NOVEMBER

2017 GOALS



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:

\$ _____

DIQ: (Oct 1. Dec. 1) 8 Active Team Members

Future Director: 8 Team Members

Team Leader: 5 Active Team Members ON TARGET CAR!!





BEFEARLESS HAVE A VISION BELIEVE IN YOURSLEE ALWAYS HUSTLE STAY FOCUSED GET OUT THERE GET MOTIVATED GET INSPIRED

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

Farn	Vour	Bracelet	Thic I	Month
гаш	1 ()	DIACEIEL	111115	VICHILL



Team Production Goal :		
Date	Team Wholesale Production	
5th		
10th		
15th		
20th		
25th		
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:	YTTD total on the 30th:
Court of Personal Sharing:	# Qualified on the 1st:	# Qualified on the 30th:
Car Production:	On the 1st:	On the 30th:
Team Size Goal:	# Team Members on the 1st:	# Team Members on the 30th:

Monthly Notes

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
	(Include the tax for your goal in your profit total)	\$
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!	Picture of Your Goal!	\$1,700 \$1,700 every month = On Target for Queens Court of Sales! \$1,500 \$850 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target Star Consultant!
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your director and your sister consultants by the 5th!	
<u> </u>	Month End Actual Totals:	Onders Placed This Month:
	Total Sold:	Date: Section 1 Section 2
Rneak	50% Wholesale:	

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Break your goal

into bite size

chunks!

Total:

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		+	-
		=	=
7		+	-
		=	=
8		+	-
		=	=
9		+	-
		=	=
10		+	-
		=	=
11		+	-
		=	=
12		+	-
		=	=
13		+	-
		=	=
14		+	-
		=	=
15		+	-
		=	=

MONTH OF:

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		+	-
		=	=
28		+	-
		=	=
29		+	-
		=	=
30		+	-
		=	=
31		+	-
		=	=

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

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

Notes	

PERFECT START (15 Faces) OR POWER START (30 Faces) TRACKING SHEET Appt Date # of 2nd Appt Client's Name & Phone Number Total Shared the **New Team** Booked Referrals Retail Sales Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places! Appt Date # of Total 2nd Appt Shared the Client's Name & Phone Number **New Team** Booked Referrals Retail Sales Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

QUARTERLY &

YEAR LONG

GOALS





Be a 2nd Quarter Star!!

1st Quarter: Sept. 16 - December 15

WEEK OF	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Sept. 16- Sept. 23					
Sept 24 - Sept. 30					
Oct. 1 - Oct. 7					
Oct. 8 - Oct. 14					
Oct. 15 - Oct. 21					
Oct. 22 - Oct. 28					
Oct. 29 - Nov. 4					
Nov. 5 - Nov. 11					
Nov. 12 - Nov. 18					
Nov. 19 - Nov. 25					
Nov. 26 - Dec. 2					
Dec. 3 - Dec. 9					
Dec. 10 - Dec. 15					
TOTALS	\$	\$	\$	+	=

^{*} A Qualified new personal team members is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 Orders are postmarked and accepted by the company within the contest quarter.

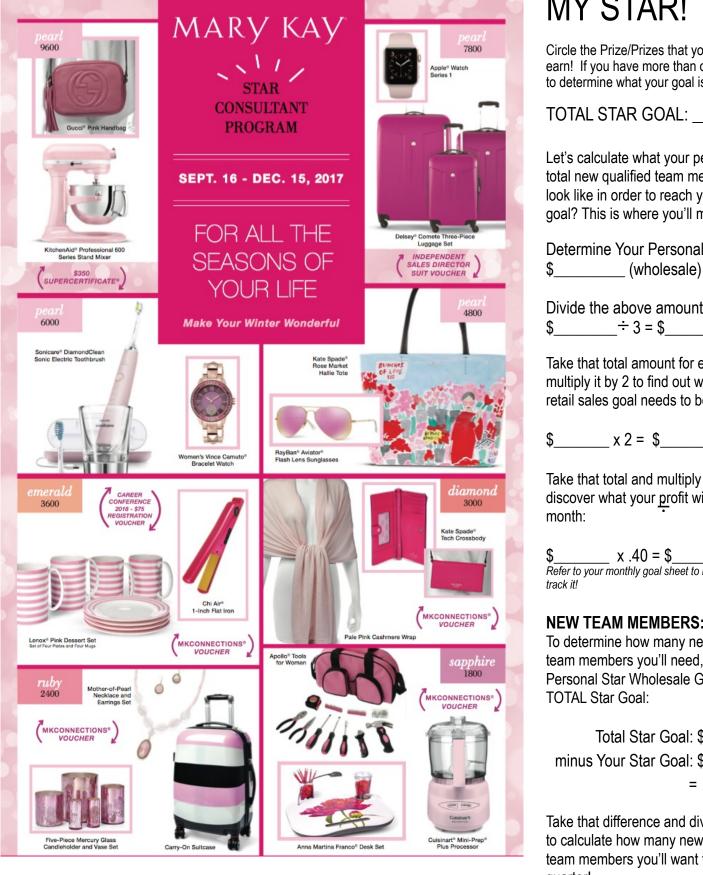
Every NEW Qualified* Team Member Once YOU Reach Sapphire Star gives you an additional 600 contest credit points!

Star Level	Average 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 Λ
7,800 PEARL
7,400
7,100
6,600
6,300
6,000 PEARL
5,700
5,400
5,100
4,800 PEARL
4,500
4,200
3,900
3,600 EMERALD
3,300
3,000 DIAMOND
2,700
2,400 RUBY
2,100
1,800 SAPPHIRE
1,500
1,200
900
600

300



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 guarter!

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:

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

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

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: \$ 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!

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

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 Retail Sales This Month	Total Amount of Wholesale Orders This Month Typically 50% of what you sell unless you're a New Consultant	Total Amount of Wholesale Orders Year to Date	Goal: \$20,000 With each month, cross out the previous month's amount and write in your new total needed!
Example: This Month	\$2,000	\$1,000 \$1,500	\$1,000 \$1,000	\$19,000
Next Month:	\$3,000	\$1,500	\$2,500	\$17,500
July				
August				
September				
October				
November				
December				
January				
February				
March				
April				
May				
June				
July 1st Totals!				You Can Do It!

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
\$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 YOU DID IT!

Seminar 2017-2018 Personal National Court of Sharing

Seminar 2017-2018 Personal Inalian Court of Order in agreement month or following or 2. Star at least one quarter in the year.

Track	Yo	ur N	Vati	ona	I Co	ourt	of S	Sha	ring	wi	th E	ach	ı Ne	ew -	Tea	m M	1em	ber	Jul	y 1	- Jı	ıne	30	
Comm. Earned																								
June																								
Мау																								
April																								
Mar.																								
Feb.																								
Jan.																								
Dec.																								
Nov.																								
Oct.																								
Sept.																								
Aug.																								
July																								
Initial Star Order																								
Initial Qualified Order																								
Agreement Month																								
New Team Member	1.	2.	3.	4.	5.	6.	7.	8.	6	10.	11.	12.	13.	14.	15.	16.	17.	18.	19.	20.	21.	22.	23.	24.

TRACKING MY CAREER CAR & PROMOTION TO DIRECTOR!

Grand Achiever Tracking Sheet! Use This To Track Your Cruze!



Earn Your Car or Take the Cash Compensation of \$375/month!

HOW TO GET ON-TARGET:

- 1. You Must Be Active
- 2. Have 5 or more Active Personal Team Members.
- You and those 5 or more active do a combined wholesale production of \$5,000 in one calendar 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			
4			
5			
TOTALS = \$5,000 OR MORE!			
DON'T CTODILIZED COINCLY COI	ADI ETE TUIO MUTU	IN ONE to FOUR MA	NITUOL

DON'T STOP!! KEEP GOING! You can COMPLETE THIS WITHIN ONE to FOUR MONTHS!

Cross Out Each Box As You & Your Team Reach that Production!	\$500	\$1,000	\$1,500	\$2,000
\$2,500	\$3,000	\$3,500	\$4,000	\$4,500

\$5,000 KEEP GOING! YOU CAN FINISH THIS IN 1,2,3 or 4 MONTHS!
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

	Must be \$5,000) om Month 1)		Must be \$5,000) n Month 1 & 2)		(Must be \$5,000) m Month 1,2,3)
\$5,500	\$6,000	\$10,500	\$11,000	\$15,500	\$16,000
\$6,500	\$7,000	\$11,500	\$12,000	\$16,500	\$17,000
\$7,500	\$8,000	\$12,500	\$13,000	\$17,500	\$18,000
\$8,500	\$9,000	\$13,500	\$14,000	\$18,500	\$19,000
\$9,500	\$10,000 1/2 WAY THERE!	\$14,500	\$15,000	\$19,500	\$20,000 YOU DID IT!

#	Team Member	Month 1	Month 2	Month 3	Month 4
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15	Don't STOP at 14! Keep GOING!				
	Team Production				
	Your Personal 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.

#	DIQ Unit Members All must be active when you complete DIQ! (The month her \$225+ 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	Order Your Red Jacket with 2nd Active Team Member			
3	Star Team Builder (4% Love Check & \$50 Rebate for Red Jacket)			
4	Start Earning \$50 Team Building Bonus with each New Qualified**			
5	Team Leader (4%, 9%, or 13% Love Check & Go On Target for Car!)			
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				
	TEAM PRODUCTION:			
	YOUR PERSONAL PRODUCTION EACH MONTH:			
	TOTAL FOR THE MONTH:			

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

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

START DATE	NAME CELL#	15TH DAY	Contacted my Director to Share About My New Team Member	Entered Into Contacts	Added & Shared on Unit/ Team Facebook Group	Attended First Meeting	First Order
			0	1		460	
						150	
				577			
					. , K	AI	
			AAA	1B	7		

My New Team Members

START DATE	NAME CELL#	15TH DAY	Contacted my Director to Share About My New Team Member	Entered Into Contacts	Added & Shared on Unit/ Team Facebook Group	Attended First Meeting	First Order
			0	1		460	
						150	
				577			
					. , K	AI	
			AAA	1B	7		

NOVEMBER

NOVEMBER 2017

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
			1
5 Daylight Savings	6	7 ELECTION DAY	8
12	13	14	15 Winter Product Launch
19	20	21	22
26	27	28	29

THURSDAY	FRIDAY	SATURDAY	
1	3	4	
			DECEMBER 2017
			Sun Mon Tues Wed Thurs Fri Sat
			1 2
0	10	11 Veteran's Day	3 4 5 6 7 8 9 10 11 12 13 14 15 16
9	Early Ordering Starts & Look Books Mail to	11 Veteran's Day	17 18 19 20 21 22 23
	Enrolled Customers from the Company		24 25 26 27 28 29 30
			31
			NOTES
16	17	18	1
10			
23 Thanksgiving	24	25	
30			

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**

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	:45	:45	:45
7 :15	7 ::15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:45	:30 :45	i30 i45	:30
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45 11	.45 11	¹⁴⁵	:45 11
:15	11 :15	11 :15	11 :15
:30	:30	:30	:30
:45	:45	:45	:45
12	12 :15	12	12 :15
:15	:30	:15	30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:45	:30	:30 :45	:30
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45 8	:45	:45	:45
:15	8 :15	8 ::15	8 :15
:30	:30	:30	:30
:45	:45	:45	:45
9:15	9 :15	9 :15	9 :15
:30	:30	130	:30
:45	:45	:45	:45
	•		•

to **NOVEMBER 4**

			10 NOVENIDEN 4
Thursday, November 2	Friday, November 3	Saturday, November 4	
6	6	6	PLAN YOUR WEEK IN COLOR!
:30	30	30	Color each box with a color that excites you!
:45	:45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15 :30	:15	Family Time
:45	.30 :45	:45	
8	8	8	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:45	:30 :45	:30 :45	Networking, Training, etc
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30 :45	:30 :45	:30 :45	INCOME PRODUCING ACTIVITY
10	10	10	Booking Appointments
:15	:15	:15	Coaching Calls Team Phone Calls
:30	:30	:30	Facials/ Parties
·45 11	^{.45}	^{.45}	Customer Follow-Up Calls
11 :15	11 :15	11 :15	Sharing the Opportunity
:30	:30	:30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12 :15	12 :15	12 :15	# Booking Held This Week:
:30	30	:30	
:45	:45	:45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15 :30	:15 :30	# Faces IIIIs Week
:45	:45	:45	
2	2	2	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week:
:45	:30 :45	:30 :45	Total Calco Tille Wook.
3	3	3	
:15	:15	:15	40% Profit:
:30 :45	30 1:45	:30 :45	40 /0 1 TOIR
4	4	4	
:15	:15	:15	TRACKING MY STAR
:30	:30	:30	Mhalaada Ordara Thia Madri
5	·45 5	5	Wholesale Orders This Week:
:15	:15	:15	
:30	:30	:30	Amount Needed to Eletely Of a
:45	45	:45 c	Amount Needed to Finish Star:
6 :15	6 :15	6 :15	
:30	:30	:30	11-21-01-11-12-1
:45	:45	:45	Unit Stars to Date:
7 :15	7 :15	7 :15	
:30	30	30	SHARING THE OPPORTUNITY
:45	:45	:45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15 :30	:15	
:45	:45	:45	New Personal Team Members
9	9	9	Team Sharing Appts:
:15	:15	:15 Lon	
:30 :45	:30 :45	:30 :45	New Team Members:

TODAY'S SCHEDULE Date: Sunday, October 29 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM 9PM

10PM

Designed by Lorraine Bryant

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS 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 (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)	
1	4	
2	5	
3	6	
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establis	shed 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 "Treat your business as a gift. Give it with love & concern for women - not out of ex	xpectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash	
1	3	
2	4	
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash	
1	4	
2	5	
3	6	
NOTES/ THOUGHTS		

TODAY'S SCHEDULE Date: Monday, October 30 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

9PM

10PM

MILEAGE TO RECORD:

Designed by Lorraine Bryant

PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York		
1	5	
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4	8	
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)	
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NOTES/ THOUGHTS		

TODAY'S SCHEDULE 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 5AM: Quiet Time/ Devotion/ Prayer impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section**

8PM

9PM

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NOTES/ THOUGHTS		

TODAY'S SCHEDULE 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 5AM: Quiet Time/ Devotion/ Prayer impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM

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

10PM

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York		
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NOTES/ THOUGHTS		

TODAY'S SCHEDULE Date: Thursday, November 2 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

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10PM

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NOTES/ THOUGHTS		

TODAY'S SCHEDULE Date: Friday, November 3 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 **11AM** 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM 7PM

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

10PM

9PM

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3	6	
NOTES/ THOUGHTS		

TODAY'S SCHEDULE 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 5AM: Quiet Time/ Devotion/ Prayer impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 **11AM** 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM

7PM

8PM

9PM

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

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2	5	
3	6	
NOTES/ THOUGHTS		

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**

Weekly Plan Sheet from NOVEMBER 5			
Sunday, November 5	Monday, November 6	Tuesday, November 7	Wednesday, November 8
6		6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45 	:45
7 :15	7 :15	7 ::15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9 :15	9 :15	9 ::15	9 :15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
	11 :15	11	11 :15
:15	:30	:15	:30
:45	:45	:45	:45
	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
	1	1	1
:15	:15	:15	:15
:30 :45	:45	:30	:30
		2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
45	45	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	45	:45
6 :15	6 :15	6 ::15	6 :15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
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8 :15	8 :15	8 ::15	8 :15
:30	130	:30	:30
:45	:45	:45	:45
		9	9
	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

to NOVEMBER 11

			TO NOVEMBER 11
Thursday, November 9	Friday, November 10	Saturday, November 11	
6 :15	6 :15	6 :15	PLAN YOUR WEEK IN COLOR!
:30	:30	:30	Color each box with a color that excites you!
:45	:45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15] ']:15	:15	•
:30	:30	:30	Family Time
:45	:45	:45	Dete Niekt
8	8	8	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc
:45	:45	:45	
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30	:30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments
10	10	10	Coaching Calls
:15	:15	:15	Team Phone Calls
:30	:30	:30	Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	0 11 7
:30	:30	:30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	
:15	:15	:15	# Booking Held This Week:
:30	:30	:30	#B 1: N 1W 1
:45	:45	:45	# Bookings Next Week:
1	1	1	# Faces This Meals
:15	:15	:15	# Faces This Week:
:30	:30	:30	
:45	:45	:45	PERSONAL SALES RESULTS
2	2	2	FERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week:
:30	:30	:30 :45	Total Calco Trilo WCCK.
3 :15	3 :15	3 :15	
:30	:30	30	40% Profit:
:45	· · · · · · · · · · · · · · · · · ·	:45	
4	4	4	
:15	:15	1:15	TRACKING MY STAR
:30	:30	:30	TOTOKINO WIT OTAK
:45	:45	:45	Wholesale Orders This Week:
5	5	5	The Frank
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	Amount Needed to Finish Star:
6	6	6	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	Unit Stars to Date:
7	7	7	
:15	:15	:15	
:30	:30	:30	SHARING THE OPPORTUNITY
:45	:45	:45	RESULTS
8	8	8	Darganal Charing Apple
:15	:15	:15	Personal Sharing Appts:
:30	:30	:30	New Personal Team Members
:45	:45	:45	INGW I GISOHAL IGAH MIGHIDGIS
9	9	9	Team Sharing Appts:
:15	:15	:15	
:30	:30	:30	New Team Members:
:45	:45	:45	

TODAY'S SCHEDULE Date: Sunday, November 5 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM 9PM

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NOTES/ THOUGHTS		

TODAY'S SCHEDULE Date: Monday, November 6 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

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3	6
NOTES/ THOUGHTS	

TODAY'S SCHEDULE 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 5AM: Quiet Time/ Devotion/ Prayer impossible dream & fulfilling your total destiny to 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 SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
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1	4
2	5
3	6
NOTES/ THOUGHTS	

TODAY'S SCHEDULE 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 5AM: Quiet Time/ Devotion/ Prayer impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

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3	6
NOTES/ THOUGHTS	

TODAY'S SCHEDULE Date: Thursday, November 9 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 **11AM** 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

9PM

10PM

MILEAGE TO RECORD:

Designed by Lorraine Bryant

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE tion 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 (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establis	shed 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 "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

TODAY'S SCHEDULE Date: Friday, November 10 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 **11AM** 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

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NOTES/ THOUGHTS	

Date: Saturday, November 11 "Make every day count! Make every hour count! Make every minute count! And don's stop impossible dream & fulfilling your total destiny to become the person that you, & only you, a

Designed by Lorraine Bryant

"Make every day count! Make every hour count	! Make every minute co	ount! And don's stop until y	you have exercised your full potential, realizing your	SAIVI. Quiet Time/ Devotion/ Prayer
impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			Million \$ Call: 641.715.3900 44336#	
1				6AM
2				
3				7AM
4				CAM
5				8AM
6				9AM
SIX MOST IMPORTANT TH	INGS TO DO) TODAY - PEF	RSONAL/ FAMILY	JAIVI
1				10AM
2				
3				11AM
4				
5				12PM
6		1		
PHONE CALLS TO MAKE/	RETURN	ERRANDS TO	O DO TODAY	1PM
				2PM
				3PM
NEW CONTACTS/ REFER	RAIS	THANK YOU	LOVE NOTES TO:	ADM
THE VI CONTACTO METERS	IVALO	THANK TOO	LOVE NOTEO TO.	4PM
				5PM
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				6PM
NEW BOOKINGS	RETAIL SAI	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
				8PM
				9PM
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE tion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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1	4
2	5
3	6
NOTES/ THOUGHTS	

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**

Weekly Plan Sheet from	NOVEWBER 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	:45	:45	:45
7	7	7	7
:15 :30	:15	:15	:15
:45	:45	:45	:30 :45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9 :15	9 :15	9 :15	9 :15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
30	:30	:30	:30
45	:45	:45	:45
11 :15	11 :15	11 ::15	11 :15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30 :45	:30	:30 :45	:30
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30 :45	:30	:30 :45	:30
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
6	·45 6	·45 6	:45
:15	b :15	:15	6 :15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30 :45	:30	:30 :45	:30
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15 :30	:15	:15	:15
:45	:45	:45	:30 :45

to NOVEMBER 18

Thursday, November 16	Friday, November 17	Saturday, November 18	
6 ::15	6 :15	6 :15	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
:30	:30	:30	
:45	:45	:45	God: Devotion, Church,
7 :15	7 :15	7 :15	Bible Study, Faith
:30	:30	:30	Family Time
:45	:45	:45	Date Night
8	8	8	-
:15	:15	:15	Mary Kay Time: Meetings,
:30	30	:30	Networking, Training, etc
9	9	9	Exercise, Hair, Nails, Coffee with
:15	[1 15] :15	Friends, etc
:30	:30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments
10	10	10	Coaching Calls
:15	:15	:15	Team Phone Calls
:30 :45	:45	:30 :45	Facials/ Parties
11	111	11	Customer Follow-Up Calls
:15	11 :15	:15	Sharing the Opportunity
:30	:30	:30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	# Deal's all did This West
:15	:15 Lan	:15	# Booking Held This Week:
:30 :45	30 :45	:30	# Bookings Next Week:
1	1	1	" Bookinge Work Wook.
:15	:15	:15	# Faces This Week:
:30	:30	:30	
:45	:45	:45	
			DEDCOMAL CALEC DECLIES
2	2	2	PERSONAL SALES RESULTS
:15	2 :15	:15	
	2		PERSONAL SALES RESULTS Total Sales This Week:
:15	2 :15 :30	:15 :30	
:15 :30 :45	2 :15 :30 :45	:15 :30 :45	Total Sales This Week:
115 130 145 3 115	2 :15 :30 :45 3 :15	:15 :30 :45 3 :15 :30	
115 130 145 3 116 130	2 :15 :30 :45 3 :15 :30 :45	:15 :30 :45 3 :15 :30 :45	Total Sales This Week:
115 130 145 3 115 130 145 4	2 :15 :30 :45 3 :15 :30 :45	:15 :30 :45 3 :15 :30 :45	Total Sales This Week: 40% Profit:
115 130 145 3 116 130	2 :15 :30 :45 3 :15 :30 :45	:15 :30 :45 3 :15 :30 :45	Total Sales This Week:
115 130 145 3 115 130 145 44 115	2 :15 :30 :45 :30 :45 :45 :45 :45 :45 :45 :45 :46 :47 :47 :47 :47 :47 :47 :47 :47 :47 :47	:15 :30 :45 3 :15 :30 :45 4	Total Sales This Week: 40% Profit:
115	2 :15 :30 :45 3 :15 :30 :45 4 :15 :30	:15 :30 :45 3 :15 :30 :45 4 :15 :30	Total Sales This Week: 40% Profit: TRACKING MY STAR
115 130 145 3 115 130 145 4 115 130 145 5 115	2 :15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :115	:15 :30 :45 3 :115 :30 :45 4 :115 :30 :45 5 :115	Total Sales This Week: 40% Profit: TRACKING MY STAR
115 130 145 3 115 130 145 4 115 130 145 5 115 130	2 :15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :115 :30	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30	Total Sales This Week: 40% Profit: TRACKING MY STAR Wholesale Orders This Week:
115 130 145 3 115 130 145 4 115 130 145 5 116 130 145 5 116 130 145	2 :15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45	:115 :30 :45 3 :115 :30 :45 4 :15 :30 :45 5 :115 :30 :45	Total Sales This Week: 40% Profit: TRACKING MY STAR
115 130 145 3 115 130 145 4 115 130 145 5 115 130	2 :15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :115 :30	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30	Total Sales This Week: 40% Profit: TRACKING MY STAR Wholesale Orders This Week:
115 130 145 3 115 130 145 4 115 130 145 5 115 130 145 5 115 130 145 6	2 :15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6	:16 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :16 :30 :45 6	Total Sales This Week: 40% Profit: TRACKING MY STAR Wholesale Orders This Week: Amount Needed to Finish Star:
115 130 145 3 116 130 145 4 115 130 145 5 115 130 145 6 115	2 :15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15	:116 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15	Total Sales This Week: 40% Profit: TRACKING MY STAR Wholesale Orders This Week:
115 130 145 3 115 30 145 4 115 30 145 5 115 30 145 6 115 30 145 7	2 :15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15 :30 :45 7	:16 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15 :30 :45 7	Total Sales This Week: 40% Profit: TRACKING MY STAR Wholesale Orders This Week: Amount Needed to Finish Star:
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115 30 445 40 415 40 415 5 115 30 45 6 115 30 45 7 115 30 45 8 115 30 45 8 115 30 45 8 115 30 45	2 :15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15 :30 :45 7 :15 :30 :45 8 :15 :30 :45 8 :15 :30 :45	:116 :30 :45 3 :115 :30 :445 4 :115 :30 :445 5 :116 :30 :45 6 :116 :30 :45 7 :116 :30 :45 8 :115 :30 :45 8 :115 :30 :45	Total Sales This Week: 40% Profit: TRACKING MY STAR Wholesale Orders This Week: Amount Needed to Finish Star: Unit Stars to Date: SHARING THE OPPORTUNITY RESULTS
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115 30 445 40 415 40 415 5 115 30 45 6 115 30 45 7 115 30 45 8 115 30 45 8 115 30 45 8 115 30 45	2 :15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15 :30 :45 7 :15 :30 :45 8 :15 :30 :45 8 :15 :30 :45	:116 :30 :45 3 :115 :30 :445 4 :115 :30 :445 5 :116 :30 :45 6 :116 :30 :45 7 :116 :30 :45 8 :115 :30 :45 8 :115 :30 :45	Total Sales This Week: 40% Profit: TRACKING MY STAR Wholesale Orders This Week: Amount Needed to Finish Star: Unit Stars to Date: SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts:

TODAY'S SCHEDULE Date: Sunday, November 12 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 **11AM** 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York				
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2	4			
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash			
1	4			
2	5			
3	6			
NOTES/ THOUGHTS				

TODAY'S SCHEDULE Date: Monday, November 13 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 **11AM** 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section**

8PM

9PM

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

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

TODAY'S SCHEDULE 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 5AM: Quiet Time/ Devotion/ Prayer impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 **11AM** 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM

7PM

8PM

9PM

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

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

TODAY'S SCHEDULE 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 5AM: Quiet Time/ Devotion/ Prayer impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 **11AM** 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO:

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

	1PM
	2PM
	3PM
	4PM
	5PM
	6PM
l:	7PM
	8PM
	9PM
	10PM

PERSONAL BOOKING CALLS 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 (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)			
1	4			
2	5			
3	6			
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establis	shed 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 "Treat your business as a gift. Give it with love & concern for women - not out of ex				
1	3			
2	4			
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash			
1	4			
2	5			
3	6			
NOTES/ THOUGHTS				

TODAY'S SCHEDULE Date: Thursday, November 16 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 **11AM** 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

9PM

10PM

Designed by Lorraine Bryant

PERSONAL BOOKING CALLS 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 (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)			
1	4			
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1	4			
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2	4			
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash			
1	4			
2	5			
3	6			
NOTES/ THOUGHTS				

TODAY'S SCHEDULE Date: Friday, November 17 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 **11AM** 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM

7PM

8PM

9PM

10PM

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

PERSONAL BOOKING CALLS 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 (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)			
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3	6			
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash			
1	4			
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex				
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2	4			
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash			
1	4			
2	5			
3	6			
NOTES/ THOUGHTS				

TODAY'S SCHEDULE 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 5AM: Quiet Time/ Devotion/ Prayer impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 **11AM** 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section**

8PM

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

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**

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	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
.45	-30 :45	:45	:30 :45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15 :30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11 :15	11 ::15	11 :15	11 :15
:30	:30	:30	30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1 :15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3 :15	3 ::15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30 Luc	:30	30
5	5	5	:45
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15 :30	:15	:15	:15
:45	:30	:45	:30
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8 :15	8	8 :15	8 :15
:30	:15	:30	30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

to NOVEMBER 25

			10 NOVEINIBER 23
Thursday, November 23	Friday, November 24	Saturday, November 25	
6	6	6	PLAN YOUR WEEK IN COLOR!
:15	:15	:15	Color each box with a color that excites you!
:45	:45	:30	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15	:15	Family Time
:30	:30	:30	· · · · · · · · · · · · · · · · · · ·
8	8	8	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	9 :15	Friends, etc
:30	:30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments
10	10	10	Coaching Calls
:15	:15	:15	Team Phone Calls Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	
:30 :45	:30 45	:30 :45	BOOKINGS/ FACES RESULTS
	12	12	BOOKINGS/TACES RESULTS
:15	:15	:15	# Booking Held This Week:
:30	:30	:30	# Dealisers Next Wests
:45	:45	:45	# Bookings Next Week:
:15	1	1 :15	# Faces This Week:
:30	:30	:30	
:45	:45	:45	DEDOONAL ON EO DEOUTE
	2	2	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week:
:45	:45	:45	
3	3	3	
:15	:15	:15	40% Profit:
:30 :45	130 145	:30 :45	10701101110
4	4	4	
:15	:15	:15	TRACKING MY STAR
:30	:30	:30	Miles Levels Only of This Miles
5	5	·45 5	Wholesale Orders This Week:
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	Amount Needed to Finish Star:
115	6 :15	:15	
130	:30	:15	
:45	:45	:45	Unit Stars to Date:
7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY
:30 :45	:30	:30 :45	RESULTS
8	8	8	
:15	:15	:15	Personal Sharing Appts:
:30	:30	:30	New Personal Team Members
:45	:45	:45	
:15	9 :15	9 :15	Team Sharing Appts:
:30	:30	:30	New Team Members
:45	:45	:45	New Team Members:

TODAY'S SCHEDULE Date: Sunday, November 19 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 **11AM** 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM 9PM

10PM

Designed by Lorraine Bryant

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE tion 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 (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
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2	5
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3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

TODAY'S SCHEDULE Date: Monday, November 20 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

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

TODAY'S SCHEDULE 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 5AM: Quiet Time/ Devotion/ Prayer impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section**

8PM

9PM

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1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Wednesday, November 22 "Make every day count! Make every hour count! Make every minute count! And don's stop until you h

Make every day count! Make every hour count!	Make every minute co	ount! And don's stop until y	ou have exercised your full potential, realizing your	5AM: Quiet Time/ Devotion/ Prayer
mpossible dream & fulfilling your total destiny to SIX MOST IMPORTANT TH				Million \$ Call: 641.715.3900 44336#
	11100 10 00		TI IVAI DOOINESS	6AM
1				
2				7AM
3				
4				8AM
5				
6				9AM
SIX MOST IMPORTANT TH	IINGS TO DO) TODAY - PEF	RSONAL/ FAMILY	
1				10AM
2				
3				11AM
4				
5				12PM
6				
PHONE CALLS TO MAKE/	RETURN	ERRANDS TO	O DO TODAY	1PM
				2PM
				3PM
NEW CONTACTS/ REFER	RALS	THANK YOU	LOVE NOTES TO:	4PM
				5PM
				6PM
NEW BOOKINGS	RETAIL SAI	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
				8PM
				9PM
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

Designed by Lorraine Bryant

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of reject	S/ CURRENT CUSTOMER BASE tion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
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1	4
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3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	xpectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
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3	6
NOTES/ THOUGHTS	

TODAY'S SCHEDULE Date: Thursday, November 23 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

9PM

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1	4
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NOTES/ THOUGHTS	

TODAY'S SCHEDULE Date: Friday, November 24 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM

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

6PM

7PM

8PM

9PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE tion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

TODAY'S SCHEDULE 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 5AM: Quiet Time/ Devotion/ Prayer impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

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NOTES/ THOUGHTS	

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**

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to **DECEMBER 2**

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

TODAY'S SCHEDULE Date: Sunday, November 26 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

9PM

10PM

MILEAGE TO RECORD:

Designed by Lorraine Bryant

PERSONAL BOOKING CALLS 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 (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 "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 "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 "The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash	
1	4
2	5
3	6
NOTES/ THOUGHTS	

TODAY'S SCHEDULE Date: Monday, November 27 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

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1	4
2	5
3	6
NOTES/ THOUGHTS	

TODAY'S SCHEDULE 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 5AM: Quiet Time/ Devotion/ Prayer impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

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1	4
2	5
3	6
NOTES/ THOUGHTS	

TODAY'S SCHEDULE 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 5AM: Quiet Time/ Devotion/ Prayer impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 **11AM** 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM 7PM

8PM

9PM

10PM

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

Designed by Lorraine Bryant

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE tion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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1	4
2	5
3	6
NOTES/ THOUGHTS	

TODAY'S SCHEDULE Date: Thursday, November 30 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

9PM

10PM

MILEAGE TO RECORD:

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3	6
NOTES/ THOUGHTS	

TODAY'S SCHEDULE Date: Friday, December 1 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 **11AM** 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM

NEW BOOKINGS			SHARED MARY KAY WITH: Details in Sharing Section
MILEAGE TO RECORD:			

10PM

9PM

7PM

8PM

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3	6
NOTES/ THOUGHTS	

TODAY'S SCHEDULE Date: Saturday, December 2 5AM: Quiet Time/ Devotion/ Prayer "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash Million \$ Call: 641.715.3900 44336# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 8AM 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 **10AM** 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM **NEW BOOKINGS RETAIL SALES TODAY:** SHARED MARY KAY WITH: 7PM **Details in Sharing Section** 8PM

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MILEAGE TO RECORD: Designed by Lorraine Bryant

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1	4
2	5
3	6
NOTES/ THOUGHTS	



DECEMBER 2017

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
3	4	5	6
10	11	12	13
17	18	19	20
24	25 Christmas	26	27
24	25 Christmas	20	
31			

THURSDAY	FRIDAY	SATURDAY						/	
	1	2			3				8
				JA	NU	AR۱	/ 20	18	
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
				8	9	3 10	11	5 12	13
7	8	9		15	16	17	18	19	20
	0	9	21	22	23	24	25	26	27
			28	29	30	31			
			NO ⁻	TES					
14	15 ^{2nd Quarter Ends}	16 3rd Quarter Begins							
21	22	23							
28	29	30							

JANUARY 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
	1 New Years Day	2	3
7	8	9	10
14	15 Martin Luther King Day	16	17
21	22	23	24
28	29	30	31

THURSDAY	FRIDAY	SATURDAY						/		
4	5	6		3					8	
				FE	3RL	JAR	Y 2	018		
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat	
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11	12	13	18	19	20	21	22	23	24	
			25	26	27	28				
			NC	NOTES						
18	19	20								
10		20								
25	26	27								
			L							

FEBRUARY 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
4	5	6	7
Super Bowl			
11	12	13	14 Valentine's Day & Ash Wednesday
18	19 President's Day	20	21
25	26	27	28

THURSDAY	FRIDAY	SATURDAY						
1	2 Groundhog Day	3						8
				MAR	CH	201	8	X 2
			Sun Mo		Wed	Thurs	Fri	Sat
						1	2	3
	5.10.1.		4 5	6	7	8	9	10
8	9 Early Spring Product Launch for PCP & Stars	10	11 1			15 22	16 23	17 24
			25 2		28	29	30	31
			NOT	ES				
15 Spring Product Launch	10	1-						
15 Spring Product Launch	16	17						
22	23	24						
22	23	24						

MARCH 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
4	5	6	7 International Women's Day
11 Daylight Savings	12	13	14
18	19	20	21
25 Palm Sunday	26	27	28

THURSDAY	FRIDAY	SATURDAY	
1	2	3	
			APRIL 2018
			Sun Mon Tues Wed Thurs Fri Sat
			1 2 3 4 5 6 7
8	9	10	8 9 10 11 12 13 14
0	3	10	15 16 17 18 19 20 21
			22 23 24 25 26 27 28
			29 30
			NOTES
15 3rd Quarter Ends	16 4th Quarter Begins	17 St. Patrick's Day	
		,	
22	23	24	
29	Good Friday National Doctor Day	31	
	National Doctor Day		

APRIL 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1 EASTER	2	3	4
8	9	10	11
15	16	17 TAX DAY (Taxes Due)	18
22 Earth Day	23	24	25 Admin. Prof. Day
29	30		

THURSDAY	FRIDAY	SATURDAY							
5	6	7							
					MA	Y 20	018		
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
			6	7	8	9	3 10	11	5 12
12	13	14	13	14	15	16	17	18	19
12	10	17	20	21	22	23	24	25	26
			27	28	29	30	31		
			NO	TES	5				
19	20	21							
26	27	28							

MAY 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
		1	2
6	7	8 National Teacher's Day	9
13 Mother's Day	14	15	16 Summer Product Launch
20	21	22	23
27	28 Memorial Day	29	30

THURSDAY	FRIDAY	SATURDAY							
3	4	5		/ Se					8
					JUN	IE 2	2018	3	
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
					_		_	1	2
A O Farly Summer Product	44	40	10	11	5 12	6 13	7	8 15	16
Early Summer Product Launch for PCP & Stars	11	12	17	18	19	20	21	22	23
			24	25	26	27	28	29	30
			NC	TES	3				
17	18	19 Armed Forces Day							
	10	Aimed Forces Day							
24	25	26							
31									

JUNE 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
3	4	5	6
10	11	12	13
17 Father's Day	18	19	20
24	25	26	27

FRIDAY	SATURDAY						_		
1	2							9	
			Ţ,	JUL	Y 2	018			
		Sun		Tues	Wed	Thurs	Fri	Sat	
				3	4	5	6	7	
8	9			10	11	12	13	14	
									21
					25	26	27	28	
15 4th Quarter Ends	16 1st Quarter Begins								
22	23								
29	30 Last Day								
	of the Seminar real!								
	8	1 2 8 9 15 4th Quarter Ends 16 1st Quarter Begins 22 23	1 2 8 8 9 15 15 22 29 NOT	1 2 8 9 15 16 22 23 29 30 NOTES 22 23	1	1 2 JULY 2	1	1 2 JULY 2018	

JULY 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1 Happy MK New Year	2	3	4 Independence Day
8	9	10	11
15	16	17 Last Day To Enroll Customers for the Fall Look Book	18
22	23	24	25
29	30	31	

THURSDAY	FRIDAY	SATURDAY							
5	6	7		1/2 Se					8
				A	UGI	JST	20	18	
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
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)TES		29	30	31	
19	20	21							
26	27	28							
20	21	20							
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AUGUST 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
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19	20	21	22
26	27	28	29

THURSDAY	FRIDAY	SATURDAY						/	
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			s	EP1	ΓΕΝ	IBE	R 2	2018	8
						Wed	Thurs	Fri	Sat
									1
			2	3	4	5	6	7	8
9	10 Fall Early Ordering for PCP Participants	11				12	13	14	15
						19	20	21	22
			23 30	24	25	26	27	28	29
				TES					
16 Fall Product Launch	17	18							
23	24	25							
30	31								

SEPTEMBER 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY			
2	3 Labor Day	4	5			
9	10	11	12			
Preferred Customer Program Enrollment begins for Winter 2017 Look Book	17	18	19			
23 First Day of Fall 30	24	25	26			

THURSDAY	FRIDAY	SATURDAY							
		1		5					8
				OC	TO	BEI	R 20)18	
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
				_				_	0
<u> </u>	7	0	7	8	9	3	11	5 12	13
6	7	8	14	15	16	17	18	19	20
			21	22	23	24	25	26	27
			28	29	30	31			
			NO	TES	3				
13	14	15							
13	14	15							
20	21	22							
20	21								
27	28	29							
		29							







Contacts/ Referrals/ Leads to BOOK!				
Name	Contact			
How We Met	Notes			

Contacts/ Referrals/ Leads to BOOK!				
Name	Contact			
How We Met	Notes			

Contacts/ Referrals/ Le	eads to BOOK!
Name	Contact
How We Met	Notes

Contacts/ Referrals/ Le	eads to BOOK!
Name	Contact
How We Met	Notes

BOOKING

SCRIPT & BUBBLE SHEETS



= MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE

WEEK OF. _____

A TRACKED # ALWAYS GROWS!

		ONSE AT ALL OR RECEI) A RESPONSE & BOOKI	TOTAL BOOKINGS: _			
USE T	HESE LINES T	O WRITE THE NAME & ANN	Y NOTES YOU MAY WANT T	TO MAKE		



= MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE

WEEK OF. _____

A TRACKED # ALWAYS GROWS!

		ONSE AT ALL OR RECEI) A RESPONSE & BOOKI	TOTAL BOOKINGS: _			
USE T	HESE LINES T	O WRITE THE NAME & ANN	Y NOTES YOU MAY WANT T	TO MAKE		



= MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE

WEEK OF. _____

A TRACKED # ALWAYS GROWS!

		ONSE AT ALL OR RECEI) A RESPONSE & BOOKI	TOTAL BOOKINGS: _			
USE T	HESE LINES T	O WRITE THE NAME & ANN	Y NOTES YOU MAY WANT T	TO MAKE		



= MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE

WEEK OF. _____

A TRACKED # ALWAYS GROWS!

		ONSE AT ALL OR RECEI) A RESPONSE & BOOKI	TOTAL BOOKINGS: _			
USE T	HESE LINES T	O WRITE THE NAME & ANN	Y NOTES YOU MAY WANT T	TO MAKE		



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)
- 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
- 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 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
- 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

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	



October - December 2017 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					

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

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

DECEMBER									
Sun	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									

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

January - March 2018 At-A-Glance

JANUARY								
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					

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

	FEBRUARY								
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						

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

MARCH								
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		

April - June 2018 At-A-Glance

APRIL								
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							

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

MAY								
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				

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

JUNE								
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		

NOTE	:S:	
June 1	15: 4th Quarter Ends	
June 1	16:1st Quarter Begins	
June 1	17: Father's Day	
June 3	30: Last Day of the Seminar Year	

July - September 2018 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						

NOTES:
July 1: HAPPY MK NEW YEAR!
July 4: Independence Day
July 17: PCP Deadline to Enroll Customers for Fall Look Book

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	39	30	31			

NOTES:	
August 10: Early Fall Product Launch for PCP Participants	
August 15: Company Mails PCP Fall Look Book	
August 16: Fall Product Launch	

	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									

NOTE	ES:				
Septe	ember 3: l	_abor Da	у		
Septe	ember 15:	1st Quai	rter Ends		
Septe	ember 16:	2nd Qua	ırter Begi	ns	





