# 2017 GOALS 

NOVEMBER
My Profit Goal This Month: \$

Profit Goal Divided by $.40=$ Retail Sales Goal Use the Sales Goal Tracking Sheet on Page 3

Retail Sales Goal This Month:
\$ $\qquad$

| DIQ: (Oct 1. Dec. 1) <br> 8 Active Team Members | 88 |
| :---: | :---: |
| Future Director: <br> 8 Team Members | (2) |
| Team Leader: 5 Active Team Members ON TARGET CAR!! |  |
| Star Team Builder: 3 Active Team Members |  |
| Senior Beauty |  |
| Consultant: <br> 1 Active Team Member |  |
| Beauty Consultant |  |
| IRAC RED |  |



NEW TEAM MEMBERS:
Active or Qualified?

Earn Your Bracelet This Month!


Team Production Goal :

| Date | Team Wholesale Production |
| :--- | :--- |
| 5 th |  |
| 10 th |  |
| 15 th |  |
| 20 th |  |
| 25 th |  |
| 30th |  |
| Finished With: |  |

MARY KAY CUSTOMER SERVICE:
1.800 .272 .9333

| Personal \& Unit Seminar Goals | Beginning of the Month: | End of the Month: |
| :--- | :--- | :--- |
| Star Goal: | Total on the 1st: | Total on the 30th: |
| Court of Personal Sales Year to Date: | YTD on the 1st: | \# Qualified on the 1st: |
| Court of Personal Sharing: | On the 1st: | \# Qualified on the 30th: |
| Car Production: | \# Team Members on the 1st: | On the 30th: |
| Team Size Goal: |  | \# Team Members on the 30th: |

Monthly Notes

## My Noothly 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: $\qquad$
I'm Saving For:



I Need To Profit:
(Include the tax for your goal in your profit total)

40\% Profit of Goal: $50 \%$ Wholesale of Goal:
5\% Section 2/ Supplies
5\% MK Events/PCP:

$$
\div 40=\$
$$

Proiected Month Totals: Break It Down:
$\qquad$
$\qquad$
$\qquad$

Picture of
Your Goal!

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

Month End ActualTotals:
Total Sold: $\qquad$
40\% Profit: $\qquad$
50\% Wholesale: $\qquad$
5\% Section 2/ Supplies: $\qquad$
5\% MK Events/PCP: $\qquad$

My Average per Facial: \$ $\qquad$
Retail Goal $\div$ Average per Facial = \# Faces To Pamper: $\qquad$
Month: $\qquad$
My Retail Sales Goal:

$$
4
$$

$$
\text { \# Faces to Pamper } \div 3 \text { guests/party }
$$ = \# Parties to Hold: $\qquad$



Orders Placed This Month:

| Date: | Section 1 | Section 2 |
| :--- | :--- | :--- |
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## PERSONAL RETAIL SALES MONTHLY GOAL: \$

Formula: Profit You Want to Have Divided by $.40=$ Total Personal Retail Sales Goal without Tax
Take a few minutes each day to calculate your total sales without tax and then deduct that total from your goal.

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


| Date | Income Producing Activity | Total Retail Sales w/out Tax | Sales Needed To Finish Goal |
| :---: | :---: | :---: | :---: |
| Totals Transferred From the Front: |  |  |  |
| 16 |  | + | - |
|  |  | $=$ | = |
| 17 |  | + | - |
|  |  | $=$ | $=$ |
| 18 |  | + | - |
|  |  | $=$ | = |
| 19 |  | + | - |
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| 27 |  | + | - |
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| 28 |  | + | - |
|  |  | $=$ | = |
| 29 |  | + | - |
|  |  | $=$ | = |
| 30 |  | + | - |
|  |  | = | = |
| 31 |  | + | - |
|  |  | $=$ | = |


| My Sharing ApPOINTMENTS AT-A-GLANCE <br> Detailed Info Under the Sharing Section |  |
| :--- | :--- |
| Highlight the Ones That Start Their Business This Month! |  |
| Name | Name |
| 1 | 11 |
| 2 | 12 |
| 3 | 13 |
| 4 | 14 |
| 5 | 15 |
| 6 | 16 |
| 7 | 17 |
| 9 | 18 |
| 10 | 20 |

Highlight the Ones That Start Their Business This Month!

Notes

## 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 |  |  |  |  |  |  |  |
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| 30 |  |  |  |  |  |  |  |
|  | S | CH COLUMN FOR THE MONT |  |  |  |  |  |

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 |  |  |  |  |  |  |  |
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| 60 |  |  |  |  |  |  |  |
| TOTALS OF EACH COLUMN FOR THE MONTH: |  |  |  |  |  |  |  |

## QuARTERLY \& <br> Year Long GOALS

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See the full size version of this poster on your Mary Kay InTouch @ Contests/Promotions > Contests > Star Consultant Q2 > See the Poster

## MY STAR!

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

TOTAL STAR GOAL: $\qquad$

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: \$ $\qquad$ (wholesale)

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

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

Take that total and multiply it by .40 to discover what your profit will be each month:
\$ $\qquad$ $x .40=\$$
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: \$ $=$ $\qquad$
Take that difference and divide it by $\$ 600$ to calculate how many new qualified team members you'll want to bless this quarter!
\$ $\qquad$ $\div \$ 600=$ $\qquad$ NQTM
(New Qualified Team Members)
$\qquad$ + \# New Personal Team Members: $\qquad$
$\qquad$

# Seminar 2017-2018 Personal National Court of Sales Detailed Tracking 

\$20,000 Wholesale (\$40,000 Retail) July 1 - June 30
With every month, fill in the blanks using the example below!
If you want to track by coloring in with each order as a visual, use the other side of this sheet

| Month | Total Personal <br> Retail Sales <br> This Month | Total Amount of <br> Wholesale Orders <br> This Month <br> Typically 50\% of what you sell <br> unless you're a New Consultant | Total Amount of <br> Wholesale Orders <br> Year to Date | Goal: \$20,000 <br> With each month, cross <br> out the previous month's <br> amount and write in your <br> new total needed! |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Example: <br> This Month | $\$ 2,000$ | $\$ 1,000$ |  |  |

## Seminar 2017-2018 Personal National Court of Sales

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

| $\$ 400$ | $\$ 400$ | $\$ 400$ | $\$ 400$ | $\$ 400$ |
| :---: | :---: | :---: | :---: | :---: |
| $\$ 400$ | $\$ 400$ | $\$ 400$ | $\$ 400$ | $\$ 400$ |
| $\$ 400$ | $\$ 400$ | $\$ 400$ | $\$ 400$ | $\$ 400$ |
| $\$ 400$ | $\$ 400$ | $\$ 400$ | $\$ 400$ | $\$ 400$ |
| $\$ 400$ | $\$ 400$ | $\$ 400$ | $\$ 400$ | $\$ 400$ |
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| $\$ 400$ | $\$ 400$ | $\$ 400$ | $\$ 400$ | $\$ 400$ |
| $\$ 400$ | $\$ 400$ | $\$ 400$ | $\$ 400$ | $\$ 400$ |
| $\$ \mathrm{YO}$ |  |  |  |  |

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


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## TRACKING MY

 CAREER CAR \& PROMOTION TODIRECTOR!
# Grand Achiever Tracking Sheet! 

## Use This To Track Your Cruze!

## HOW TO GET ON-TARGET:

## 1. You Must Be Active

2. Have 5 or more Active Personal Team Members.
3. You and those 5 or more active do a combined wholesale production of $\$ 5,000$ in one calendar month

Earn Your Car or Take the Cash Compensation of \$375/month!
4. These requirements must be met each month to be on-target.

| YOU \& YOUR FIRST 5 TO GO ON TARGET | 1ST ORDER | 2ND ORDER | 3RD ORDER |
| :--- | :--- | :--- | :--- |
| YOUR PERSONAL ORDERS |  |  |  |
| 1 |  |  |  |
| 2 |  |  |  |
| 3 | TOTALS = \$5,000 OR MORE! |  |  |
| 4 |  |  |  |
| 5 | DON'T STOP!! KEEP GOING! You can COMPLETE THIS WITHIN ONE to FOUR MONTHS! |  |  |
|  |  |  |  |


| Cross Out Each <br> Box Ys You Y Yur <br> Team Reach that <br> Production! | $\$ 500$ | $\$ 1,000$ | $\$ 1,500$ | $\$ 2,000$ |
| :---: | :---: | :---: | :---: | :---: |
| $\$ 2,500$ | $\$ 3,000$ | $\$ 3,500$ | $\$ 4,000$ | $\$ 4,500$ |
| $\$ 5,000$ <br> KEEP GOING! | CRUZE OVER TO THE NEXT PAGE TO CONTINUE TRACKING YOU CAR!! |  |  |  |

QUALIFICATIONS TO FINISH: You have 1-4 months to accomplish the following:

1. $\$ 20,000$ Combined Personal/Team Section 1 Wholesale Production (cross out each box) (You may only contribute up to $\$ 4,000$ wholesale)
2. Build your team to 14 Personal Active Team Members

| MONTH 2 (Must be $\$ 5,000$ ) <br> (OR cont. from Month 1) |  |
| :---: | :---: |
| $\$ 5,500$ | $\$ 6,000$ |
| $\$ 6,500$ | $\$ 7,000$ |
| $\$ 7,500$ | $\$ 8,000$ |
| $\$ 8,500$ | $\$ 9,000$ |
| $\$ 9,500$ | $\$ 10,000$ <br> $1 / 2$ |
| WAY THERE! |  |


| MONTH 3 (Must be $\$ 5,000$ ) <br> (OR cont. from Month 1 \& 2) |  |
| :---: | :---: |
| $\$ 10,500$ | $\$ 11,000$ |
| $\$ 11,500$ | $\$ 12,000$ |
| $\$ 12,500$ | $\$ 13,000$ |
| $\$ 13,500$ | $\$ 14,000$ |
| $\$ 14,500$ | $\$ 15,000$ |

Month 1
Month 2
Month 3
Month 4

| 1 |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
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| 12 |  |  |  |  |  |
| 13 |  |  |  |  |  |
| 14 |  |  |  |  |  |
| 15 | Don't STOP at 14! Keep GOING! |  |  |  |  |
|  | Team Production |  |  |  |  |

ALL IN WITH 8!!! LIMITED TIME REQUIREMENTS OCT. 1st - DEC. 1st

- Future Ind. Sales Director must be active*.

- Future Ind. Sales Director must have 8 or more active* 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 $\$ 3,000$ personal wholesale Sec. 1 Orders.
*In the month of a $\$ 225$ wholesale order and the following 2 months.
**Initial first order of $\$ 600+$ in the same or following calendar month of their agreement.


All must be active when you complete DIQ!
(The month her $\$ 225+$ Section 1 order is received \& the following 2 calendar months
1 Senior Beauty Consultant (4\% Love Check)
$2 \quad$ Order Your Red Jacket with 2nd Active Team Member
3 Star Team Builder (4\% Love Check \& \$50 Rebate for Red Jacket)

| 4 |
| :--- |
| 5 |

6
7
8 Future Director (4\%, 9\%, or $13 \%$ Love Check) \& Submit for DIQ!!!
9
10
11
12
13
14
15
16
17
18
19
20
21
22

23
24

## My Team!

## PRINTACOPY OF Your Current Team Members List \& INSERT IN THIS SECTION

## 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
- Earn Your Pearls of Sharing by doing your practice Sharing Appointments with your director.
- Perfect your I-story


## 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 her products at a discount, do it more part-time, or does she want to pursue leadership?
- 3 key things to know about your new team member (Married, Single, Children, Working, etc....)
- How did you meet her?
- Announce your new team member and a picture in your Unit's Facebook group! You may want to also share on your personal Facebook page and tag her too with her permission.
- Be sure to plug your team members into all social media including Voxer, etc.
- Encourage your new team member to come to her first meeting to be pinned!
- Set a time with your new team member and your director for New Consultant Orientation either over the phone or in person.
- With your 2nd Active team member, you can order your red jacket! You'll find that under Business Tools/ Career Apparel
- Be sure to visit all of the fabulous education tools to help you get into RED on your Mary Kay InTouch under Education.


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

- Plan your Red Jacket Debut to celebrate your team!
- Continue with the tips mentioned above for Senior Beauty Consultants.
- Master your skin care class and invite your team members to watch you!
- Celebrate your team members accomplishments via social media.
- Now is a great time to explore your Team \& Reports under Business Tools
- Post your personal results on your unit's Facebook page! You are inspiring!
- Study the Advance Brochure under Resources to get familiar with car qualifications.
- Be a Star every quarter.


## As a Team Leader with 5-7 Active Team Members:

- Keep doing all of the tips mentioned above.
- Now might be a great time to create a Facebook Group for your team!
- You may want to ask your director for some extra Welcome Packets.


## As a Future Director with 8+ Active Team Members:

- Keep doing all of the tips mentioned above.
- Ask your director to share a "Friday Future Director Tips" for the unit via voxer, etc.
- Now is a great time to plan a potluck with your team and your director to share your vision!
- Study the Advance Brochure under Resources to familiarize yourself with DIQ Qualifications
- Be a Star to Submit for DIQ.


## As a DIQ (Director In Qualification) with 10+ Active Team Members:

- Keep doing all of the tips mentioned above.
- You'll want to work closely with your Sales Director \& think about a weekly conference call with your team!
- Get excited! You're going to be an Independent Sales Director soon!



## My New Team Members



## My New Team Members



November

NOVEMBER 2017

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY |
| :--- | :--- | :--- | :--- |
|  |  |  | 1 |
| 5 Daylight Savings | 6 |  |  |
| 12 |  |  |  |



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## SUNDAY BRAIN DUMP for the week of OCTOBER 29 - NOVEMBER 4

1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
2. Prioritize your list:

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

Weekly Plan Sheet from OCTOBER 29

| Sunday, October 29 | Monday, October 30 | Tuesday, October 31 | Wednesday, November 1 |
| :---: | :---: | :---: | :---: |
| 6 | \|6 | \|6 | 6 |
| :15 | \|:15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | 145 | 145 | :45 |
| 7 | 7 | 7 | 7 |
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| :30 | \|:30 | \|:30 | 1:30 |
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| 45 | 145 | 145 | :45 |
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| 3 | 3 | 3 | 3 |
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| 4 | 4 | 4 | 4 |
| :15 | \|15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| :45 | 145 | 145 | :45 |
| 5 | 5 | 5 | 5 |
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| 45 | 145 | :45 | :45 |
| 6 | 6 | 6 | 6 |
| :15 | \|:15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | 1:45 | 1:45 | :45 |
| 7 | 7 | 7 | 7 |
| :15 | \|15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | 1:30 |
| 45 | 145 | :45 | :45 |
| 8 | 8 | 8 | 8 |
| :15 | \|:15 | \|15 | :15 |
| 30 | \|:30 | \|:30 | 1:30 |
| :45 | \|:45 | :45 | :45 |
| 9 | 9 | 9 | 9 |
| :15 | \|:15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | \|45 | 1:45 | :45 |

## to NOVEMBER 4

| Thursday, November 2 | Friday, November 3 | Saturday, November 4 |  |
| :---: | :---: | :---: | :---: |
| 6 | \|6 | 16 | PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you! |
| ${ }^{15}$ | ${ }^{1 / 5}$ | 115 |  |
| ${ }^{30}$ | \| 30 | ${ }^{30}$ |  |
| 45 | 145 | 45 | God: Devotion, Church, Bible Study, Faith..... |
| 7 | 7 | 7 |  |
| ${ }^{15}$ | ${ }^{115}$ | \|15 | Family Time |
| 30 | \|30 | \| 30 |  |
| 45 | 45 | 45 | Date Night |
| 8 | 8 | 8 |  |
| ${ }^{15}$ | ${ }^{1 / 15}$ | \|15 | Mary Kay Time: Meetings, Networking, Training, etc |
| 30 | 130 | \| 30 |  |
| 45 | 45 | 45 | Exercise, Hair, Nails, Coffee with Friends, etc.... |
| 9 | 9 | 9 |  |
| 15 | \|15 | \| 15 |  |
| ${ }^{30}$ | \|30 | 1:30 | INCOME PRODUCING ACTIVITY <br> Booking Appointments <br> Coaching Calls <br> Team Phone Calls <br> Facials/ Parties <br> Customer Follow-Up Calls <br> Sharing the Opportunity |
| 45 | 145 | 45 |  |
| 10 | 10 | 10 |  |
| ${ }^{15}$ | ${ }^{1 / 15}$ | 115 |  |
| ${ }^{30}$ | ${ }^{30}$ | ${ }^{30}$ |  |
| 45 | 45 | 45 |  |
| 11 | 11 | 11 |  |
| ${ }^{15}$ | ${ }^{115}$ | \|15 |  |
| 30 | \|30 | 30 | BOOKINGS/ FACES RESULTS |
| 45 | 45 | 45 |  |
| 12 | 12 | 12 |  |
| ${ }^{15}$ | ${ }^{1 / 15}$ | 15 | \# Booking Held This Week:____ |
| ${ }^{30}$ | \|30 | 30 |  |
| 45 | 45 | 45 | \# Bookings Next Week: |
| 1 | 1 | 1 |  |
| ${ }^{15}$ | ${ }^{1 / 15}$ | \|15 | \# Faces This Week: |
| ${ }^{30}$ | ${ }^{30}$ | \| 30 |  |
| 45 | 145 | ${ }^{45}$ | PERSONAL SALES RESULTS |
| 2 | 2 | 2 |  |
| ${ }^{15}$ | ${ }^{1 / 15}$ | ${ }^{115}$ | Total Sales This Week: |
| ${ }^{30}$ | \|30 | \| 30 |  |
| 45 | 4.45 | 4.4 |  |
| 3 | 3 | 3 | 40\% Profit: |
| ${ }^{15}$ | \|15 | \|15 |  |
| ${ }^{30}$ | 130 | -30 |  |
| 45 | ${ }_{45}$ | 4.4 |  |
| 4 | 4 | 4 |  |
| ${ }^{15}$ | \|15 | \|15 | TRACKING MY STAR |
| 30 | 130 | 30 |  |
| 45 | 44 | 4.4 | Wholesale Orders This Week: |
| 5 | 5 | 5 |  |
| ${ }^{15}$ | \|15 | \|15 |  |
| 30 | \|30 | \| 30 | Amount Needed to Finish Star: |
| 45 | 445 | 45 |  |
| 6 | 6 | 6 |  |
| ${ }^{15}$ | \|15 | \| 15 |  |
| 30 | \|30 | 30 | Unit Stars to Date: |
| 45 | 445 | 45 |  |
| 7 | 7 | 7 |  |
| ${ }^{15}$ | \|15 | 15 | SHARING THE OPPORTUNITY RESULTS |
| ${ }^{30}$ | ${ }^{30}$ | 30 |  |
| 45 | 45 | 45 |  |
| 8 | 8 | 8 | Personal Sharing Appts: $\qquad$ <br> New Personal Team Members $\qquad$ |
| ${ }^{15}$ | ${ }^{1 / 15}$ | 15 |  |
| ${ }^{30}$ | ${ }^{130}$ | 30 |  |
| 45 | 44 | 45 |  |
| ${ }^{9}$ | ${ }^{9}$ | ${ }^{9}$ | Team Sharing Appts: |
| 15 | ${ }^{115}$ | :15 |  |
| ${ }^{33}$ | ${ }^{130}$ | $\left.\right\|_{145} ^{130}$ | New Team Members: |
| $4{ }^{45}$ |  |  |  |

## Date: Sunday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY
1
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: <br> Details in Shazing Section |
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## Date: Monday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


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## Date: Tuesday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Shazing Section |
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## Date: Wednesday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Shazing Section |
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5AM: Quiet Time/ Devotion/ Prayer
Million \$ Call: 641.715.3900 44336\#
6AM

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## Date: Thursday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Shazing Section |
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## Date: Friday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


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|  | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Detais in Sharing Section |
| NEW BOOKINGS |  |  |
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## Date: Saturday, November 4

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream \& fulfilling your total destiny to become the person that you, \& only you, are capable of being." - Mary Kay Ash
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Shazing Section |
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5AM: Quiet Time/ Devotion/ Prayer
Million \$ Call: 641.715.3900 44336\#
6AM

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## SUNDAY BRAIN DUMP for the week of NOVEMBER 5 - NOVEMBER 11

1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc
2. Prioritize your list:

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

## Weekly Plan Sheet from NOVEMBER 5

| Sunday, November 5 | Monday, November 6 | Tuesday, November 7 | Wednesday, November 8 |
| :---: | :---: | :---: | :---: |
| 6 | \|6 | \|6 | 6 |
| :15 | \|:15 | \|:15 | \|:15 |
| 30 | \|:30 | \|:30 | \|:30 |
| 45 | 1:45 | 1:45 | \|:45 |
| 7 | 7 | 7 | 7 |
| :15 | \|:15 | \|:15 | \|:15 |
| .30 | \|:30 | \|:30 | \|:30 |
| :45 | 1:45 | 145 | 1:45 |
| 8 | 8 | 8 | 8 |
| :15 | \|:15 | \|:15 | \|:15 |
| 30 | \|:30 | \|:30 | \|:30 |
| 45 | 1:45 | 1:45 | 1:45 |
| 9 | 9 | 9 | 9 |
| :15 | \|:15 | \|:15 | \|:15 |
| 30 | \|:30 | \|:30 | \|:30 |
| 45 | 1:45 | 1:45 | 1:45 |
| 10 | 10 | 10 | 10 |
| :15 | \|:15 | \|:15 | \|:15 |
| 30 | \|:30 | \|:30 | \|:30 |
| :45 | \|45 | 145 | :45 |
| 11 | 11 | 11 | 11 |
| :15 | \|15 | \|15 | \| 11 |
| 30 | \|:30 | \|:30 | \|:30 |
| 45 | \|:45 | :45 | 145 |
| 12 | 12 | 12 | 12 |
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| 30 | \|:30 | \|:30 | \|:30 |
| 45 | 145 | :45 | 145 |
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| :15 | \|15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | \|:30 |
| 45 | \|:45 | 145 | :45 |
| 2 | 2 | 2 | 2 |
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| 3 | 3 | 3 | 3 |
| :15 | \|:15 | \|:15 | \|:15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | 145 | :45 | :45 |
| 4 | 4 | 4 | 4 |
| :15 | \|15 | \|:15 | \|:15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | \|:45 | 145 | :45 |
| 5 | 5 | 5 | 5 |
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| 30 | \|:30 | ${ }^{130}$ | \|:30 |
| 45 | 145 | 145 | 1:45 |
| 8 | 8 | 8 | 8 |
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# to NOVEMBER 11 

| Thursday, November 9 | Friday, November 10 | Saturday, November 11 |  |
| :---: | :---: | :---: | :---: |
| ${ }^{6}$ | ${ }^{6}$ | ${ }^{6}$ | PLAN YOUR WEEK IN COLOR! |
| +15 | ${ }^{15}$ | ${ }^{15}$ | Coloreach box with a color thatexecies |
| 45 | 45 | 45 | God: Devotion, Church, |
| 7 | 7 | 7 | Bible Study, Faith.... |
|  | 15 | ${ }^{15}$ | Family Time |
| 30 | ${ }^{30}$ | ${ }^{30}$ |  |
| 45 | 45 | 45 | Date Night |
| ${ }_{15}^{8}$ | ${ }^{8}$ | ${ }^{8}$ |  |
| ${ }^{125}$ | ${ }^{115}$ | ${ }^{1 / 5}$ | Mary Kay Time: Meetings, Networking, Training, etc |
| 45 | 45 | 45 |  |
| 9 | 9 | 9 | Exercise, Hair, Nails, Coffee with Friends, etc. |
| 15 | ${ }^{15}$ | 15 | Friends, etc.... |
| ${ }_{30}^{30}$ | ${ }^{30}$ | ${ }^{130}$ | COME PRODUCING ACTIVITY |
| 10 | 10 | 10 | ooking Appointments |
| 15 | 15 | 15 | Phone Cals |
| 30 | ${ }^{30}$ | ${ }^{30}$ | cials/ Parties |
| 45 | 45 | 45 | stomer Follow-Up Calls |
| 11 | ${ }^{11}$ | 11 | saring the Opportunity |
| 15 |  | 145 |  |
| 30 | 3 | 30 |  |
| 45 | 45 | 45 | BOOKINGS/ FACES RESULTS |
| 12 | 12 | 12 |  |
| 15 | 15 | 15 | \# Booking Held This Week: |
| 30 | 30 | ${ }^{20}$ |  |
| 45 | 45 | 45 | \# Bookings Next Week: |
| $1{ }_{15}$ | 1 | 1 | \# Faces This Week: |
| ${ }_{30}$ | ${ }_{20}^{15}$ | 10 | acs Tis Week: |
| 45 | 45 | 45 |  |
| 2 | 2 | 2 | PERSONAL SALES RESULTS |
| 15 | S | 15 |  |
| 30 | ${ }^{20}$ | ${ }^{30}$ | Total Sales This Week: |
| 45 | 45 | 45 |  |
| 3 | 3 | 3 |  |
| 45 | ${ }^{15}$ | ${ }^{1 / 5}$ | 40\% Profit: |
| ${ }^{30}$ | ${ }_{45}^{30}$ | ${ }_{45}^{30}$ | 40\% Profil |
| 4 | 4 | 4 |  |
| 15 | ${ }^{15}$ | 15 | TRACKING MY STAR |
|  | 30 | 30 |  |
| 45 | 45 | 45 | Wholesale Orders This Week: |
|  | 5 |  |  |
| ${ }^{15}$ | ${ }^{15}$ | 15 |  |
| ${ }^{30}$ | ${ }_{45}^{20}$ | ${ }_{45}{ }^{20}$ | Amount Needed to Finish Star: |
| 6 | 6 | 6 |  |
| ${ }^{15}$ | ${ }^{15}$ | ${ }^{1 / 5}$ |  |
| 20 | ${ }^{30}$ | ${ }^{30}$ |  |
| 45 | 45 | 45 | Unit Stars to Date: |
| 7 | 7 | 7 |  |
| 15 | 15 | ${ }^{15}$ |  |
| ${ }_{45}^{20}$ | ${ }_{45}^{20}$ | ${ }^{30}$ | SHARING THE OPPORTUNITY |
| 8 | 8 | 8 |  |
|  | ${ }^{15}$ | 15 | Personal Sharing Appts: |
| 30 | ${ }^{20}$ | ${ }^{20}$ | New Personal Team Members |
| 45 | 45 | 45 | New Personal Team Members_- |
| 9 | 9 | ${ }^{15}$ | Team Sharing Appts: |
| ${ }^{15}$ | ${ }^{15}$ | ${ }^{15}$ |  |
| ${ }_{45}^{20}$ | 5 | ${ }^{30}$ | New Team Members: |
|  |  |  |  |

## Date: Sunday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY
1
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: <br> Details in Sharing Section |
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5AM: Quiet Time/ Devotion/ Prayer
Million \$ Call: 641.715.3900 44336\#
6AM

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## Date: Monday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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PHONE CALLS TO MAKE/RETURN ERRANDS TO DO TODAY

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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Deailis in Shazing Section |
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## Date: Tuesday, November 7

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream \& fulfilling your total destiny to become the person that you, \& only you, are capable of being." - Mary Kay Ash
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Shazing Section |
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## Date: Wednesday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Sharing Section |
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## Date: Thursday, November 9

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

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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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| NEW BOOKINGS |  |  |
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## Date: Friday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


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## Date: Saturday, 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 | ERRANDS TO DO TODAY |
| PHONE CALLS TO MAKE/ RETURN |  |


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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Sharing Section |
| :--- | :--- | :--- |

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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## SUNDAY BRAIN DUMP for the week of NOVEMBER 12 - NOVEMBER 18

1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc.
2. Prioritize your list:

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

## Weekly Plan Sheet from NOVEMBER 12

| Sunday, November 12 | Monday, November 13 | Tuesday, November 14 | Wednesday, November 15 |
| :---: | :---: | :---: | :---: |
| 6 | \|6 | \|6 | 6 |
| :15 | \|15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| :45 | 145 | 145 | :45 |
| 7 | 7 | 7 | 7 |
| :15 | \|15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | 1:45 | 1:45 | :45 |
| 8 | 8 | 8 | 8 |
| :15 | \|:15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | 1:45 | 1:45 | :45 |
| 9 | 9 | 9 | 9 |
| :15 | \|:15 | \|15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | 1:45 | 1:45 | :45 |
| 10 | 10 | 10 | 10 |
| :15 | \|:15 | \|15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | \|:45 | 1:45 | :45 |
| 11 | 11 | 11 | 11 |
| :15 | \|:15 | \|15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | 145 | 145 | :45 |
| 12 | 12 | 12 | 12 |
| :15 | \|:15 | \|:15 | :15 |
| :30 | \|:30 | \|:30 | :30 |
| 45 | 145 | 1:45 | :45 |
| 1 | 1 | 1 | 1 |
| :15 | \|:15 | \|:15 | :15 |
| :30 | \|30 | \|:30 | :30 |
| 45 | \|:45 | 145 | :45 |
| 2 | 2 | 2 | 2 |
| :15 | \|:15 | \|:15 | :15 |
| :30 | \|:30 | \|:30 | :30 |
| 45 | 145 | 1:45 | :45 |
| 3 | 3 | 3 | 3 |
| :15 | \|:15 | \|15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | /45 | 145 | :45 |
| 4 | 4 | 4 | 4 |
| :15 | \|:15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | \|45 | \|:45 | :45 |
| 5 | 5 | 5 | 5 |
| :15 | \|:15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| :45 | 145 | 145 | :45 |
| 6 | 6 | 6 | 6 |
| :15 | \|:15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | 1:45 | 145 | :45 |
| 7 | 7 | 7 | 7 |
| :15 | \|:15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | 145 | 145 | :45 |
| 8 | 8 | 8 | 8 |
| :15 | \|:15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | \|:45 | 1:45 | :45 |
| 9 | 9 | 9 | 9 |
| :15 | \|:15 | \|:15 | :15 |
| :30 | \|:30 | \|:30 | :30 |
| 45 | \|45 | \|:45 | :45 |

## to NOVEMBER 18

| Thursday, November 16 | Friday, November 17 | Saturday, November 18 |  |
| :---: | :---: | :---: | :---: |
| ${ }_{15}^{6}$ | ${ }^{6}$ | ${ }_{15}^{6}$ | PLAN YOUR WEEK IN COLOR! |
| ${ }^{15}$ | ${ }_{\text {130 }}^{15}$ | - ${ }_{\text {15 }}^{15}$ | Coloreach boox with a color hatexexices youl |
| 45 | 45 | 45 | God: Devotion, Churc |
| 7 | 7 | 7 | Bible Study Faith..... |
| 15 | 15 | 15 | Family Time |
| ${ }^{30}$ | ${ }^{30}$ | 45 | Famiy 7 me |
| 8 | 8 | 8 | Date Night |
| 15 | $1{ }^{15}$ | ${ }_{15}$ | Mary Kay Time: Meetings, |
| 30 | 30 | 30 | Networking, Training, etc |
| 45 | 45 |  |  |
| ${ }_{15}$ | ${ }_{19}^{9}$ | ${ }_{15}$ | Exercise, Hair, Nails, Coffee with Friends, etc.... |
| ${ }^{30}$ | ${ }^{30}$ | 30 | INCOME PRODUCING ACTIVITY |
| ${ }^{45}$ | ${ }^{45}$ | * | oking Appointments |
| ${ }_{15}^{10}$ | ${ }_{15}^{10}$ | ${ }_{10}^{10}$ | Coaching Calls |
| 30 | ${ }^{30}$ | ${ }_{30}$ | am Phone Calls |
| 45 | 45 | 45 | stomer Follow-Up Calls |
| 11 | ${ }^{11}$ | ${ }^{11}$ | Sharing the Opportunity |
| 15 <br> 30 | ${ }^{115}$ | ${ }^{15}$ |  |
| ${ }^{20}$ | ${ }^{20}$ | 45 | BOOKINGS/ FACES RESULTS |
| 12 | 12 | 12 |  |
| 15 | 15 | 15 | \# Booking Held This Week: |
| 30 |  | 30 |  |
| 45 | 45 | 45 | \# Bookings Next Week: |
| 1 | ${ }^{1}$ | 1 |  |
| ${ }^{15}$ | ${ }^{15}$ | 115 | \# Faces This Week: |
| ${ }^{30}$ | 30 | ${ }^{30}$ |  |
|  | 45 | 45 | PERSONAL SALES RESULTS |
| ${ }_{15}^{2}$ | 2 | 2 | PERSONAL SALES RESUL |
| 30 | 30 | ${ }_{3}$ | Total Sales This Week: |
| 45 | 45 | 45 |  |
| 3 | 3 | 3 |  |
| ${ }_{30}^{15}$ | ${ }^{15}$ | ${ }^{15}$ |  |
| 30 | ${ }^{30}$ | 5 | 40\% Profil |
| 4 | 4 | 4 |  |
| 15 | ${ }_{15}$ | ${ }_{15}$ | TRACKING MY STAR |
| 30 | 30 | 30 |  |
| 45 | 45 |  | Wholesale Orders This Week: |
| 5 | 5 | 5 |  |
| 15 | ${ }^{15}$ | ${ }^{15}$ |  |
| +30 | ${ }_{45}$ | -30 | Amount Needed to Finish Star: |
| 6 | 6 | 6 |  |
| 15 | 15 | 15 |  |
| 30 | ${ }^{30}$ | 13 | Unit Stars to Date: |
| 7 | 7 | ${ }^{*}$ |  |
| 15 | 15 | , |  |
| 30 | ${ }^{30}$ | 30 | SHARING THE OPPORTUNITY |
| 45 | 45 | 45 | RESULTS |
| ${ }^{8}$ | ${ }_{15}$ | ${ }_{15}$ | Personal Sharing Appts: |
| 30 | 30 | 30 |  |
| 45 | 45 | 45 | New Personal Team Members_ |
| 9 | ${ }^{9}$ | 9 | Team Sharing Appts: |
| 180 |  | ${ }^{15}$ |  |
| ${ }_{45}^{30}$ | 48 | 48 | New Team Members: |

## Date: Sunday, 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



3
4
5
6
SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

| 1 |
| :--- |
| 2 |
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| 6 |

PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


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| :--- | :--- | :--- | :--- |
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|  | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Detais in Sharing Section |  |
| NEW BOOKINGS |  |  |  |
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## Date: Monday, 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 |  |
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| 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: <br> Dealils in Sharing Section |
| :--- | :--- | :--- |
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## Date: Tuesday, November 14

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

| SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS |
| :--- | :--- |
| 1 |
| 2 |
| 3 |
| 4 |
| 5 |
| 6 |
| SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY |


| 1 |  |
| :--- | :--- |
| 2 |  |
| 3 |  |
| 4 |  |
| 5 |  |
| 6 | ERRANDS TO DO TODAY |
| PHONE CALLS TO MAKE/ RETURN |  |


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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Sharing Section |
| :--- | :--- | :--- |

TODAY'S SCHEDULE
5AM: Quiet Time/ Devotion/ Prayer
Million \$ Call: 641.715.3900 44336\#
6AM

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## Date: Wednesday, 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

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| 4 |
| 5 |
| 6 |

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY
1
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: <br> Details in Shazing Section |
| :--- | :--- | :--- |
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5AM: Quiet Time/ Devotion/ Prayer
Million \$ Call: 641.715.3900 44336\#
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## Date: Thursday, 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 |
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| SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY |


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| 6 | ERRANDS TO DO TODAY |
| PHONE CALLS TO MAKE/ RETURN |  |


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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Sharing Section |
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## Date: Friday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Sharing Section |
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## Date: Saturday, 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 |
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| 5 |
| 6 |
| SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY |


| 1 |  |
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| 2 |  |
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| 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: <br> Details in Sharing Section |
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## SUNDAY BRAIN DUMP for the week of NOVEMBER 19 - NOVEMBER 25

1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc.
2. Prioritize your list:

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

## Weekly Plan Sheet from NOVEMBER 19

| Sunday, November 19 | Monday, November 20 | Tuesday, November 21 | Wednesday, November 22 |
| :---: | :---: | :---: | :---: |
| 6 | \|6 | \|6 | 6 |
| :15 | \|15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | \|:30 |
| :45 | 145 | 145 | :45 |
| 7 | 7 | 7 | 7 |
| :15 | \|15 | \|15 | \|15 |
| 30 | \|:30 | \|:30 | \|:30 |
| 45 | 1:45 | 1:45 | 1:45 |
| 8 | 8 | 8 | 8 |
| :15 | \|:15 | \|:15 | : 15 |
| 30 | \|:30 | \|:30 | \|:30 |
| 45 | 1:45 | 1:45 | 145 |
| 9 | 9 | 9 | 9 |
| :15 | \|:15 | \|15 | \|:15 |
| 30 | \|:30 | \|:30 | \|:30 |
| 45 | 1:45 | 1:45 | $1: 45$ |
| 10 | 10 | 10 | 10 |
| :15 | \|:15 | \|15 | :15 |
| 30 | \|:30 | \|:30 | \|:30 |
| 45 | \|:45 | 1:45 | \|:45 |
| 11 | 11 | 11 | 11 |
| :15 | \|:15 | \|15 | \|15 |
| 30 | \|:30 | \|:30 | \|:30 |
| 45 | 145 | 145 | 145 |
| 12 | 12 | 12 | 12 |
| :15 | \|:15 | \|:15 | \|:15 |
| :30 | \|:30 | \|:30 | \|:30 |
| 45 | 145 | 1:45 | $1: 45$ |
| 1 | 1 | 1 | 1 |
| :15 | \|:15 | \|:15 | \|:15 |
| :30 | \|30 | \|:30 | \|:30 |
| 45 | \|:45 | 145 | 145 |
| 2 | 2 | 2 | 2 |
| :15 | \|:15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | \|:30 |
| 45 | 145 | 1:45 | 1:45 |
| 3 | 3 | 3 | 3 |
| :15 | \|:15 | \|15 | \|:15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | /45 | 145 | :45 |
| 4 | 4 | 4 | 4 |
| :15 | \|:15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | \|:30 |
| 45 | \|45 | \|:45 | 145 |
| 5 | 5 | 5 | 5 |
| :15 | \|:15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | 1:45 | 1:45 | 145 |
| 6 | 6 | 6 | 6 |
| :15 | \|:15 | \|:15 | \|:15 |
| 30 | \|:30 | \|:30 | 30 |
| 45 | 145 | 1:45 | :45 |
| 7 | 7 | 7 | 7 |
| :15 | \|:15 | \|:15 | \|:15 |
| 30 | \|:30 | \|:30 | :30 |
| 45 | 145 | 145 | :45 |
| 8 | 8 | 8 | 8 |
| :15 | \|:15 | \|:15 | \|:15 |
| 30 | \|:30 | \|:30 | \|:30 |
| 45 | \|:45 | 1:45 | 145 |
| 9 | 9 | 9 | 9 |
| :15 | \|:15 | \|:15 | \|:15 |
| :30 | \|:30 | \|:30 | \|:30 |
| 45 | \|45 | \|:45 | 1:45 |

## to NOVEMBER 25

| Thursday, November 23 | Friday, November 24 | Saturday, November 25 |  |
| :---: | :---: | :---: | :---: |
| 6 | 6 | 6 | PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you! |
| 15 | \|15 | ${ }^{1 / 15}$ |  |
| 30 | .30 | ${ }^{30}$ |  |
| 45 | 145 | 45 | God: Devotion, Church, Bible Study, Faith..... |
| 7 | 7 | 7 |  |
| ${ }^{15}$ | ${ }^{15}$ | ${ }^{115}$ | Family Time |
| 30 | ${ }^{30}$ | 30 |  |
| 45 | 45 | 45 | Date Night |
| 8 | 8 | 8 |  |
| ${ }^{15}$ | \|15 | \|15 | Mary Kay Time: Meetings, Networking, Training, etc |
| 30 | .30 | \| 30 |  |
| 45 | 45 | 45 | Exercise, Hair, Nails, Coffee with Friends, etc.... |
| 9 | 9 | 9 |  |
| 15 | \|15 | \|15 |  |
| ${ }^{30}$ | :30 | 130 | INCOME PRODUCING ACTIVITY <br> Booking Appointments <br> Coaching Calls <br> Team Phone Calls <br> Facials/ Parties <br> Customer Follow-Up Calls <br> Sharing the Opportunity |
| 45 | ${ }^{45}$ | 45 |  |
| 10 | 10 | 10 |  |
| ${ }^{15}$ | ${ }^{1 / 15}$ | \|15 |  |
| ${ }^{30}$ | ${ }^{130}$ | ${ }^{30}$ |  |
| 45 | 45 | 45 |  |
| 11 | 11 | 11 |  |
| ${ }^{15}$ | ${ }^{115}$ | \|15 |  |
| ${ }^{30}$ | \|30 | 130 |  |
| 45 | 45 | 45 | BOOKINGS/ FACES RESULTS |
| 12 | 12 | 12 | \# Booking Held This Week:___ |
| ${ }^{15}$ | ${ }^{115}$ | \|15 |  |
| ${ }^{30}$ | ${ }^{130}$ | 130 | \# Bookings Next Week: |
| 45 | ${ }^{45}$ | 45 |  |
| 1 | 1 | 1 | \# Faces This Week: |
| 15 | \|15 | 115 |  |
| ${ }^{30}$ | ${ }^{30}$ | 130 |  |
| 45 | 45 | 45 | PERSONAL SALES RESULTS |
| 2 | 2 | 2 |  |
| ${ }^{15}$ | ${ }^{115}$ | \|15 | Total Sales This Week: |
| 30 | \|30 | 130 |  |
| 45 | 45 | 45 |  |
| 3 | 3 | 3 | 40\% Profit: |
| ${ }^{15}$ | \|15 | \|15 |  |
| ${ }^{30}$ | \|30 | ${ }^{30}$ |  |
| 45 | 45 | 45 |  |
| 4 | 4 | 4 | TRACKING MY STAR |
| 15 | \|15 | :15 |  |
| ${ }^{30}$ | :30 | \|:30 |  |
| 45 | 45 | 45 | Wholesale Orders This Week: |
| 5 | 5 | 5 |  |
| ${ }^{15}$ | \|15 | :15 |  |
| 30 | \|30 | 130 | Amount Needed to Finish Star: |
| 45 | ${ }^{45}$ | 45 |  |
| 6 | 6 | 6 |  |
| ${ }^{15}$ | \|15 | \|15 |  |
| ${ }^{30}$ | ${ }^{\text {30 }}$ | 130 | Unit Stars to Date: |
| 45 | 44 | 45 |  |
| 7 | 1 | 1 |  |
| ${ }^{15}$ | \|15 | \|15 | SHARING THE OPPORTUNITY RESULTS |
| 30 | 1.30 | 130 |  |
| 45 | 45 | 45 |  |
| ${ }^{8}$ | 15 | 15 | Personal Sharing Appts: $\qquad$ <br> New Personal Team Members $\qquad$ |
| ${ }^{15}$ | ${ }^{15}$ | ${ }^{115}$ |  |
| ${ }^{30}$ | ${ }^{30}$ | 130 |  |
| 45 | ${ }^{45}$ | 45 |  |
| 9 |  | 15 | Team Sharing Appts: |
| ${ }^{15}$ | ${ }^{1 / 15}$ | ${ }^{115}$ |  |
| 30 | 130 | 130 | New Team Members: |
| 45 | ${ }^{45}$ | 145 |  |

## Date: Sunday, 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
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4

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6
SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

| 1 |
| :--- |
| 2 |
| 3 |
| 4 |
| 5 |
| 6 |

PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


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| :--- | :--- | :--- |
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|  | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Detais in Sharing Section |
| NEW BOOKINGS |  |  |
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## Date: Monday, 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 |
| :--- | :--- |
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| SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY |


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


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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Sharing Section |
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## Date: Tuesday, November 21

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream \& fulfilling your total destiny to become the person that you, \& only you, are capable of being." - Mary Kay Ash
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


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## Date: Wednesday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Shazing Section |
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## Date: Thursday, November 23

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream \& fulfilling your total destiny to become the person that you, \& only you, are capable of being." - Mary Kay Ash
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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## Date: Friday, 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

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Sharing Section |
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## Date: Saturday, November 25

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream \& fulfilling your total destiny to become the person that you, \& only you, are capable of being." - Mary Kay Ash
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Shazing Section |
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5AM: Quiet Time/ Devotion/ Prayer
Million \$ Call: 641.715.3900 44336\#
6AM

7AM

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## SUNDAY BRAIN DUMP for the week of NOVEMBER 26 - DECEMBER 2

1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc.
2. Prioritize your list:

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

## Weekly Plan Sheet from NOVEMBER 26

| Sunday, November 26 | Monday, November 27 | Tuesday, November 28 | Wednesday, November 29 |
| :---: | :---: | :---: | :---: |
| 6 | \|6 | \|6 | 6 |
| :15 | \|:15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | \|:30 |
| 45 | 145 | 145 | :45 |
| 7 | 7 | 7 | 7 |
| :15 | \|:15 | \|:15 | :15 |
| 30 | \|:30 | \|:30 | \|:30 |
| 45 | 1:45 | 145 | 145 |
| 8 | 8 | 8 | 8 |
| :15 | \|:15 | \|:15 | :15 |
| :30 | \|:30 | \|:30 | \|:30 |
| 45 | 145 | 145 | 145 |
| 9 | 9 | 9 | 9 |
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| 30 | \|:30 | \|:30 | \|:30 |
| 45 | 1:45 | 1:45 | 1:45 |
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| 30 | \|:30 | \|:30 | \|:30 |
| 45 | \|45 | 145 | 145 |
| 11 | 11 | 11 | 11 |
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| 30 | \|:30 | \|:30 | \|:30 |
| 45 | \| 45 | 1:45 | 1:45 |
| 12 | 12 | 12 | 12 |
| :15 | \|:15 | \|15 | \| 15 |
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| 45 | \|:45 | 1:45 | 1:45 |

## to DECEMBER 2

| Thursday, November 30 | Friday, December 1 | Saturday, December 2 |  |
| :---: | :---: | :---: | :---: |
| 6 | ${ }^{6}$ | ${ }^{6}$ | PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you! |
| 15 | $\left.\right\|^{15}$ | :15 |  |
| 30 | ${ }^{30}$ | ${ }^{30}$ | God: Devotion, Church, Bible Study, Faith..... |
| 45 | 45 | :45 |  |
| 7 | 7 | 7 |  |
| 15 | ${ }^{115}$ | ${ }^{115}$ | Family Time |
| 30 | 130 | 30 |  |
| 45 | ${ }^{45}$ | 45 | Date Night |
| 8 | 8 | 8 |  |
| ${ }^{15}$ | ${ }^{115}$ | \|15 | Mary Kay Time: Meetings, Networking, Training, etc |
| ${ }^{30}$ | \|30 | \| 30 |  |
| 45 | 45 | 45 | Exercise, Hair, Nails, Coffee with Friends, etc.... |
| 9 | 9 | 9 |  |
| 15 | \|15 | \|15 |  |
| ${ }^{30}$ | ${ }^{30}$ | 130 | INCOME PRODUCING ACTIVITY <br> Booking Appointments <br> Coaching Calls <br> Team Phone Calls <br> Facials/ Parties <br> Customer Follow-Up Calls <br> Sharing the Opportunity |
| 45 | 145 | 45 |  |
| 10 | 10 | 10 |  |
| ${ }^{15}$ | ${ }^{1 / 15}$ | \|15 |  |
| ${ }^{30}$ | ${ }^{30}$ | ${ }^{30}$ |  |
| 45 | 45 | 45 |  |
| 11 | 11 | 11 |  |
| 115 | ${ }^{1 / 15}$ | \|15 |  |
| 30 | \|30 | \| 30 |  |
| 45 | 45 | 45 | BOOKINGS/ FACES RESULTS |
| 12 | 12 | 12 |  |
| 15 | \|15 | \|15 | \# Booking Held This Week:___ |
| 30 | \|30 | \|,30 | \# Bookings Next Week: |
| 45 | 45 | 45 |  |
| 1 | 1 | 1 | \# Faces This Week: |
| 15 | \|15 | \|15 |  |
| 30 | 1.30 | 130 |  |
| 45 | ${ }^{45}$ | 45 | PERSONAL SALES RESULTS |
| 2 | 2 | 2 |  |
| ${ }^{15}$ | ${ }^{115}$ | \|15 |  |
| 30 | ${ }^{30}$ | 130 | Total Sales This Week: |
| 45 | $4{ }^{45}$ | 45 |  |
| 3 | 3 | 3 |  |
| 15 | \|15 | \|15 | 40\% Profit: |
| 30 | ${ }^{30}$ | \| 30 |  |
| 45 | 45 | 45 |  |
| 4 | 4 | 4 | TRACKING MY STAR |
| ${ }^{15}$ | \|15 | [15 |  |
| 30 | 130 | 130 | Wholesale Orders This Week: |
| 45 | 45 | 45 |  |
| 5 | 5 | 5 |  |
| 15 | 19 | \|15 |  |
| ${ }^{30}$ | \|:30 | \| 30 | Amount Needed to Finish Star: |
| 45 | ${ }^{45}$ | 45 |  |
| 6 | 6 | 6 |  |
| ${ }^{15}$ | \|15 | \|:15 |  |
| 30 | \|30 | 130 | Unit Stars to Date: |
| 45 | 45 | 45 |  |
| 7 | 1 | , |  |
| 15 | \|15 | \|15 | SHARING THE OPPORTUNITY RESULTS |
| 30 | 130 | 130 |  |
| 45 | 45 | 45 |  |
| ${ }^{8}$ | 15 | ${ }^{8}$ | Personal Sharing Appts: |
| ${ }^{15}$ | ${ }^{15}$ | ${ }^{115}$ |  |
| ${ }^{30}$ | ${ }^{130}$ | ${ }^{130}$ | New Personal Team Members__ |
| 45 | ${ }^{45}$ | 45 |  |
| 9 |  |  | Team Sharing Appts: |
| 15 | ${ }^{1 / 15}$ | \|15 |  |
| 30 | 130 | -30 | New Team Members: |
| 45 | ${ }^{45}$ | 45 |  |

## Date: Sunday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


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| NEW BOOKINGS |  |  |
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## Date: Monday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Sharing Section |
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5AM: Quiet Time/ Devotion/ Prayer
Million \$ Call: 641.715.3900 44336\#
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## Date: Tuesday, November 28

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

| SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS |
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| SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY |


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## Date: Wednesday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Shazing Section |
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5AM: Quiet Time/ Devotion/ Prayer
Million \$ Call: 641.715.3900 44336\#
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## Date: Thursday, November 30

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

| SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS |
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| SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY |


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## Date: Friday, 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

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SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY

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## Date: Saturday, 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 |
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| SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY |


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


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


| NEW BOOKINGS | RETAIL SALES TODAY: | SHARED MARY KAY WITH: <br> Details in Sharing Section |
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5AM: Quiet Time/ Devotion/ Prayer
Million \$ Call: 641.715.3900 44336\#
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## MoNTH-AT-A-GLANCE

DECEMBER 2017

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY |
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| 18 |  |  |  |

SATURDAY


## JANUARY 2018

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY |
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THURSDAY
FRIDAY
SATURDAY


FEBRUARY 2018

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY |
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|  |  |  |  |
| 4 | 5 | 6 |  |
| Super Bowl |  |  |  |
| 11 | 12 | 13 | 7 |
| 18 |  |  |  |
| 25 |  |  |  |



MARCH 2018

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY |
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| 4 | 5 | 6 |  |
| 11 | Daylight Savings | 12 |  |



## APRIL 2018

| SUNDAY |  | MONDAY | TUESDAY |
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| 1 EASTER | 2 | 3 | WEDNESDAY |
| 8 | 9 | 10 | 4 |
| 8 |  |  |  |
| 15 |  |  |  |

THURSDAY
FRIDAY
SATURDAY


## MAY 2018

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY |
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| 6 | 7 | 8 |  |
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JUNE 2018

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY |
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| 3 | 4 | 5 |  |
| 10 | 11 |  |  |
| 17 | Father's Day | 18 | 12 |

THURSDAY


| SUNDAY | MONDAY | TUESDAY | WEDNESDAY |
| :---: | :---: | :---: | :---: |
| 1 Hapy MK New Year | 2 | 3 | 4 Independence Day |
| 8 | 9 | 10 | 11 |
| 15 | 16 | $17 \begin{aligned} & \text { Last Day To Enroll } \\ & \text { Customers for the }\end{aligned}$ Fall Look Book | 18 |
| 22 | 23 | 24 | 25 |
| 29 | 30 | 31 |  |

THURSDAY
FRIDAY
SATURDAY


## AUGUST 2018

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY |
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|  |  |  | 1 |
| 5 | 6 | 7 | 8 |
| 12 | 13 |  |  |



## SEPTEMBER 2018





## CONTACTS

FROM LEADS, REFERRALS, ETC.


# Contacts/ Referrals/ Leads to BOOK! 

Name
How We Met

Contact
Notes

# Contacts/ Referrals/ Leads to BOOK! 

Name
How We Met

Contact
Notes

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How We Met

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## BOOKING

## SCRIPT \& BubBLE SHEETS



BUBBLE BOOKNNG SHEET
WEEK OF:


A TRACKED \# ALIMAS CPOWS!
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# SHARING 

## The MARY KAY OPPORTUNITY

## MARY KAY <br> 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:
$\checkmark$ Find out who she is.
$\checkmark$ Understand what brings her joy.
$\checkmark$ Understand what she is most passionate about.
$\checkmark$ Bring her back to her "why" to keep her motivated.
$\checkmark$ 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
- The average consultant works a full time job, it married and/or has children


## 2. MORE MONTH THAN MONEY

- Motivated to find a way to make more money
- Goal oriented and ambitious
- Women tend to be more creative with money

3. NOT THE SALES TYPE

- Not pushy, but informative
- Like people and want to build relationships instead of just "getting a sale"
- Not aggressive
- Genuinely want to serve

4. DON'T KNOW A LOT OF PEOPLE

- Friends and family will not be best clients
- Wonderful way to meet new people and new circles of friends
- Developing clients is covered in training resources, tips, and ideas from other consultants


## 5. FAMILY ORIENTED

- Motivated by the needs of their family
- Their family is their reason, not their excuse
- Want more for their family
- Pass on good work ethic to children
- Want a balanced life with priorities in order


## 6. DECISION MAKER

- Does not procrastinate
- Takes one step at a time on their time-table
- Live by their dreams and not their circumstances


## 6 REASONS <br> PEOPLE <br> CHOOSEA MARY KAY BUSINESS!

1. MONEY

- $50 \%$ profit
- 2 avenues of income: selling \& sharing
- Selling via Reorders (consumable), personal website, facials (avg. \$100), parties (avg. \$300), \& On-The-Go Selling
- Team Building Income: 4,9 13\% commissions \& more with leadership including bonuses too!


## 2. RECOGNITION

- Prizes weekly, monthly, quarterly, and yearly.
- Many people don't get recognized for a job well done.
- Praise people to success


## 3. SELF ESTEEM \& PERSONAL GROWTH

- Like a college education in people skills but getting paid while learning.
- Learn to step out of their comfort zone.
- Spiritual, Emotional, and Professional Growth.


## 4. CARS

- Approx. $85 \%$ insurance is paid for by Mary Kay
- Build a team from 5 to 14 in 1-4 months with wholesale requirements
- Cash option: $\$ 375, \$ 500, \$ 900$, or $\$ 1,400$ monthly


## 5. ADVANTAGES \& ADVANCEMENT

- Advance at their own pace with flexibility
- Tax deductions, mileage, and so much more.
- No quotas or territories
- Family Security Retirement Plan for NSD's


## 6. BEING YOUR OWN BOSS

- $\$ 100$ investment to get started
- Inventory is optional with a $90 \%$ buyback guarantee
- Get to decide your own income, schedule \& future


## SHARING APPOINTMENT DETAILS

| Date | Name | Consultant | Address |
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|  | Cell | Guest Event/ PPP | Notes |
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## Year At-A-Glance

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# October - December 2017 At-A-Glance 

## OCTOBER

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## DECEMBER

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NOTES:
October 9: Columbus Day
October 15: Last Day to Enroll Customers for Winter Look Book
October 16: Bosses Day
October 31: Halloween

NOTES:
November 5: Daylight Savings
November 10: Winter Products Early Ordering
November 11: Veteran's Day
November 16th: Winter Product Launch
November 23: Thanksgiving

NOTES:
December 15: 2nd Quarter Ends
December 16th: 3rd Quarter Begins
December 25: Christmas

## January - March 2018 At-A-Glance

| JANUARY |  |  |  |  |  |  |  |
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FEBRUARY

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## MARCH

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NOTES:
Leadership:
January 15: Last Day to Enroll Customers for Spring Look Book
January 15: Martin Luther King Day!

NOTES:
February 14: Valentines Day
February 10: Spring Products Early Ordering
February 16: Spring Product Launch
February 19: President's Day

NOTES:
March 11: Daylight Savings
March 15: 3rd Quarter Ends
March 16: 4th Quarter Begins
March 17: St. Patrick's Day

APRIL

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## MAY

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NOTES:
April 1: Easter Sunday
April 17: Taxes Due
April 22: Earth Day
April 25: Admin. Prof. Day

NOTES:
May 8: National Teacher Day
May 10: Summer Products Early Release
May 13: Mother's Day
May 16: Summer Product Launch
May 28: Memorial Day

NOTES:
June 15: 4th Quarter Ends
June 16:1st Quarter Begins
June 17: Father's Day
June 30: Last Day of the Seminar Year

## July - September 2018 At-A-Glance

| JULY |  |  |  |  |  |  |  |
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AUGUST

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SEPTEMBER

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NOTES:

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July 1: HAPPY MK NEW YEAR!
July 4: Independence Day
July 17: PCP Deadline to Enroll Customers for Fall Look Book
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NOTES:
August 10: Early Fall Product Launch for PCP Participants
August 15: Company Mails PCP Fall Look Book
August 16: Fall Product Launch

NOTES:
September 3: Labor Day
September 15: 1st Quarter Ends
September 16: 2nd Quarter Begins

## Notes













