = \_\_\_\_\_

**X \$50**

=

**Car Cash Option**

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

*\*\*NOTE: Refer to the Advance Brochure on [intouch.ca](http://intouch.ca) for Full Details and Requirements.*

**MONTH:**

---

**TOTAL:**

---



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

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

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

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

MONTH OF: \_\_\_\_\_

*Transfer totals in the bottom row to other side*

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

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

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

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

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

# SHARING THE MARY KAY OPPORTUNITY

## MARY KAY THE 4 P's QUESTIONS

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

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

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

### These questions help you to:

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



# Sharing the Mary Kay Opportunity with Confidence!

## 6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

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

## 6 Reasons People Choose a Mary Kay Business

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

\*Avg amounts are estimates. Your results may vary.





DECEMBER

2024



# Weekly Plan Sheet from **DECEMBER 1**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Sunday, December 1

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

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8PM

9PM

10PM

# Date: Monday, December 2

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

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6PM

7PM

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9PM

10PM

# Date: Tuesday, December 3

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

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9PM

10PM

# Date: Wednesday, December 4

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Thursday, December 5

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

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4PM

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# Date: Friday, December 6

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

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# Date: Saturday, December 7

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**







# Weekly Plan Sheet from **DECEMBER 8**

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



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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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11AM

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# Date: Sunday, December 8

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

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3PM

4PM

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6PM

7PM

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# Date: Monday, December 9

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

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3PM

4PM

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6PM

7PM

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10PM

# Date: Tuesday, December 10

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

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3PM

4PM

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6PM

7PM

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9PM

10PM

# Date: Wednesday, December 11

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

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3PM

4PM

5PM

6PM

7PM

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10PM

# Date: Thursday, December 12

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

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11AM

12PM

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# Date: Friday, December 13

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Saturday, December 14

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**









# Weekly Plan Sheet from **DECEMBER 15**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

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# Date: Sunday, December 15

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Monday, December 16

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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# Date: Tuesday, December 17

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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12PM

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# Date: Wednesday, December 18

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

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10PM

# Date: Thursday, December 19

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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10AM

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# Date: Friday, December 20

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

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5PM

6PM

7PM

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9PM

10PM

# Date: Saturday, December 21

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**









# Weekly Plan Sheet from **DECEMBER 22**

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

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Sunday, December 22

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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12PM

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# Date: Monday, December 23

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

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10PM

# Date: Tuesday, December 24

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

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12PM

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# 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*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

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12PM

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10PM

# Date: Thursday, December 26

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

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9PM

10PM

# Date: Friday, December 27

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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11AM

12PM

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3PM

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# Date: Saturday, December 28

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**







# Weekly Plan Sheet from **DECEMBER 29**

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

# to JANUARY 4

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

**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

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12PM

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# Date: Sunday, December 29

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

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10PM

# Date: Monday, December 30

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Tuesday, December 31

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Wednesday, January 1

*"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash*

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Thursday, January 2

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Friday, January 3

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

1

2

3

4

5

6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

1

2

3

4

5

6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**



**SCHEDULE @ A GLANCE:**

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

# Date: Saturday, January 4

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

**SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS**

- 1
- 2
- 3
- 4
- 5
- 6

**SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY**

- 1
- 2
- 3
- 4
- 5
- 6

**PHONE CALLS TO MAKE/ RETURN**

**ERRANDS TO DO TODAY**

**NEW CONTACTS/ REFERRALS**

**THANK YOU/ LOVE NOTES TO:**

**NEW BOOKINGS:**

**RETAIL SALES TODAY:**

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

**MILEAGE TO RECORD:**





# FUTURE PLANNING



# January - March 2025 At-A-Glance

## JANUARY

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

### DATES:

January 1: New Year's Day!

January 1: 3rd Qtr Star Begins

January 2: Bank Holiday (QC)

January 8: SPRING PCP Enrollment Deadline

January TBA: Kickstart 2025

January TBA: Leadership Conf. San Antonio, TX

January 20: Martin Luther King Jr. Day

January 26: SPRING Director Early Order

January 29: Spring Look Books Begins Mailing

## FEBRUARY

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

### DATES:

February 2: Groundhog Day

February 9: SPRING Early Order Begins for PCP/Stars

February 9: Super Bowl LIX

February 14: Valentine's Day

February 15: National Flag of Canada Day

February 16: SPRING Official Product Launch

February 17: Family Day

## MARCH

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

### DATES:

March 4: Mardi Gras

March 8: International Women's Day

March 9: Daylight Savings Begins

March 10: Commonwealth Day

March 15: SUMMER PCP Enrollment Begins

March 17: St. Patrick's Day

March 20: 1st Day of Spring

March 31: Q3 Star Qtr Ends





# April - June 2025 At-A-Glance

## APRIL

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

DATES:

April 1: April Fools Day/Q4 Star Qtr Begins

April 8: SUMMER PCP Enrollment Deadline

April 18: Good Friday

April 20: Easter

April 22: Earth Day

April 23: Admin Professionals Day

April 26: SUMMER Director Early Order Begins

April 29: SUMMER Look Book Begins Mailing

April 30: Tax Day

## MAY

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

DATES:

May 1: May Day

May 5: Cinco De Mayo

May 6: Nurse/Teacher Appreciation Day

May 9: SUMMER Early Order Begins for PCP/Stars

May 11: Mother's Day

May 12: Mary Kay Ash Birthday

May 16: SUMMER Official Product Launch

May 19: Victoria Day

May 26: Memorial Day (US)

## JUNE

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

DATES:

June 15: Father's Day

June 21: First Day of Summer

June 30: Q4 Star Ends

June 30: Last Day of Seminar Year!



# July - September 2025 At-A-Glance

## JULY

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

### DATES:

July 1: Happy New Seminar Year!

July 1: Canada Day (All Corp Offices Closed)

July 1: 1st Qtr Star Begins

July 15: FALL/HOLIDAY PCP Enrollment begins

July TBA: Elevate Seminar 2025

## AUGUST

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

### DATES:

August 4: Civic Holiday (All Corp Offices Closed)

August 8: FALL/HOLIDAY PCP Enrollment Deadline

August 26: FALL/HOLIDAY Director Early Order

August 29: FALL/HOLIDAY Look Book Begins Mailing

## SEPTEMBER

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

### DATES:

Sept 2: Labour Day

Sept TBA: Top Director Trip Maui, Hawaii

Sept TBA: Prestige Trip Kona, Hawaii

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

Sept 13: Mary Kay 61st Anniversary

Sept 15: WINTER PCP Enrollment begins

Sept 16: FALL/HOLIDAY Product Launch

Sept 22: First Day of Fall

Sept 30: 1st Qtr Star Ends



# October - December 2025 At-A-Glance

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

## DATES:

October 1: 2nd Qtr Star Begins

October 8: WINTER PCP Enrollment Deadline

October 13: Thanksgiving Day

October 16: Bosses Day

October 26: WINTER Director Early Order Begins

October 29: WINTER Look Book Begins Mailing

October 31: Halloween

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

## DATES:

November 2: Daylight Savings Time Ends

November 9: WINTER Early Order Begins for PCP/Stars

November 11: Remembrance Day

November 16: WINTER Official Product Launch

November 28-December 1: PINK Weekend

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

## DATES:

December 1: Cyber Monday

December 15: SPRING PCP Enrollment Begins

December 15-23 - Hanukkah

December 21: 1st Day of Winter

December 24: Christmas Eve

December 25: Christmas Day

December 26: Boxing Day

December 31: 2nd Qtr Star Ends

December 31: New Year's Eve

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

# MY SUCCESS PLAN

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

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

