

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

MY SUCCESS PLAN

JANUARY – JUNE 2024

www.epiclegacy.team



This Book Belongs to: _____

2 0 2 4

January

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

FEBRUARY

S	M	T	W	T	F	S
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4	5	6	7	8	9	10
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March

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24	25	26	27	28	29	30
31						

April

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28	29	30				

May

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12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

JUNE

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23	24	25	26	27	28	29
30						

JULY

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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			

August

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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

September

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21	22	23	24	25	26	27
28	29	30				

October

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27	28	29	30	31		

NOVEMBER

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

December

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7	8	9	10	11	12	13
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21	22	23	24	25	26	27
28	29	30	31			

This Book Belongs to: _____

2 0 2 5 .

January

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

FEBRUARY

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

March

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

April

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

May

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

JUNE

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

JULY

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

August

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

September

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

October

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

NOVEMBER

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

December

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

Quarter

At A

Glance

January

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

2024

Notes

Jan 1 - New Year's Day

Jan 1 - 3rd Qtr Star Begins

Jan 9 - Kickstart 2024 8pm (EST)

Jan 15 - Spring 2024 PCP Enrollment Deadline

Jan 15 - Martin Luther King Jr Day

Jan 17 - 20 - Leadership Conf 2024, Fort Worth, TX (Emerald, Ruby, CA)

Jan 26 - Spring 2024 Dir Early Order

February

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

Notes

Feb 2 - Groundhog Day

Feb 7 - Spring 2024 Look Book Begins Mailing

Feb 9 - Spring 2024 Early Order Begins for PCP/Stars

Feb 11 - Super Bowl LVIII

Feb 14 - Valentines Day

Feb 15 - National Flag of Canada Day

Feb 16 - Spring 2024 Official Product Launch

Feb 19 - Family Day

March

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

Notes

March 8 - International Women's Day

March 10 - Daylight Savings Begins

March 11 - Commonwealth Day

March 15 - Summer 2024 PCP Enrollment Begins

March 17 - St Patrick's Day

March 19 - 1st Day of Spring

March 29 - Good Friday

March 31 - Easter

March 31 - 3rd Qtr Star Ends

April

2024

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

Notes

April 1 - April Fools Day

April 1 - 4th Qtr Star Begins

April 8 - Summer 2024 PCP Enrollment Deadline

April 22 - Earth Day

April 24 - Admin Professionals Day

April 26 - Summer 2024 Director Early Order Begins

April 30 - Tax Day

May

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

Notes

May 1 - May Day

May 5 - Cinco De Mayo

May 6 - Nurse Appreciation Day

May 7 - Teacher Appreciation Day

May 9 - Summer 2024 Early Order Begins for PCP/Stars

May 12 - Mary Kay Birthday

May 12 - Mother's Day

May 16 - Summer 2024 Official Product Launch

May 20 - Victoria Day

May 27 - Memorial Day (US)

June

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

Notes

June 15 - Fall 2024 PCP Enrollment Begins

June 16 - Father's Day

June 20 - First Day of Summer

June 30 - Last Day of Seminar Year!

June 30 - Q4 Star Ends

Quarterly &

Year Long

Personal &

Unit Goals

Dream Board



The background of the image features several horizontal, overlapping brushstrokes in a vibrant red color. The strokes are textured and vary in intensity, creating a sense of movement and depth. The overall composition is framed by a thin, light red border.

Make your
dreams
happen

My Star Goal

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: _____

Let's calculate what your personal star and total new qualified team members would look like in order to reach your total goal?

This is where you'll map out a plan!!

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

Divide the above amount by 3:
\$ ____ / 3 = \$ ____ per month

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

Take the total & multiply it by 0.40 to discover what your profit will be each month:
\$ ____ x 0.40 = \$ ____

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

NEW TEAM MEMBERS:

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

Total Star Goal: \$ _____
MINUS Your Star Goal: \$ _____
= _____

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

\$ _____ / \$600 = _____ NQTM
(New Qualified Team Member)

Place Picture of
Q3 Star Poster
Here

Prizes I'm Most Excited To Earn This Quarter & WHY!!

See the full size version of this poster on your Mary Kay inTouch - under: Contests/Promotions > Contests > New! Star Consultant Program > Supporting Materials



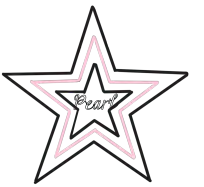
My Star Goal: \$ _____ = # New Personal Team Members: _____ = My Total Star Goal: \$ _____

Be a 3rd Qtr Star!!!

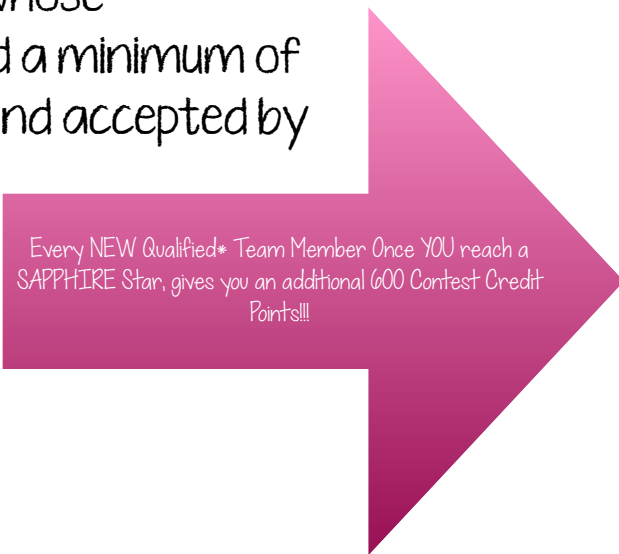
3rd Qtr: January 1 – March 31

Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Jan 1 - 6					
Jan 7 - 13					
Jan 14 - 20					
Jan 21 - 27					
Jan 28 - Feb 3					
Feb 4 - 10					
Feb 11 - 17					
Feb 18 - 24					
Feb 25 - Mar 2					
Mar 3 - 9					
Mar 10 - 16					
Mar 17 - 23					
Mar 24 - 31					
TOTALS	\$	\$	\$	+	=

\$9,600
\$9,300
\$9,000
\$8,700
\$8,400
\$8,100
\$7,800
\$7,400
\$7,100
\$6,600
\$6,300
\$6,000
\$5,700
\$5,400
\$5,100
\$4,800
\$4,500
\$4,200
\$3,900
\$3,600
\$3,300
\$3,000
\$2,700
\$2,400
\$2,100
\$1,800
\$1,500
\$1,200
\$900
\$600
\$300



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








Star Level	Avg Retail Sales Per Week
Sapphire	\$300
Ruby	\$400
Diamond	\$500
Emerald	\$600
Pearl	\$800 or more!!

With every \$300 Wholesale, fill in a square!!

Track Your Way to Star!

January 1st - March 31st

Q3!

\$100	\$200	\$300	\$400	\$500	\$600
\$700	\$800	\$900	\$1,000	\$1,100	\$1,200
\$1,300	\$1,400	\$1,500	\$1,600	\$1,700	\$1,800 
\$1,900	\$2,000	\$2,100	\$2,200	\$2,300	\$2,400 
\$2,500	\$2,600	\$2,700	\$2,800	\$2,900	\$3,000 
\$3,100	\$3,200	\$3,300	\$3,400	\$3,500	\$3,600 
\$3,700	\$3,800	\$3,900	\$4,000	\$4,100	\$4,200
\$4,300	\$4,400	\$4,500	\$4,600	\$4,700	\$4,800 
\$4,900	\$5,000	\$5,100	\$5,200	\$5,300	\$5,400

What is Your Goal This Quarter?

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

Hustle.
Slay.
Repeat.



My Star Goal

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: _____

Let's calculate what your personal star and total new qualified team members would look like in order to reach your total goal?

This is where you'll map out a plan!!

Determine Your Personal Star Goal:

\$ _____ (wholesale)

Divide the above amount by 3:

\$ ____ / 3 = \$ ____ per month

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

\$ ____ x 2 = \$ ____

Take the total & multiply it by 0.40 to discover what your profit will be each month:

\$ ____ x 0.40 = \$ ____

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

NEW TEAM MEMBERS:

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

Total Star Goal: \$ _____

MINUS Your Star Goal: \$ _____

= _____

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

\$ _____ / \$600 = _____ NQTM

(NewQualifiedTeamMember)

Place Picture of
Q4 Star Poster
Here

Prizes I'm Most Excited To Earn This Quarter & WHY!!

See the full size version of this poster on your Mary Kay inTouch - under: Contests/Promotions > Contests > New! Star Consultant Program > Supporting Materials



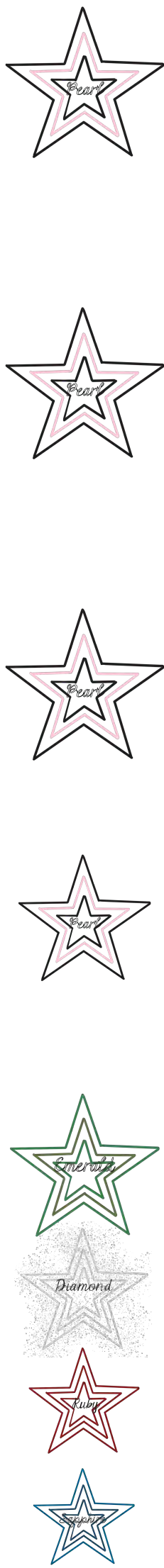
My Star Goal: \$ _____ = # New Personal Team Members: _____ = My Total Star Goal: \$ _____

Be a 4th Qtr Star!!!

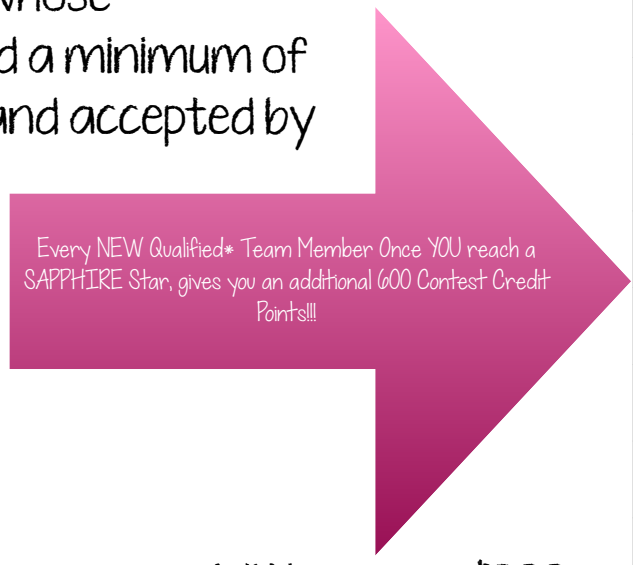
4th Qtr: April 1 – June 30

Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Apr 1 - 6					
Apr 7 - 13					
Apr 14 - 20					
Apr 21 - 27					
Apr 28 - May 4					
May 5 - 11					
May 12 - 18					
May 19 - 25					
May 26 - Jun 1					
Jun 2 - 8					
Jun 9 - 15					
Jun 16 - 22					
Jun 23 - 29					
Jun 30					
TOTALS	\$	\$	\$	+	=

- \$9,600
- \$9,300
- \$9,000
- \$8,700
- \$8,400
- \$8,100
- \$7,800
- \$7,400
- \$7,100
- \$6,600
- \$6,300
- \$6,000
- \$5,700
- \$5,400
- \$5,100
- \$4,800
- \$4,500
- \$4,200
- \$3,900
- \$3,600
- \$3,300
- \$3,000
- \$2,700
- \$2,400
- \$2,100
- \$1,800
- \$1,500
- \$1,200
- \$900
- \$600
- \$300



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



Every NEW Qualified* Team Member Once YOU reach a SAPPHIRE Star, gives you an additional 600 Contest Credit Points!!!






With every \$300 Wholesale, fill in a square!!

Star Level	Avg Retail Sales Per Week
Sapphire	\$300
Ruby	\$400
Diamond	\$500
Emerald	\$600
Pearl	\$800 or more!!

Track Your Way to Star!

April 1st - June 30th

Q4!

\$100	\$200	\$300	\$400	\$500	\$600
\$700	\$800	\$900	\$1,000	\$1,100	\$1,200
\$1,300	\$1,400	\$1,500	\$1,600	\$1,700	\$1,800 
\$1,900	\$2,000	\$2,100	\$2,200	\$2,300	\$2,400 
\$2,500	\$2,600	\$2,700	\$2,800	\$2,900	\$3,000 
\$3,100	\$3,200	\$3,300	\$3,400	\$3,500	\$3,600 
\$3,700	\$3,800	\$3,900	\$4,000	\$4,100	\$4,200
\$4,300	\$4,400	\$4,500	\$4,600	\$4,700	\$4,800 
\$4,900	\$5,000	\$5,100	\$5,200	\$5,300	\$5,400

What is Your Goal This Quarter?

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

Tracking to **100**

Unit Members!



<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	10
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	20
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	30
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	40
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	50
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	60
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	70
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	80
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	90
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	100

You Can Do it!

Great Start Tracking



Consultant Name	Start Date:	Month #1	Month #2	Month #3	Month #4	Total WS Ordered	Get in RED!	Pearls
1							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
2							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
3							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
4							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
5							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
6							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
7							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
8							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
9							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
10							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
11							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
12							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
13							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
14							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
15							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
16							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
17							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
18							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
19							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
20							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.



65 Great Start Qualifieds for the year = TRIP!



Great Start Tracking



Consultant Name	Start Date:	Month #1	Month #2	Month #3	Month #4	Total WS Ordered	Get in RED!	Pearls
21							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
22							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
23							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
24							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
25							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
26							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
27							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
28							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
29							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
30							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
31							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
32							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
33							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
34							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
35							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
36							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
37							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
38							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
39							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
40							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
41							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
42							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
43							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.

Great Start Tracking



Consultant Name	Start Date:	Month #1	Month #2	Month #3	Month #4	Total WS Ordered	Get in RED!	Pearls
44							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
45							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
46							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
47							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
48							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
49							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
50							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
51							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
52							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
53							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
54							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
55							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
56							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
57							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
58							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
59							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
60							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
61							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
62							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
63							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
64							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.
65							1. 2. 3.	1. 4. 7. 2. 5. 8. 3. 6. 9.

Seminar 2023-2024 Personal National Court of Sales Detailed Tracking

\$17,500 Wholesale (\$35,000 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 <small>Typically 50% of what you sell unless you're a New Consultant</small>	Total Amount of Wholesale Orders Year to Date	Goal: \$17,500 <small>With each month, cross out the previous months amount and write in your new total needed!</small>
Example Month	\$2,000	\$1,000	\$1,000	\$16,500
Ex: 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 2023-2024 Personal National Court of Sales

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

Every \$400 in wholesale orders, cross out a square! A Tracked # ALWAYS Grows!

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

A Tracked # Grows 2023-2024 Unit Goals



	Total Production	Unit Size Non T on 1st Day	Unit Size Non T on Last Day	Total new Agreements	# of Qualified NC's	Prod. From NC (A, A+I)	#Leaders in Red	Total Personal Sales	Personal Sharing Appts	Personal NC's	Personal Team Size	Personal Facials	Personal Classes/ Parties	Total # of Personal & Unit Customers Saw Me Work
July														
Aug														
Sept														
Oct														
Nov														
Dec														
Jan														
Feb														
Mar														
Apr														
May														
Jun														

My Personal Goals:
My Unit Goals:



Tracking my
Career
Car

Grand Achiever Tracker

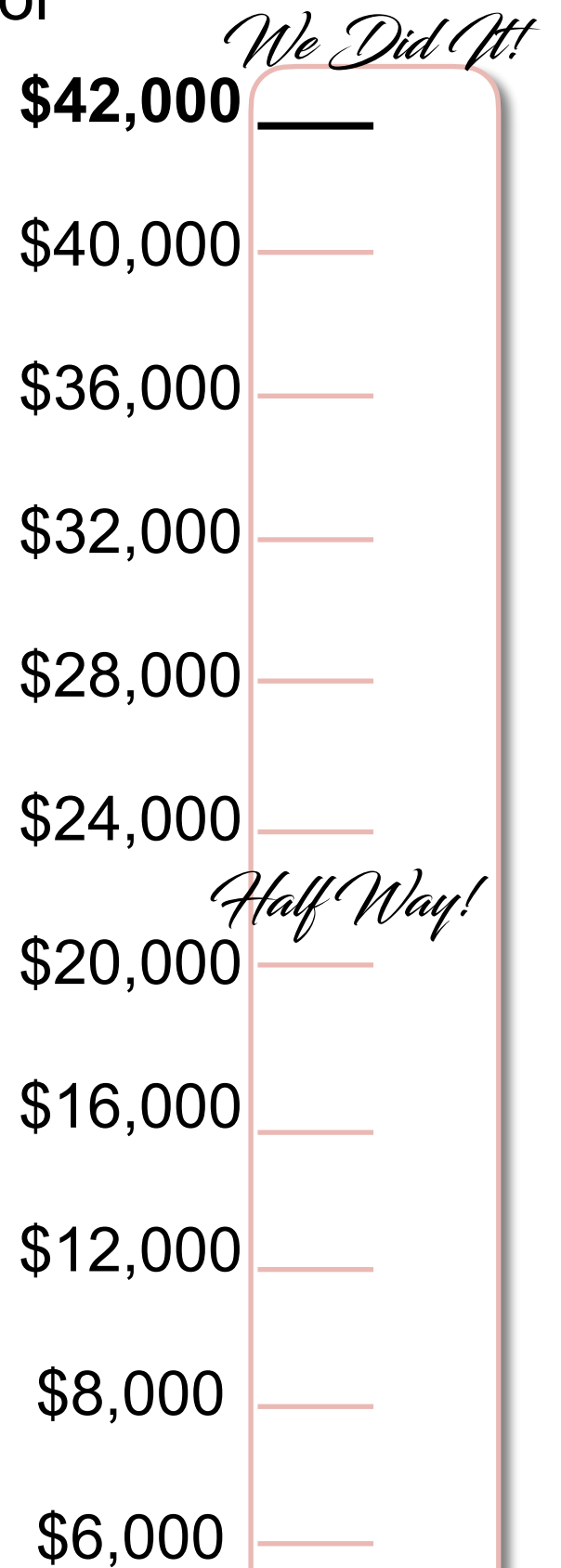
Independent Sales Director

Qualifications

- \$42,000 net adjusted unit sales volume within two consecutive calendar quarters.
- Max Co-op Lease/Cash Compensation \$500 per month.
- \$600 car program credit counts toward required sales volume.

On Target

- \$21,000 net adjusted unit sales volume in one calendar quarter.
- You must be active and in good standing with the Company.



Premier Club Tracker

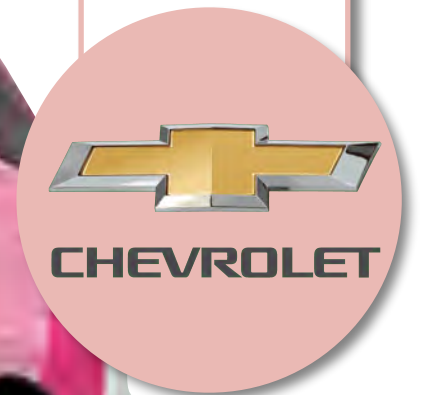
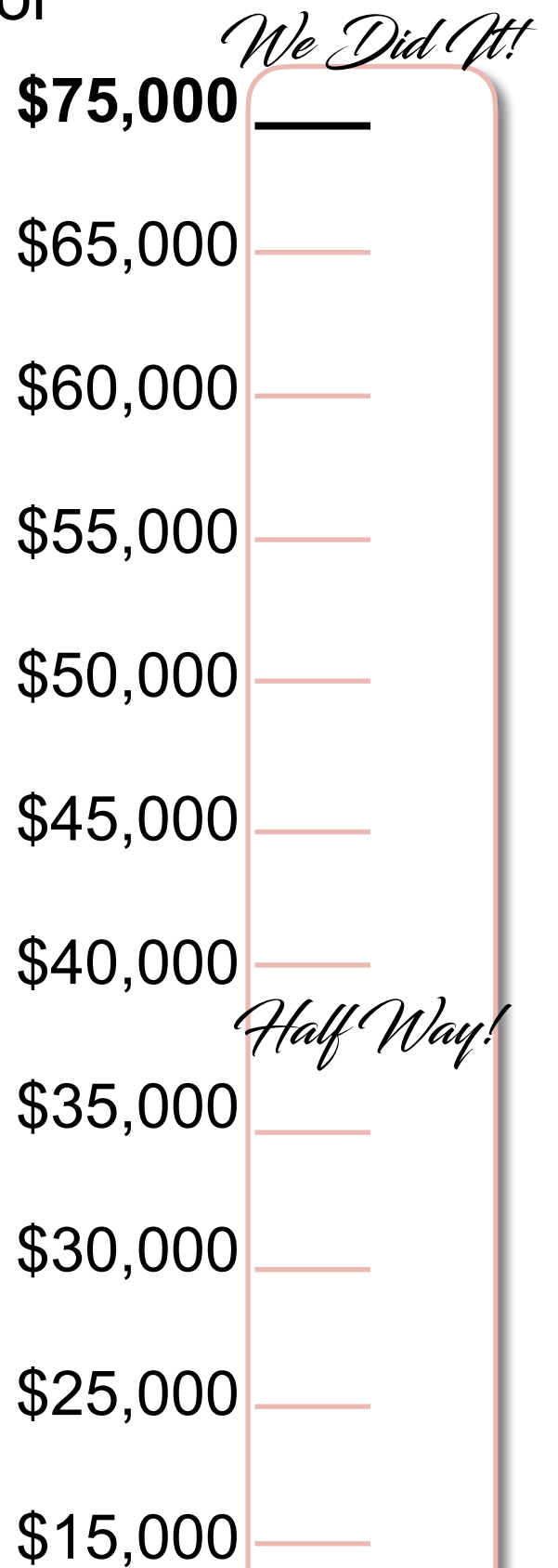
Independent Sales Director

Qualifications

- \$75,000 net adjusted unit sales volume within two consecutive calendar quarters.
- Max Co-op Lease/Cash Compensation \$700 per month.
- \$600 car program credit counts toward required sales volume.

On Target

- \$37,500 net adjusted unit sales volume in one calendar quarter.
- You must be active and in good standing with the Company.



Cadillac Tracker

Independent Sales Director

We Did It!

\$114,000

\$107,000

\$97,000

\$87,000

\$77,000

\$67,000

\$57,000

Half Way!

\$43,000

\$33,000

\$25,000

\$19,000

Qualifications

- \$114,000 net adjusted unit sales volume within two consecutive calendar quarters.
- Max Co-op Lease/Cash Compensation \$1,200 per month.
- \$600 car program credit counts toward required sales volume.

On Target

- \$57,000 net adjusted unit sales volume in one calendar quarter.
- You must be active and in good standing with the Company.



Unit reports

Insert Unit Members
print out from Business Tools

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

MY SUCCESS PLAN

JANUARY 2024

www.epiclegacy.team



January

Sunday	Monday	Tuesday	Wednesday
	1 Happy New Year! 3rd Qtr Star Begins	2 Bank Holiday (QC)	3
7	8	9 Kickstart 2024 8pm (EST)	10
14	15 Martin Luther King Jr. Day Spring 2024 PCP Enrollment Deadline	16	17 Leadership 2024, Ft.Worth, TX (Emerald, Ruby, Canada)
21	22	23	24
28	29	30	31

January
2024
Goals



My Why:



Wholesale Goal \$



20 New Unit Members

5 or more New Personal Team Members (Highlighted)

1	Initial Order:	11	Initial Order:
2	Initial Order:	12	Initial Order:
3	Initial Order:	13	Initial Order:
4	Initial Order:	14	Initial Order:
5	Initial Order:	15	Initial Order:
6	Initial Order:	16	Initial Order:
7	Initial Order:	17	Initial Order:
8	Initial Order:	18	Initial Order:
9	Initial Order:	19	Initial Order:
10	Initial Order:	20	Initial Order:

Red Jackets

Leaders in Red!	SR Consultants

4 or more New Qualified Consultants This Month

4 Qualified in a month = \$400 Bonus + \$100 for each additional Qualified Consultant!

1	6	11
2	7	12
3	8	13
4	9	14
5	10	15

1st Quarter Stars! (Total Unit Stars)

5+ Stars in a Quarter = \$300 Bonus + \$50 for each additional Star Consultant!

1	4	7
2	5	8
3	6	9

Personal & Unit Goals

Beginning of Month

End of Month.

Unit Club Goal	Total on the 1st:	Total:
Court of Personal Sales	YTD on the 1st:	YTD Total:
Court of Personal Sharing	# of Qualified on 1st:	# Qualified Total:
Car Production	On the 1st:	On the last Day:
Unit Size Goal	# of Team Members on 1st:	# of Team Members:

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:

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

÷ .40 =

My Retail Sales Goal:

Ready. Set.
GOAL!



Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down: ↓

My Average per Facial: \$ _____

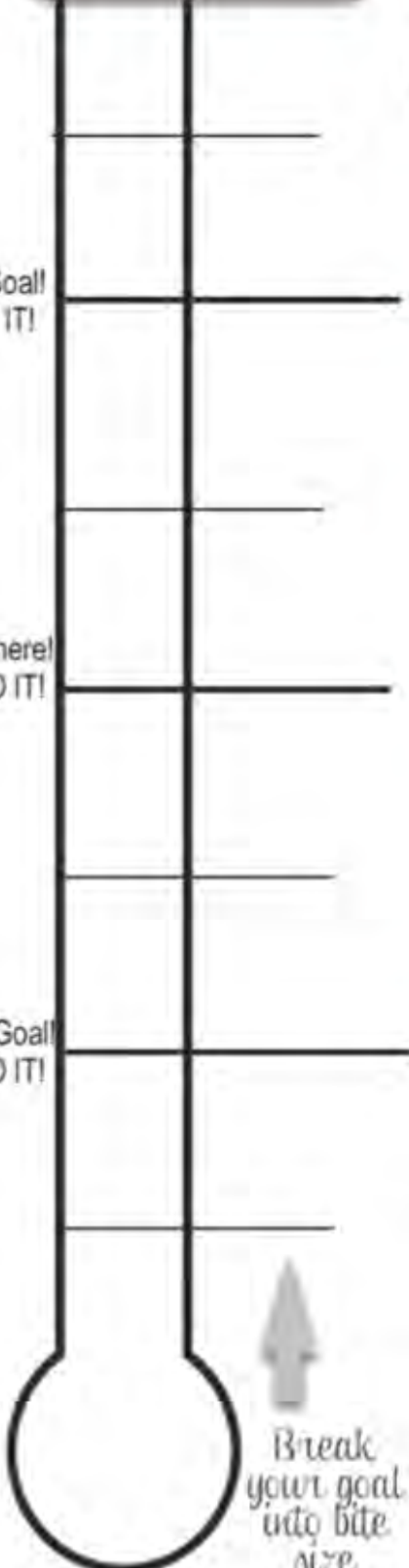
Retail Goal ÷ Average per Facial
= # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party
= # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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



↑
Break your goal into bite size chunks!

Picture of Your Goal!

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

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Track Your Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

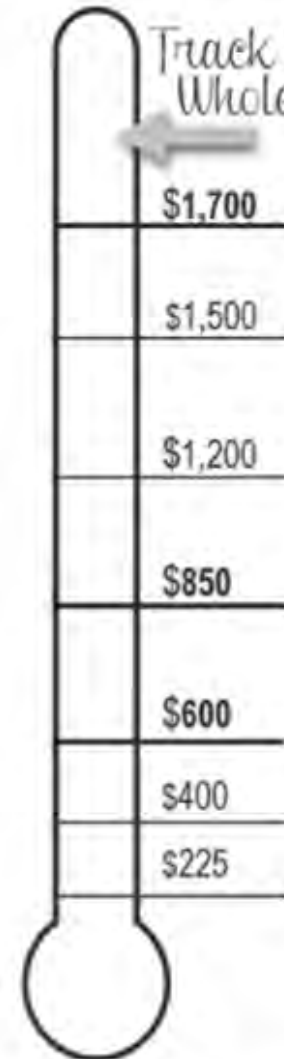
\$850 every month = On Target for Princess Court of Sales!

\$600

\$600 every month = On Target Star Consultant!

\$400

\$225



Orders Placed This Month:

Section 1	Section 2

Total:

DIRECTOR

2024



MONTHLY

Cheque Calculator

Projected Unit Wholesale Production: _____ Month/Quarter: _____

Actual Unit Wholesale Production: _____ Projected Pay: _____

Personal Sales

\$ _____ Sect 1 @ 50%
\$ _____ Sect 5 @ 30%

=

Personal Team Building

\$100 bonus for each new personal qualified unit member

of New Qual. _____ x \$100

PTB Bonus =

Unit Development

Qualified New Unit Members

\$400 bonus with 4 new qual.

\$100 for each additional qual.

(Maximum of 10)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Devel. Bonus =

Unit Wholesale Prod.

\$5,500 or more = 23%

\$4,500 to \$5,499.99 = 13%

\$4,499.99 or less = 9%

Monthly Production x _____ %

Production =

Car Cash Compensation

Only if Opting for Cash

Car	Comp.
Grand Achiever	\$500
Premier Club	\$700
Cadillac	\$1,200

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- Cadillac Bonus: \$1,000
- Higer Unit Circle Bonus: \$1,000

Seminar Bonus =

Personal Team

1-4 active = 4%

5+ active = 9%

5+ placing \$225 w/s and personal \$600 w/s = 13%

\$ _____ Team Prod x _____ %

Pers. Team =

STAR Bonus

Five Stars = \$300

Six or more Stars = \$50 for ea. addl.

Quarters Ending:

Sept 30 / Dec 31 / Mar 31 / Jun 30

of Stars _____

STAR Bonus =

New Director Bonuses

A new Sales Director is entitled to a \$1,000 First-Year Sales Director Program bonus when she achieves each of the following First-Year Sales Director program challenges:

- On the Move = \$1,000
- Fab 50's = \$1,000
- Honor Society = \$1,000

New Dir. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

\$ _____

Wholesale Amount x % Paid

Pers. Unit Monthly W/S	# Offspring Units	% Paid	
		1st Line	2nd Line
\$4,500	One to Two	5.0%	
	Three to Four	6.0%	
	Five to Seven	7.0%	1.0%
	Eight or more	7.0%	2.0%

Offspring Bonus =

Monthly *Expense* Tracking

Track your Expenses for the month here. Keep all your business receipts for the month in an envelope or file folder. You will also want to track your mileage on paper or with an app. At the end of the year turn in your Monthly Expense pages, Mileage Trackers and receipts in to your accountant, or use them to file your taxes yourself.

Tax Deduction Categories:

Advertising Expenses:

- Booths
- Product Gifts (Including the retail tax you paid)
- Demo Products (Including the retail tax you paid)
- Printed Material
- Preferred Customer Program

Bad Debts:

- Uncollected Sales or Sales Tax

Car Expenses:

- Gas/Car Wash (If you drive a company vehicle)
- Maintenance/Repairs/Oil
- Insurance/Lease Car Payments/Auto Loan Interest / License & Registration
- Parking/Tolls

Charitable Donations:

- Cash/Product Donations

Education/Training:

- Conferences/Workshops/Meeting Fees
- Books/Audio Training

Meals & Entertainment:

- Coffee Appointments/Luncheons/Brunches
- Meals on trips (@50%)
- Star Party or other outings

Office Expenses:

- Computer/Internet Expenses
- Phone Expenses
- Office Equipment (computers, desk, printers, etc)
- Misc Office Supplies

Travel Expenses:

- Airfare
- Hotel
- Cabs, Parking, Rental Car
- Tips

Outside Services/Contracted Labor:

- Office Help/Office Manager/Office Assistant
- Cleaning Services
- Repairs and Maintenance

Other Business Expenses:

- Bank/Propay/Credit Card service charges, fees
- Dovetailing paid to another Consultant
- Dues & Subscriptions (magazines, publications, networking meetings, chamber of commerce, etc)
- Equipment Rentals
- Finance Charges/Interest paid on business loans
- Non-Product Gifts
- Insurance (business liability on Inventory)
- Legal and Professional Fees (accountants, attorneys)
- Licenses and Fees
- Meeting Room Rentals/Studio Rent
- Non-collected sales tax on personal use products
- Postage and Delivery
- Team/Unit Prizes
- Section 2 Items (look books, party supplies, Starter Kit)
- Red Jacket/Director or National Suit
- Buzz Kit (Directors)
- Miscellaneous Business Supplies

Expense:	Category:	Amount:	Receipt:	
1. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
2. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
3. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
4. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
5. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
6. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
7. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
8. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
9. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
10. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
11. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
12. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
13. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
14. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
15. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
16. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
17. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
18. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
19. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
20. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
21. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
22. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
23. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
24. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
25. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>

Monthly Totals

Child Care: _____
 Health Insurance: _____
 Mortgage/Rent: _____
 Utilities: _____
 Mileage: _____

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

Personal Retail Sales Monthly Goal: _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
	Totals Transferred From the Previous Page:		
16		+	-
		=	=
17		+	-
		=	=
18		+	-
		=	=
19		+	-
		=	=
20		+	-
		=	=
21		+	-
		=	=
22		+	-
		=	=
23		+	-
		=	=
24		+	-
		=	=
25		+	-
		=	=
26		+	-
		=	=
27		+	-
		=	=
28		+	-
		=	=
29		+	-
		=	=
30		+	-
		=	=
31		+	-
		=	=

PERFECT START (15 Faces) or POWER START (30 Faces) Tracking Sheet

	Appt Date	Client Name & Phone #	# of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							

Keep Going!!!! Don't stop @ 30 Faces!! ~ Faces will ALWAYS take you Places!

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

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

Bring her back to her "why" to keep her motivated.

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100), Parties (avg. \$300), & On the Go Selling.
- 2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
- 3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
- 4. Cars
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$500, \$900 or \$1400 monthly.
- 5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
- 6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

SHARING APPOINTMENTS AT-A-GLANCE

See Sharing Page for Details

MONTH: _____

My PERSONAL Sharing Appointments: 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

My UNIT Sharing Appointments: Highlight the ones that START their Business this Month!!

1	21
2	22
3	23
4	24
5	25
6	26
7	27
8	28
9	29
10	30
11	31
12	32
13	33
14	34
15	35
16	36
17	37
18	38
19	39
20	40

My UNIT Sharing Appointments: Highlight the ones that START their Business this Month!!

41	71
42	72
43	73
44	74
45	75
46	76
47	77
48	78
49	79
50	80
51	81
52	82
53	83
54	84
55	85
56	86
57	87
58	88
59	89
60	90
61	91
62	92
63	93
64	94
65	95
66	96
67	97
68	98
69	99
70	100

SHARING RESULTS

Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non-Personal Unit Members	TOTAL
	+	=		+	=

Date	Name Cell/ Email	Address Notes
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		

Date	Name Cell/ Email	Address Notes
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		

Date	Name Cell/ Email	Address Notes
31		
32		
33		
34		
35		
36		
37		
38		
39		
40		
41		
42		
43		
44		
45		

Date	Name Cell/ Email	Address Notes
46		
47		
48		
49		
50		
51		
52		
53		
54		
55		
56		
57		
58		
59		
60		

Date	Name Cell/ Email	Address Notes
61		
62		
63		
64		
65		
66		
67		
68		
69		
70		
71		
72		
73		
74		
75		

Date	Name Cell/ Email	Address Notes
76		
77		
78		
79		
80		
81		
82		
83		
84		
85		
86		
87		
88		
89		
90		

Date	Name Cell/ Email	Address Notes
91		
92		
93		
94		
95		
96		
97		
98		
99		
100		
101		
102		
103		
104		
105		

New
Consultants

Notes

2024
January

Weekly Plan Sheet from December 31, 2023 - January 6, 2024

Sunday, Dec 31	Monday, Jan 1	Tuesday, Jan 2	Wednesday, Jan 3
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from Dec 31, 2023 - Jan. 6, 2024

Thursday, Jan 4	Friday, Jan 5	Saturday, Jan 6
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team :: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, December 31, 2023

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

Notes section consisting of ten horizontal lines for writing.

DATE: Monday, January 1, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, January 2, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

Multiple empty lines for writing notes and thoughts.

DATE: Wednesday, January 3, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, January 4, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, January 5, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, January 6, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Notes

Weekly Plan Sheet from January 7 - 13, 2024

Sunday, Jan 7	Monday, Jan 8	Tuesday, Jan 9	Wednesday, Jan 10
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from January 7 - 13, 2024

Thursday, Jan 11	Friday, Jan 12	Saturday, Jan 13
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, January 7, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, January 8, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, January 9, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, January 10, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, January 11, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, January 12, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, January 13, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

Weekly Plan Sheet from January 14 - 20, 2024

Sunday, Jan 14	Monday, Jan 15	Tuesday, Jan 16	Wednesday, Jan 17
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from January 14 - 20, 2024

Thursday, Jan 18	Friday, Jan 19	Saturday, Jan 20
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, January 14, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, January 15, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, January 16, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, January 17, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, January 18, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

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DATE: Friday, January 19, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, January 20, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Weekly Plan Sheet from January 21 - 27, 2024

Sunday, Jan 21	Monday, Jan 22	Tuesday, Jan 23	Wednesday, Jan 24
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from January 21 - 27, 2024

Thursday, Jan 25			Friday, Jan 26			Saturday, Jan 27		
6	6	6						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
7	7	7						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
8	8	8						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
9	9	9						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
10	10	10						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
11	11	11						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
12	12	12						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
1	1	1						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
2	2	2						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
3	3	3						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
4	4	4						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
5	5	5						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
6	6	6						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
7	7	7						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
8	8	8						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
9	9	9						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, January 21, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, January 22, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, January 23, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, January 24, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, January 25, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, January 26, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, January 27, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Weekly Plan Sheet from January 28 - February 3, 2024

Sunday, Jan 28	Monday, Jan 29	Tuesday, Jan 30	Wednesday, Jan 31
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from Jan 28 - Feb 3, 2024

Thursday, Feb 1	Friday, Feb 2	Saturday, Feb 3
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, January 28, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, January 29, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, January 30, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, January 31, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, February 1, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, February 2, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

Notes section containing multiple horizontal lines for writing.

DATE: Saturday, February 3, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

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

MY SUCCESS PLAN

FEBRUARY 2024

www.epiclegacy.team



February

Sunday	Monday	Tuesday	Wednesday
4	5	6	7 Spring 2024 Look Book Begins Mailing
11 Super Bowl LVIII	12	13	14 Valentine's Day
18	19 Family Day	20	21
25	26	27	28

February 2024 Goals



My Why:



Wholesale Goal \$

20 New Unit Members

5 or more New Personal Team Members (Highlighted)

1	Initial Order:	11	Initial Order:
2	Initial Order:	12	Initial Order:
3	Initial Order:	13	Initial Order:
4	Initial Order:	14	Initial Order:
5	Initial Order:	15	Initial Order:
6	Initial Order:	16	Initial Order:
7	Initial Order:	17	Initial Order:
8	Initial Order:	18	Initial Order:
9	Initial Order:	19	Initial Order:
10	Initial Order:	20	Initial Order:

Red Jackets

Leaders in Red!	SR Consultants

4 or more New Qualified Consultants This Month

4 Qualified in a month = \$400 Bonus + \$100 for each additional Qualified Consultant!

1	6	11
2	7	12
3	8	13
4	9	14
5	10	15

1st Quarter Stars! (Total Unit Stars)

5+ Stars in a Quarter = \$300 Bonus + \$50 for each additional Star Consultant!

1	4	7
2	5	8
3	6	9

Personal & Unit Goals

Beginning of Month

End of Month.

Unit Club Goal	Total on the list:	Total:
Court of Personal Sales	YTD on the list:	YTD Total:
Court of Personal Sharing	# of Qualified on list:	# Qualified Total:
Car Production	On the list:	On the last Day:
Unit Size Goal	# of Team Members on list:	# of Team Members:

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

 \$ ÷ .40 = \$

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

My Retail Sales Goal:

Ready. Set.
GOAL!



\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down: ↓

My Average per Facial: \$ _____

Retail Goal ÷ Average per Facial
= # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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

Picture of Your Goal!

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

Track Your Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

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

\$600

\$600 every month
= On Target
Star Consultant!

\$400

\$225

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2
Total:	

↑
Break your goal into bite size chunks!

Total:

DIRECTOR

2024



MONTHLY

Cheque Calculator

Projected Unit Wholesale Production: _____ Month/Quarter: _____

Actual Unit Wholesale Production: _____ Projected Pay: _____

Personal Sales

\$ _____ Sect 1 @ 50%
\$ _____ Sect 5 @ 30%

=

Personal Team Building

\$100 bonus for each new personal qualified unit member

of New Qual. _____ x \$100

PTB Bonus =

Unit Development

Qualified New Unit Members

\$400 bonus with 4 new qual.

\$100 for each additional qual.

(Maximum of 10)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Devel. Bonus =

Unit Wholesale Prod.

\$5,500 or more = 23%

\$4,500 to \$5,499.99 = 13%

\$4,499.99 or less = 9%

Monthly Production x _____ %

Production =

Car Cash Compensation

Only if Opting for Cash

Car	Comp.
Grand Achiever	\$500
Premier Club	\$700
Cadillac	\$1,200

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- Cadillac Bonus: \$1,000
- Higer Unit Circle Bonus: \$1,000

Seminar Bonus =

Personal Team

1-4 active = 4%

5+ active = 9%

5+ placing \$225 w/s and

personal \$600 w/s = 13%

\$ _____ Team Prod x _____ %

Pers. Team =

STAR Bonus

Five Stars = \$300

Six or more Stars = \$50 for ea. addl.

Quarters Ending:

Sept 30 / Dec 31 / Mar 31 / Jun 30

of Stars _____

STAR Bonus =

New Director Bonuses

A new Sales Director is entitled to a \$1,000 First-Year Sales Director Program bonus when she achieves each of the following First-Year Sales Director program challenges:

- On the Move = \$1,000
- Fab 50's = \$1,000
- Honor Society = \$1,000

New Dir. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

\$ _____

Wholesale Amount x % Paid

Pers. Unit Monthly W/S	# Offspring Units	% Paid	
		1st Line	2nd Line
\$4,500	One to Two	5.0%	
	Three to Four	6.0%	
	Five to Seven	7.0%	1.0%
	Eight or more	7.0%	2.0%

Offspring Bonus =

Monthly *Expense* Tracking

Track your Expenses for the month here. Keep all your business receipts for the month in an envelope or file folder. You will also want to track your mileage on paper or with an app. At the end of the year turn in your Monthly Expense pages, Mileage Trackers and receipts in to your accountant, or use them to file your taxes yourself.

Tax Deduction Categories:

Advertising Expenses:

- Booths
- Product Gifts (Including the retail tax you paid)
- Demo Products (Including the retail tax you paid)
- Printed Material
- Preferred Customer Program

Bad Debts:

- Uncollected Sales or Sales Tax

Car Expenses:

- Gas/Car Wash (If you drive a company vehicle)
- Maintenance/Repairs/Oil
- Insurance/Lease Car Payments/Auto Loan Interest / License & Registration
- Parking/Tolls

Charitable Donations:

- Cash/Product Donations

Education/Training:

- Conferences/Workshops/Meeting Fees
- Books/Audio Training

Meals & Entertainment:

- Coffee Appointments/Luncheons/Brunches
- Meals on trips (@50%)
- Star Party or other outings

Office Expenses:

- Computer/Internet Expenses
- Phone Expenses
- Office Equipment (computers, desk, printers, etc)
- Misc Office Supplies

Travel Expenses:

- Airfare
- Hotel
- Cabs, Parking, Rental Car
- Tips

Outside Services/Contracted Labor:

- Office Help/Office Manager/Office Assistant
- Cleaning Services
- Repairs and Maintenance

Other Business Expenses:

- Bank/Propay/Credit Card service charges, fees
- Dovetailing paid to another Consultant
- Dues & Subscriptions (magazines, publications, networking meetings, chamber of commerce, etc)
- Equipment Rentals
- Finance Charges/Interest paid on business loans
- Non-Product Gifts
- Insurance (business liability on Inventory)
- Legal and Professional Fees (accountants, attorneys)
- Licenses and Fees
- Meeting Room Rentals/Studio Rent
- Non-collected sales tax on personal use products
- Postage and Delivery
- Team/Unit Prizes
- Section 2 Items (look books, party supplies, Starter Kit)
- Red Jacket/Director or National Suit
- Buzz Kit (Directors)
- Miscellaneous Business Supplies

Expense:	Category:	Amount:	Receipt:	
1. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
2. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
3. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
4. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
5. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
6. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
7. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
8. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
9. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
10. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
11. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
12. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
13. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
14. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
15. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
16. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
17. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
18. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
19. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
20. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
21. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
22. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
23. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
24. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
25. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>

Monthly Totals

Child Care: _____
 Health Insurance: _____
 Mortgage/Rent: _____
 Utilities: _____
 Mileage: _____

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

Personal Retail Sales Monthly Goal: _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
	Totals Transferred From the Previous Page:		
16		+	-
		=	=
17		+	-
		=	=
18		+	-
		=	=
19		+	-
		=	=
20		+	-
		=	=
21		+	-
		=	=
22		+	-
		=	=
23		+	-
		=	=
24		+	-
		=	=
25		+	-
		=	=
26		+	-
		=	=
27		+	-
		=	=
28		+	-
		=	=
29		+	-
		=	=
30		+	-
		=	=
31		+	-
		=	=

PERFECT START (15 Faces) or POWER START (30 Faces) Tracking Sheet

	Appt Date	Client Name & Phone #	# of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							

Keep Going!!!! Don't stop @ 30 Faces!! ~ Faces will ALWAYS take you Places!

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

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

Bring her back to her "why" to keep her motivated.

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100), Parties (avg. \$300), & On the Go Selling.
- 2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
- 3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
- 4. Cars
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$500, \$900 or \$1400 monthly.
- 5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
- 6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

SHARING APPOINTMENTS AT-A-GLANCE

See Sharing Page for Details

MONTH: _____

My PERSONAL Sharing Appointments: 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

My UNIT Sharing Appointments: Highlight the ones that START their Business this Month!!

1	21
2	22
3	23
4	24
5	25
6	26
7	27
8	28
9	29
10	30
11	31
12	32
13	33
14	34
15	35
16	36
17	37
18	38
19	39
20	40

My UNIT Sharing Appointments: Highlight the ones that START their Business this Month!!

41	71
42	72
43	73
44	74
45	75
46	76
47	77
48	78
49	79
50	80
51	81
52	82
53	83
54	84
55	85
56	86
57	87
58	88
59	89
60	90
61	91
62	92
63	93
64	94
65	95
66	96
67	97
68	98
69	99
70	100

SHARING RESULTS

Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non-Personal Unit Members	TOTAL
	+	=		+	=

Date	Name Cell/ Email	Address Notes
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		

Date	Name Cell/ Email	Address Notes
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		

Date	Name Cell/ Email	Address Notes
31		
32		
33		
34		
35		
36		
37		
38		
39		
40		
41		
42		
43		
44		
45		

Date	Name Cell/ Email	Address Notes
46		
47		
48		
49		
50		
51		
52		
53		
54		
55		
56		
57		
58		
59		
60		

Date	Name Cell/ Email	Address Notes
61		
62		
63		
64		
65		
66		
67		
68		
69		
70		
71		
72		
73		
74		
75		

Date	Name Cell/ Email	Address Notes
76		
77		
78		
79		
80		
81		
82		
83		
84		
85		
86		
87		
88		
89		
90		

Date	Name Cell/ Email	Address Notes
91		
92		
93		
94		
95		
96		
97		
98		
99		
100		
101		
102		
103		
104		
105		

New
Consultants

2024
February

Weekly Plan Sheet from February 4 - February 10, 2024

Sunday, Feb 4	Monday, Feb 5	Tuesday, Feb 6	Wednesday, Feb 7
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from February 4 - February 10, 2024

Thursday, Feb 8	Friday, Feb 9	Saturday, Feb 10
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, February 4, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, February 5, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, February 6, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, February 7, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, February 8, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, February 9, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

Blank lined area for notes and thoughts.

DATE: Saturday, February 10, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

SUNDAY BRAIN DUMP for the week of Feb 11 - 17, 2024

- 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.

Lined area for writing the master to do list. The page contains 28 horizontal lines for note-taking.

Notes

Weekly Plan Sheet from February 11 - February 17, 2024

Sunday, Feb 11	Monday, Feb 12	Tuesday, Feb 13	Wednesday, Feb 14
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from Feb 11 - Feb 17, 2024

Thursday, Feb 15	Friday, Feb 16	Saturday, Feb 17
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, February 11, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, February 12, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, February 13, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, February 14, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, February 15, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, February 16, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

Lined area for notes and thoughts.

DATE: Saturday, February 17, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Weekly Plan Sheet from February 18 - February 24, 2024

Sunday, Feb 18	Monday, Feb 19	Tuesday, Feb 20	Wednesday, Feb 21
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from Feb 18 - 24, 2024

Thursday, Feb 22	Friday, Feb 23	Saturday, Feb 24
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, February 18, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, February 19, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, February 20, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, February 21, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, February 22, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, February 23, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, February 24, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Weekly Plan Sheet from February 25 - March 2, 2024

Sunday, Feb 25	Monday, Feb 26	Tuesday, Feb 27	Wednesday, Feb 28
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from Feb 25 - Mar 2, 2024

Thursday, Feb 29	Friday, Mar 1	Saturday, Mar 2
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, February 25, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, February 26, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, February 27, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, February 28, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, February 29, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, March 1, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, March 2, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

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

MY SUCCESS PLAN

MARCH 2024

www.epiclegacy.team



March

Sunday	Monday	Tuesday	Wednesday
3	4	5	6
10 Daylight Savings Begins	11 Commonwealth Day	12	13
17 St. Patrick's Day	18	19 1st Day of Spring	20
24	25	26	27
31 Easter Q3 Star Ends			

March 2024 Goals



My Why:



Wholesale Goal \$



20 New Unit Members

5 or more New Personal Team Members (Highlighted)

1	Initial Order:	11	Initial Order:
2	Initial Order:	12	Initial Order:
3	Initial Order:	13	Initial Order:
4	Initial Order:	14	Initial Order:
5	Initial Order:	15	Initial Order:
6	Initial Order:	16	Initial Order:
7	Initial Order:	17	Initial Order:
8	Initial Order:	18	Initial Order:
9	Initial Order:	19	Initial Order:
10	Initial Order:	20	Initial Order:

Red Jackets

Leaders in Red!	SR Consultants

4 or more New Qualified Consultants This Month

4 Qualified in a month = \$400 Bonus + \$100 for each additional Qualified Consultant!

1	6	11
2	7	12
3	8	13
4	9	14
5	10	15

1st Quarter Stars! (Total Unit Stars)

5+ Stars in a Quarter = \$300 Bonus + \$50 for each additional Star Consultant!

1	4	7
2	5	8
3	6	9

Personal & Unit Goals

Beginning of Month

End of Month.

Unit Club Goal	Total on the list:	Total:
Court of Personal Sales	YTD on the list:	YTD Total:
Court of Personal Sharing	# of Qualified on list:	# Qualified Total:
Car Production	On the list:	On the last Day:
Unit Size Goal	# of Team Members on list:	# of Team Members:

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

÷ .40 =

My Retail Sales Goal:

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

Break It Down: ↓

My Average per Facial: \$ _____

Retail Goal ÷ Average per Facial
= # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party
= # Parties to Hold: _____

Ready. Set.
GOAL!



\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

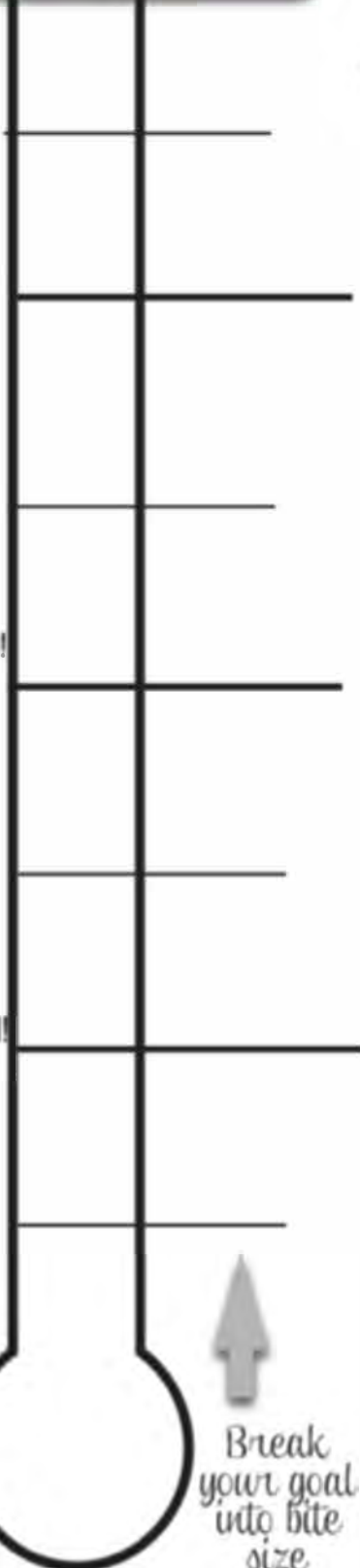
5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

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

Halfway There!
I CAN DO IT!

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



Picture of
Your Goal!

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

Track Your
Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

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

\$600

\$600 every month
= On Target
Star Consultant!

\$400

\$225

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2

Total:

↑
Break
your goal
into bite
size
chunks!

DIRECTOR

2024



MONTHLY

Cheque Calculator

Projected Unit Wholesale Production: _____ Month/Quarter: _____

Actual Unit Wholesale Production: _____ Projected Pay: _____

Personal Sales

\$ _____ Sect 1 @ 50%
\$ _____ Sect 5 @ 30%

=

Personal Team Building

\$100 bonus for each new personal qualified unit member

of New Qual. _____ x \$100

PTB Bonus =

Unit Development

Qualified New Unit Members
\$400 bonus with 4 new qual.
\$100 for each additional qual.
(Maximum of 10)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Devel. Bonus =

Unit Wholesale Prod.

\$5,500 or more = 23%
\$4,500 to \$5,499.99 = 13%
\$4,499.99 or less = 9%

Monthly Production x _____ %

Production =

Car Cash Compensation

Only if Opting for Cash

Car	Comp.
Grand Achiever	\$500
Premier Club	\$700
Cadillac	\$1,200

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- Cadillac Bonus: \$1,000
- Higer Unit Circle Bonus: \$1,000

Seminar Bonus =

Personal Team

1-4 active = 4%
5+ active = 9%
5+ placing \$225 w/s and personal \$600 w/s = 13%

\$ _____ Team Prod x _____ %

Pers. Team =

New Director Bonuses

A new Sales Director is entitled to a \$1,000 First-Year Sales Director Program bonus when she achieves each of the following First-Year Sales Director program challenges:

- On the Move = \$1,000
- Fab 50's = \$1,000
- Honor Society = \$1,000

New Dir. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

\$ _____
Wholesale Amount x % Paid

Pers. Unit Monthly W/S	# Offspring Units	% Paid	
		1st Line	2nd Line
\$4,500	One to Two	5.0%	
	Three to Four	6.0%	
	Five to Seven	7.0%	1.0%
	Eight or more	7.0%	2.0%

Offspring Bonus =

STAR Bonus

Five Stars = \$300
Six or more Stars = \$50 for ea. addl.

Quarters Ending:

Sept 30 / Dec 31 / Mar 31 / Jun 30

of Stars _____

STAR Bonus =

Monthly *Expense* Tracking

Track your Expenses for the month here. Keep all your business receipts for the month in an envelope or file folder. You will also want to track your mileage on paper or with an app. At the end of the year turn in your Monthly Expense pages, Mileage Trackers and receipts in to your accountant, or use them to file your taxes yourself.

Tax Deduction Categories:

Advertising Expenses:

- Booths
- Product Gifts (Including the retail tax you paid)
- Demo Products (Including the retail tax you paid)
- Printed Material
- Preferred Customer Program

Bad Debts:

- Uncollected Sales or Sales Tax

Car Expenses:

- Gas/Car Wash (If you drive a company vehicle)
- Maintenance/Repairs/Oil
- Insurance/Lease Car Payments/Auto Loan Interest / License & Registration
- Parking/Tolls

Charitable Donations:

- Cash/Product Donations

Education/Training:

- Conferences/Workshops/Meeting Fees
- Books/Audio Training

Meals & Entertainment:

- Coffee Appointments/Luncheons/Brunches
- Meals on trips (@50%)
- Star Party or other outings

Office Expenses:

- Computer/Internet Expenses
- Phone Expenses
- Office Equipment (computers, desk, printers, etc)
- Misc Office Supplies

Travel Expenses:

- Airfare
- Hotel
- Cabs, Parking, Rental Car
- Tips

Outside Services/Contracted Labor:

- Office Help/Office Manager/Office Assistant
- Cleaning Services
- Repairs and Maintenance

Other Business Expenses:

- Bank/Propay/Credit Card service charges, fees
- Dovetailing paid to another Consultant
- Dues & Subscriptions (magazines, publications, networking meetings, chamber of commerce, etc)
- Equipment Rentals
- Finance Charges/Interest paid on business loans
- Non-Product Gifts
- Insurance (business liability on Inventory)
- Legal and Professional Fees (accountants, attorneys)
- Licenses and Fees
- Meeting Room Rentals/Studio Rent
- Non-collected sales tax on personal use products
- Postage and Delivery
- Team/Unit Prizes
- Section 2 Items (look books, party supplies, Starter Kit)
- Red Jacket/Director or National Suit
- Buzz Kit (Directors)
- Miscellaneous Business Supplies

Expense:	Category:	Amount:	Receipt:	
1. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
2. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
3. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
4. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
5. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
6. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
7. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
8. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
9. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
10. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
11. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
12. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
13. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
14. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
15. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
16. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
17. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
18. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
19. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
20. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
21. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
22. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
23. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
24. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
25. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>

Monthly Totals

Child Care: _____
 Health Insurance: _____
 Mortgage/Rent: _____
 Utilities: _____
 Mileage: _____

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

Personal Retail Sales Monthly Goal: _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
	Totals Transferred From the Previous Page:		
16		+	-
		=	=
17		+	-
		=	=
18		+	-
		=	=
19		+	-
		=	=
20		+	-
		=	=
21		+	-
		=	=
22		+	-
		=	=
23		+	-
		=	=
24		+	-
		=	=
25		+	-
		=	=
26		+	-
		=	=
27		+	-
		=	=
28		+	-
		=	=
29		+	-
		=	=
30		+	-
		=	=
31		+	-
		=	=

PERFECT START (15 Faces) or POWER START (30 Faces) Tracking Sheet

	Appt Date	Client Name & Phone #	# of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							

Keep Going!!!! Don't stop @ 30 Faces!! ~ Faces will ALWAYS take you Places!

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

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

Bring her back to her "why" to keep her motivated.

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100), Parties (avg. \$300), & On the Go Selling.
- 2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
- 3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
- 4. Cars
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$500, \$900 or \$1400 monthly.
- 5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
- 6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

SHARING APPOINTMENTS AT-A-GLANCE

See Sharing Page for Details

MONTH: _____

My PERSONAL Sharing Appointments: 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

My UNIT Sharing Appointments: Highlight the ones that START their Business this Month!!

1	21
2	22
3	23
4	24
5	25
6	26
7	27
8	28
9	29
10	30
11	31
12	32
13	33
14	34
15	35
16	36
17	37
18	38
19	39
20	40

My UNIT Sharing Appointments: Highlight the ones that START their Business this Month!!

41	71
42	72
43	73
44	74
45	75
46	76
47	77
48	78
49	79
50	80
51	81
52	82
53	83
54	84
55	85
56	86
57	87
58	88
59	89
60	90
61	91
62	92
63	93
64	94
65	95
66	96
67	97
68	98
69	99
70	100

SHARING RESULTS

Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non-Personal Unit Members	TOTAL
	+	=		+	=

Date	Name Cell/ Email	Address Notes
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		

Date	Name Cell/ Email	Address Notes
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		

Date	Name Cell/ Email	Address Notes
31		
32		
33		
34		
35		
36		
37		
38		
39		
40		
41		
42		
43		
44		
45		

Date	Name Cell/ Email	Address Notes
46		
47		
48		
49		
50		
51		
52		
53		
54		
55		
56		
57		
58		
59		
60		

Date	Name Cell/ Email	Address Notes
61		
62		
63		
64		
65		
66		
67		
68		
69		
70		
71		
72		
73		
74		
75		

Date	Name Cell/ Email	Address Notes
76		
77		
78		
79		
80		
81		
82		
83		
84		
85		
86		
87		
88		
89		
90		

Date	Name Cell/ Email	Address Notes
91		
92		
93		
94		
95		
96		
97		
98		
99		
100		
101		
102		
103		
104		
105		

New
Consultants

2024
March

Notes

Weekly Plan Sheet from Mar 3 - Mar 9, 2024

Sunday, Mar 3	Monday, Mar 4	Tuesday, Mar 5	Wednesday, Mar 6
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from Mar 3 - Mar 9, 2024

Thursday, Mar 7	Friday, Mar 8	Saturday, Mar 9
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, March 3, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, March 4, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, March 5, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, March 6, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, March 7, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1 5

2 6

3 7

4 8

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

When you have a GOAL, you have to do the WORK!

1 4

2 5

3 6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1 4

2 5

3 6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1 3

2 4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1 3

2 4

NOTES / THOUGHTS

Multiple horizontal lines for taking notes or thoughts.

DATE: Friday, March 8, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, March 9, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Weekly Plan Sheet from March 10 - March 16, 2024

Sunday, Mar 10	Monday, Mar 11	Tuesday, Mar 12	Wednesday, Mar 13
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from March 10 - March 16, 2024

Thursday, Mar 14	Friday, Mar 15	Saturday, Mar 16
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

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Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
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Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, March 10, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

Blank lined area for notes and thoughts.

DATE: Monday, March 11, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, March 12, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, March 13, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, March 14, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, March 15, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, March 16, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Notes

Weekly Plan Sheet from March 17 - March 23, 2024

Sunday, Mar 17	Monday, Mar 18	Tuesday, Mar 19	Wednesday, Mar 20
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from March 17 - 23, 2024

Thursday, Mar 21	Friday, Mar 22	Saturday, Mar 23
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, March 17, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, March 18, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, March 19, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, March 20, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, March 21, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, March 22, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, March 23, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Weekly Plan Sheet from March 24 - 30, 2024

Sunday, Mar 24	Monday, Mar 25	Tuesday, Mar 26	Wednesday, Mar 27
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from March 24 - 30, 2024

Thursday, Mar 28	Friday, Mar 29	Saturday, Mar 30
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, March 24, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, March 25, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, March 26, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, March 27, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, March 28, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, March 29, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, March 30, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

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

MY SUCCESS PLAN

APRIL 2024

www.epiclegacy.team



April

Sunday	Monday	Tuesday	Wednesday
	1 April Fools Day Q4 Star Begins	2	3
7	8 Summer 2024 PCP Enrollment Deadline	9	10
14	15	16	17
21	22 Earth Day	23	24 Administrative Professionals Day
28	29	30 Tax Day	

April 2024 Goals



My Why:



Wholesale Goal \$

20 New Unit Members

5 or more New Personal Team Members (Highlighted)

1	Initial Order:	11	Initial Order:
2	Initial Order:	12	Initial Order:
3	Initial Order:	13	Initial Order:
4	Initial Order:	14	Initial Order:
5	Initial Order:	15	Initial Order:
6	Initial Order:	16	Initial Order:
7	Initial Order:	17	Initial Order:
8	Initial Order:	18	Initial Order:
9	Initial Order:	19	Initial Order:
10	Initial Order:	20	Initial Order:

Red Jackets

Leaders in Red!	SR Consultants

4 or more New Qualified Consultants This Month

4 Qualified in a month = \$400 Bonus + \$100 for each additional Qualified Consultant!

1	6	11
2	7	12
3	8	13
4	9	14
5	10	15

1st Quarter Stars! (Total Unit Stars)

5+ Stars in a Quarter = \$300 Bonus + \$50 for each additional Star Consultant!

1	4	7
2	5	8
3	6	9

Personal & Unit Goals

Beginning of Month

End of Month.

Unit Club Goal	Total on the 1st:	Total:
Court of Personal Sales	YTD on the 1st:	YTD Total:
Court of Personal Sharing	# of Qualified on 1st:	# Qualified Total:
Car Production	On the 1st:	On the last Day:
Unit Size Goal	# of Team Members on 1st:	# of Team Members:

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$ _____ ÷ .40 =

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

My Retail Sales Goal:

\$ _____

Ready. Set.
GOAL!



\$ _____

Projected Month Totals:

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

Break It Down:

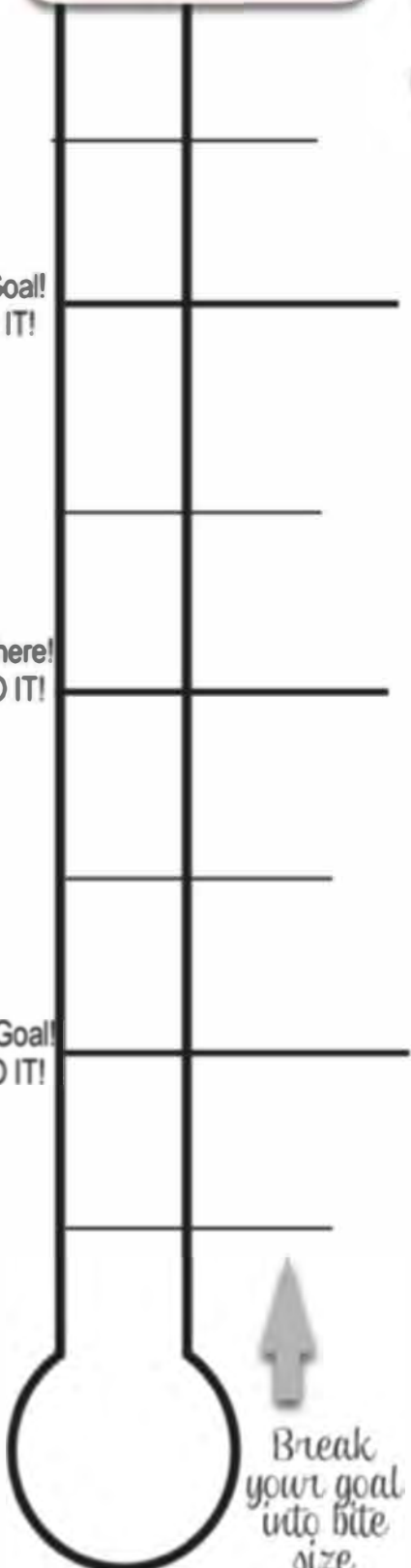


My Average per Facial: \$ _____
 Retail Goal ÷ Average per Facial
 = # Faces To Pamper: _____
 # Faces to Pamper ÷ 3 guests/party
 = # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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



Break your goal into bite size chunks!

Picture of Your Goal!

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

Track Your Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

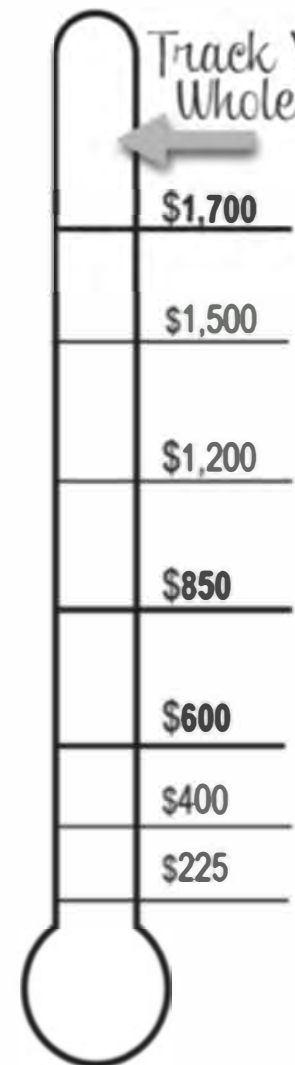
\$850 every month = On Target for Princess Court of Sales!

\$600

\$600 every month = On Target Star Consultant!

\$400

\$225



Month End Actual Totals:

Total Sold: _____
 40% Profit: _____
 50% Wholesale: _____
 5% Section 2/ Supplies: _____
 5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2

Total:

DIRECTOR

2024



MONTHLY

Cheque Calculator

Projected Unit Wholesale Production: _____ Month/Quarter: _____

Actual Unit Wholesale Production: _____ Projected Pay: _____

Personal Sales

\$ _____ Sect 1 @ 50%
\$ _____ Sect 5 @ 30%

=

Personal Team Building

\$100 bonus for each new personal qualified unit member

of New Qual. _____ x \$100

PTB Bonus =

Unit Development

Qualified New Unit Members

\$400 bonus with 4 new qual.

\$100 for each additional qual.

(Maximum of 10)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Devel. Bonus =

Unit Wholesale Prod.

\$5,500 or more = 23%

\$4,500 to \$5,499.99 = 13%

\$4,499.99 or less = 9%

Monthly Production x _____ %

Production =

Car Cash Compensation

Only if Opting for Cash

Car	Comp.
Grand Achiever	\$500
Premier Club	\$700
Cadillac	\$1,200

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- Cadillac Bonus: \$1,000
- Higer Unit Circle Bonus: \$1,000

Seminar Bonus =

Personal Team

1-4 active = 4%

5+ active = 9%

5+ placing \$225 w/s and personal \$600 w/s = 13%

\$ _____ Team Prod x _____ %

Pers. Team =

New Director Bonuses

A new Sales Director is entitled to a \$1,000 First-Year Sales Director Program bonus when she achieves each of the following First-Year Sales Director program challenges:

- On the Move = \$1,000
- Fab 50's = \$1,000
- Honor Society = \$1,000

New Dir. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

\$ _____

Wholesale Amount x % Paid

Pers. Unit Monthly W/S	# Offspring Units	% Paid	
		1st Line	2nd Line
\$4,500	One to Two	5.0%	
	Three to Four	6.0%	
	Five to Seven	7.0%	1.0%
	Eight or more	7.0%	2.0%

Offspring Bonus =

STAR Bonus

Five Stars = \$300

Six or more Stars = \$50 for ea. addl.

Quarters Ending:

Sept 30 / Dec 31 / Mar 31 / Jun 30

of Stars _____

STAR Bonus =

Monthly *Expense* Tracking

Track your Expenses for the month here. Keep all your business receipts for the month in an envelope or file folder. You will also want to track your mileage on paper or with an app. At the end of the year turn in your Monthly Expense pages, Mileage Trackers and receipts in to your accountant, or use them to file your taxes yourself.

Tax Deduction Categories:

Advertising Expenses:

- Booths
- Product Gifts (Including the retail tax you paid)
- Demo Products (Including the retail tax you paid)
- Printed Material
- Preferred Customer Program

Bad Debts:

- Uncollected Sales or Sales Tax

Car Expenses:

- Gas/Car Wash (If you drive a company vehicle)
- Maintenance/Repairs/Oil
- Insurance/Lease Car Payments/Auto Loan Interest / License & Registration
- Parking/Tolls

Charitable Donations:

- Cash/Product Donations

Education/Training:

- Conferences/Workshops/Meeting Fees
- Books/Audio Training

Meals & Entertainment:

- Coffee Appointments/Luncheons/Brunches
- Meals on trips (@50%)
- Star Party or other outings

Office Expenses:

- Computer/Internet Expenses
- Phone Expenses
- Office Equipment (computers, desk, printers, etc)
- Misc Office Supplies

Travel Expenses:

- Airfare
- Hotel
- Cabs, Parking, Rental Car
- Tips

Outside Services/Contracted Labor:

- Office Help/Office Manager/Office Assistant
- Cleaning Services
- Repairs and Maintenance

Other Business Expenses:

- Bank/Propay/Credit Card service charges, fees
- Dovetailing paid to another Consultant
- Dues & Subscriptions (magazines, publications, networking meetings, chamber of commerce, etc)
- Equipment Rentals
- Finance Charges/Interest paid on business loans
- Non-Product Gifts
- Insurance (business liability on Inventory)
- Legal and Professional Fees (accountants, attorneys)
- Licenses and Fees
- Meeting Room Rentals/Studio Rent
- Non-collected sales tax on personal use products
- Postage and Delivery
- Team/Unit Prizes
- Section 2 Items (look books, party supplies, Starter Kit)
- Red Jacket/Director or National Suit
- Buzz Kit (Directors)
- Miscellaneous Business Supplies

Expense:	Category:	Amount:	Receipt:	
1. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
2. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
3. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
4. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
5. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
6. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
7. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
8. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
9. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
10. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
11. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
12. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
13. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
14. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
15. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
16. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
17. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
18. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
19. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
20. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
21. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
22. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
23. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
24. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
25. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>

Monthly Totals

Child Care: _____
 Health Insurance: _____
 Mortgage/Rent: _____
 Utilities: _____
 Mileage: _____

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

Personal Retail Sales Monthly Goal: _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
	Totals Transferred From the Previous Page:		
16		+	-
		=	=
17		+	-
		=	=
18		+	-
		=	=
19		+	-
		=	=
20		+	-
		=	=
21		+	-
		=	=
22		+	-
		=	=
23		+	-
		=	=
24		+	-
		=	=
25		+	-
		=	=
26		+	-
		=	=
27		+	-
		=	=
28		+	-
		=	=
29		+	-
		=	=
30		+	-
		=	=
31		+	-
		=	=

PERFECT START (15 Faces) or POWER START (30 Faces) Tracking Sheet

	Appt Date	Client Name & Phone #	# of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							

Keep Going!!!! Don't stop @ 30 Faces!! ~ Faces will ALWAYS take you Places!

	Appt Date	Client Name & Phone #	# of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
31							
32							
33							
34							
35							
36							
37							
38							
39							
40							
41							
42							
43							
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56							
57							
58							
59							
60							

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

Bring her back to her "why" to keep her motivated.

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100), Parties (avg. \$300), & On the Go Selling.
- 2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
- 3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
- 4. Cars
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$500, \$900 or \$1400 monthly.
- 5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
- 6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

SHARING APPOINTMENTS AT-A-GLANCE

See Sharing Page for Details

MONTH: _____

My PERSONAL Sharing Appointments: 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

My UNIT Sharing Appointments: Highlight the ones that START their Business this Month!!

1	21
2	22
3	23
4	24
5	25
6	26
7	27
8	28
9	29
10	30
11	31
12	32
13	33
14	34
15	35
16	36
17	37
18	38
19	39
20	40

My UNIT Sharing Appointments: Highlight the ones that START their Business this Month!!

41	71
42	72
43	73
44	74
45	75
46	76
47	77
48	78
49	79
50	80
51	81
52	82
53	83
54	84
55	85
56	86
57	87
58	88
59	89
60	90
61	91
62	92
63	93
64	94
65	95
66	96
67	97
68	98
69	99
70	100

SHARING RESULTS

Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non-Personal Unit Members	TOTAL
	+	=		+	=

Date	Name Cell/ Email	Address Notes
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		

Date	Name Cell/ Email	Address Notes
16		
17		
18		
19		
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21		
22		
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25		
26		
27		
28		
29		
30		

Date	Name Cell/ Email	Address Notes
31		
32		
33		
34		
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36		
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41		
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43		
44		
45		

Date	Name Cell/ Email	Address Notes
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Date	Name Cell/ Email	Address Notes
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Date	Name Cell/ Email	Address Notes
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90		

Date	Name Cell/ Email	Address Notes
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102		
103		
104		
105		

Notes

New
Consultants

2024
April

Weekly Plan Sheet from March 31 - April 6, 2024

Sunday, Mar 31	Monday, Apr 1	Tuesday, Apr 2	Wednesday, Apr 3
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from March 31 - April 6, 2024

Thursday, Apr 4	Friday, Apr 5	Saturday, Apr 6
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, March 31, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, April 1, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, April 2, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, April 3, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, April 4, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, April 5, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, April 6, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

Weekly Plan Sheet from April 7 - 13, 2024

Sunday, Apr 7	Monday, Apr 8	Tuesday, Apr 9	Wednesday, Apr 10
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from April 7 - 13, 2024

Thursday, Apr 11	Friday, Apr 12	Saturday, Apr 13
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, April 7, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, April 8, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, April 9, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, April 10, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, April 11, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, April 12, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, April 13, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Weekly Plan Sheet from April 14 - 20, 2024

Sunday, Apr 14	Monday, Apr 15	Tuesday, Apr 16	Wednesday, Apr 17
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from April 14 - 20, 2024

Thursday, Apr 18	Friday, Apr 19	Saturday, Apr 20
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, April 14, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a wish.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, April 15, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, April 16, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, April 17, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, April 18, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, April 19, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
	3		
10AM	4		
	5		
	6		
11AM			
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, April 20, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Notes

Weekly Plan Sheet from April 21 - 27, 2024

Sunday, Apr 21	Monday, Apr 22	Tuesday, Apr 23	Wednesday, Apr 24
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from April 21 - 27, 2024

Thursday, Apr 25	Friday, Apr 26	Saturday, Apr 27
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, April 21, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, April 22, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, April 23, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, April 24, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, April 25, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, April 26, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

Lined area for notes and thoughts.

DATE: Saturday, April 27, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

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

MY SUCCESS PLAN

MAY 2024

www.epiclegacy.team



May

Sunday	Monday	Tuesday	Wednesday
			1 May Day
5 Cinco De Mayo	6 Nurse Appreciation Day	7 Teacher Appreciation Day	8 Summer 2024 Look Book Begins Mailing
12 Mother's Day Mary Kay Birthday	13	14	15
19	20 Victoria Day	21	22
26	27 Memorial Day (US)	28	29

May 2024 Goals



My Why:

Wholesale Goal \$

20 New Unit Members

5 or more New Personal Team Members (Highlighted)

1	Initial Order:	11	Initial Order:
2	Initial Order:	12	Initial Order:
3	Initial Order:	13	Initial Order:
4	Initial Order:	14	Initial Order:
5	Initial Order:	15	Initial Order:
6	Initial Order:	16	Initial Order:
7	Initial Order:	17	Initial Order:
8	Initial Order:	18	Initial Order:
9	Initial Order:	19	Initial Order:
10	Initial Order:	20	Initial Order:

Red Jackets

Leaders in Red!	SR Consultants

4 or more New Qualified Consultants This Month

4 Qualified in a month = \$400 Bonus + \$100 for each additional Qualified Consultant!

1	6	11
2	7	12
3	8	13
4	9	14
5	10	15

1st Quarter Stars! (Total Unit Stars)

5+ Stars in a Quarter = \$300 Bonus + \$50 for each additional Star Consultant!

1	4	7
2	5	8
3	6	9

Personal & Unit Goals

Beginning of Month

End of Month.

Unit Club Goal	Total on the list:	Total:
Court of Personal Sales	YTD on the list:	YTD Total:
Court of Personal Sharing	# of Qualified on list:	# Qualified Total:
Car Production	On the list:	On the last Day:
Unit Size Goal	# of Team Members on list:	# of Team Members:

DIRECTOR

2024



MONTHLY

Cheque Calculator

Projected Unit Wholesale Production: _____ Month/Quarter: _____

Actual Unit Wholesale Production: _____ Projected Pay: _____

Personal Sales

\$ _____ Sect 1 @ 50%
\$ _____ Sect 5 @ 30%

=

Personal Team Building

\$100 bonus for each new personal qualified unit member

of New Qual. _____ x \$100

PTB Bonus =

Unit Development

Qualified New Unit Members

\$400 bonus with 4 new qual.

\$100 for each additional qual.

(Maximum of 10)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Devel. Bonus =

Unit Wholesale Prod.

\$5,500 or more = 23%

\$4,500 to \$5,499.99 = 13%

\$4,499.99 or less = 9%

Monthly Production x _____ %

Production =

Car Cash Compensation

Only if Opting for Cash

Car	Comp.
Grand Achiever	\$500
Premier Club	\$700
Cadillac	\$1,200

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- Cadillac Bonus: \$1,000
- Higer Unit Circle Bonus: \$1,000

Seminar Bonus =

Personal Team

1-4 active = 4%

5+ active = 9%

5+ placing \$225 w/s and personal \$600 w/s = 13%

\$ _____ Team Prod x _____ %

Pers. Team =

New Director Bonuses

A new Sales Director is entitled to a \$1,000 First-Year Sales Director Program bonus when she achieves each of the following First-Year Sales Director program challenges:

- On the Move = \$1,000
- Fab 50's = \$1,000
- Honor Society = \$1,000

New Dir. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

\$ _____

Wholesale Amount x % Paid

Pers. Unit Monthly W/S	# Offspring Units	% Paid	
		1st Line	2nd Line
\$4,500	One to Two	5.0%	
	Three to Four	6.0%	
	Five to Seven	7.0%	1.0%
	Eight or more	7.0%	2.0%

Offspring Bonus =

STAR Bonus

Five Stars = \$300

Six or more Stars = \$50 for ea. addl.

Quarters Ending:

Sept 30 / Dec 31 / Mar 31 / Jun 30

of Stars _____

STAR Bonus =

Monthly *Expense* Tracking

Track your Expenses for the month here. Keep all your business receipts for the month in an envelope or file folder. You will also want to track your mileage on paper or with an app. At the end of the year turn in your Monthly Expense pages, Mileage Trackers and receipts in to your accountant, or use them to file your taxes yourself.

Tax Deduction Categories:

Advertising Expenses:

- Booths
- Product Gifts (Including the retail tax you paid)
- Demo Products (Including the retail tax you paid)
- Printed Material
- Preferred Customer Program

Bad Debts:

- Uncollected Sales or Sales Tax

Car Expenses:

- Gas/Car Wash (If you drive a company vehicle)
- Maintenance/Repairs/Oil
- Insurance/Lease Car Payments/Auto Loan Interest / License & Registration
- Parking/Tolls

Charitable Donations:

- Cash/Product Donations

Education/Training:

- Conferences/Workshops/Meeting Fees
- Books/Audio Training

Meals & Entertainment:

- Coffee Appointments/Luncheons/Brunches
- Meals on trips (@50%)
- Star Party or other outings

Office Expenses:

- Computer/Internet Expenses
- Phone Expenses
- Office Equipment (computers, desk, printers, etc)
- Misc Office Supplies

Travel Expenses:

- Airfare
- Hotel
- Cabs, Parking, Rental Car
- Tips

Outside Services/Contracted Labor:

- Office Help/Office Manager/Office Assistant
- Cleaning Services
- Repairs and Maintenance

Other Business Expenses:

- Bank/Propay/Credit Card service charges, fees
- Dovetailing paid to another Consultant
- Dues & Subscriptions (magazines, publications, networking meetings, chamber of commerce, etc)
- Equipment Rentals
- Finance Charges/Interest paid on business loans
- Non-Product Gifts
- Insurance (business liability on Inventory)
- Legal and Professional Fees (accountants, attorneys)
- Licenses and Fees
- Meeting Room Rentals/Studio Rent
- Non-collected sales tax on personal use products
- Postage and Delivery
- Team/Unit Prizes
- Section 2 Items (look books, party supplies, Starter Kit)
- Red Jacket/Director or National Suit
- Buzz Kit (Directors)
- Miscellaneous Business Supplies

Expense:	Category:	Amount:	Receipt:	
1. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
2. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
3. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
4. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
5. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
6. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
7. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
8. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
9. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
10. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
11. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
12. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
13. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
14. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
15. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
16. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
17. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
18. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
19. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
20. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
21. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
22. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
23. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
24. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
25. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>

Monthly Totals

Child Care: _____
 Health Insurance: _____
 Mortgage/Rent: _____
 Utilities: _____
 Mileage: _____

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

Personal Retail Sales Monthly Goal: _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
	Totals Transferred From the Previous Page:		
16		+	-
		=	=
17		+	-
		=	=
18		+	-
		=	=
19		+	-
		=	=
20		+	-
		=	=
21		+	-
		=	=
22		+	-
		=	=
23		+	-
		=	=
24		+	-
		=	=
25		+	-
		=	=
26		+	-
		=	=
27		+	-
		=	=
28		+	-
		=	=
29		+	-
		=	=
30		+	-
		=	=
31		+	-
		=	=

PERFECT START (15 Faces) or POWER START (30 Faces) Tracking Sheet

	Appt Date	Client Name & Phone #	# of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							

Keep Going!!!! Don't stop @ 30 Faces!! ~ Faces will ALWAYS take you Places!

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

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

Bring her back to her "why" to keep her motivated.

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100), Parties (avg. \$300), & On the Go Selling.
- 2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
- 3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
- 4. Cars
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$500, \$900 or \$1400 monthly.
- 5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
- 6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

SHARING APPOINTMENTS AT-A-GLANCE

See Sharing Page for Details

MONTH: _____

My PERSONAL Sharing Appointments: 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

My UNIT Sharing Appointments: Highlight the ones that START their Business this Month!!

1	21
2	22
3	23
4	24
5	25
6	26
7	27
8	28
9	29
10	30
11	31
12	32
13	33
14	34
15	35
16	36
17	37
18	38
19	39
20	40

My UNIT Sharing Appointments: Highlight the ones that START their Business this Month!!

41	71
42	72
43	73
44	74
45	75
46	76
47	77
48	78
49	79
50	80
51	81
52	82
53	83
54	84
55	85
56	86
57	87
58	88
59	89
60	90
61	91
62	92
63	93
64	94
65	95
66	96
67	97
68	98
69	99
70	100

SHARING RESULTS

Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non-Personal Unit Members	TOTAL
	+	=		+	=

Date	Name Cell/ Email	Address Notes
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		

Date	Name Cell/ Email	Address Notes
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		

Date	Name Cell/ Email	Address Notes
31		
32		
33		
34		
35		
36		
37		
38		
39		
40		
41		
42		
43		
44		
45		

Date	Name Cell/ Email	Address Notes
46		
47		
48		
49		
50		
51		
52		
53		
54		
55		
56		
57		
58		
59		
60		

Date	Name Cell/ Email	Address Notes
61		
62		
63		
64		
65		
66		
67		
68		
69		
70		
71		
72		
73		
74		
75		

Date	Name Cell/ Email	Address Notes
76		
77		
78		
79		
80		
81		
82		
83		
84		
85		
86		
87		
88		
89		
90		

Date	Name Cell/ Email	Address Notes
91		
92		
93		
94		
95		
96		
97		
98		
99		
100		
101		
102		
103		
104		
105		

New
Consultants

2024
May

Weekly Plan Sheet from April 28 - May 4, 2024

Sunday, Apr 28	Monday, Apr 29	Tuesday, Apr 30	Wednesday, May 1
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from April 28 - May 4, 2024

Thursday, May 2	Friday, May 3	Saturday, May 4
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, April 28, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, Apr 29, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

Blank space for notes and thoughts.

DATE: Tuesday, Apr 30, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, May 1, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

Blank lined area for notes and thoughts.

DATE: Thursday, May 2, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, May 3, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, May 4, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
	3		
10AM	4		
	5		
	6		
11AM			
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Notes

Weekly Plan Sheet from May 5 - 11, 2024

Sunday, May 5	Monday, May 6	Tuesday, May 7	Wednesday, May 8
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from May 5 - 11, 2024

Thursday, May 9	Friday, May 10	Saturday, May 11
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY

Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, May 5, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, May 6, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, May 7, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, May 8, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

Blank lined area for writing notes and thoughts.

DATE: Thursday, May 9, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, May 10, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
	5		
	6		
11AM			
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, May 11, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Weekly Plan Sheet from May 12 - 18, 2024

Sunday, May 12	Monday, May 13	Tuesday, May 14	Wednesday, May 15
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from May 12 - 18, 2024

Thursday, May 16	Friday, May 17	Saturday, May 18
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY

Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, May 12, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, May 13, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, May 14, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, May 15, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, May 16, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, May 17, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
	5		
	6		
11AM			
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, May 18, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Notes

A series of horizontal lines for writing notes.

Weekly Plan Sheet from May 19 - 25, 2024

Sunday, May 19	Monday, May 20	Tuesday, May 21	Wednesday, May 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
: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	9	9	9
:15	:15	:15	: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	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from May 19 - 25, 2024

Thursday, May 23	Friday, May 24	Saturday, May 25
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

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Color each box with a color that excites you!

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Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

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Coaching Calls
Team Phone Calls
Facials/Parties
Customer Follow Up Calls
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BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, May 19, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, May 20, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, May 21, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, May 22, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, May 23, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, May 24, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
	5		
	6		
11AM			
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, May 25, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Weekly Plan Sheet from May 26 - June 1, 2024

Sunday, May 26	Monday, May 27	Tuesday, May 28	Wednesday, May 29
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from May 26 - June 1, 2024

Thursday, May 30	Friday, May 31	Saturday, June 1
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY

Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, May 26, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, May 27, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
	3		
10AM	4		
	5		
	6		
11AM			
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, May 28, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, May 29, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, May 30, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
	3		
10AM	4		
	5		
	6		
11AM			
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, May 31, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, June 1, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

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

MY SUCCESS PLAN

JUNE 2024

www.epiclegacy.team



June

Sunday	Monday	Tuesday	Wednesday
2	3	4	5
9	10	11	12
16 Father's Day	17	18	19
23	24	25	26
30 Last Day of Seminar Year! Q4 Star Quarter Ends			

June 2024 Goals



My Why:

Wholesale Goal \$



20 New Unit Members

5 or more New Personal Team Members (Highlighted)

1	Initial Order:	11	Initial Order:
2	Initial Order:	12	Initial Order:
3	Initial Order:	13	Initial Order:
4	Initial Order:	14	Initial Order:
5	Initial Order:	15	Initial Order:
6	Initial Order:	16	Initial Order:
7	Initial Order:	17	Initial Order:
8	Initial Order:	18	Initial Order:
9	Initial Order:	19	Initial Order:
10	Initial Order:	20	Initial Order:

Red Jackets

Leaders in Red!	SR Consultants

4 or more New Qualified Consultants This Month

4 Qualified in a month = \$400 Bonus + \$100 for each additional Qualified Consultant!

1	6	11
2	7	12
3	8	13
4	9	14
5	10	15

1st Quarter Stars! (Total Unit Stars)

5+ Stars in a Quarter = \$300 Bonus + \$50 for each additional Star Consultant!

1	4	7
2	5	8
3	6	9

Personal & Unit Goals

Beginning of Month

End of Month.

Unit Club Goal	Total on the 1st:	Total:
Court of Personal Sales	YTD on the 1st:	YTD Total:
Court of Personal Sharing	# of Qualified on 1st:	# Qualified Total:
Car Production	On the 1st:	On the last Day:
Unit Size Goal	# of Team Members on 1st:	# of Team Members:

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:

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

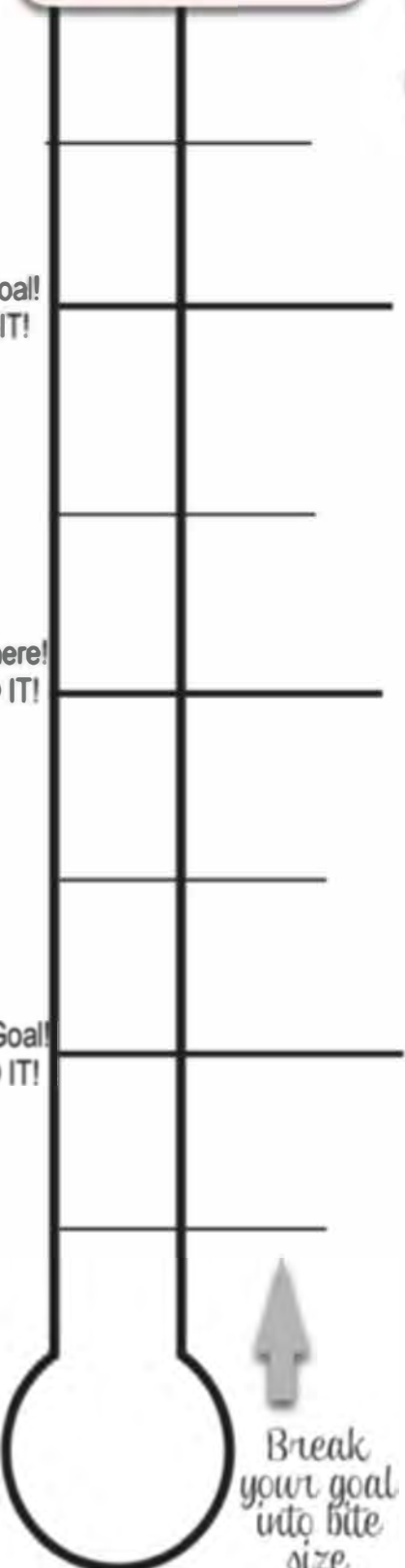
÷ .40 =

My Retail Sales Goal:

Ready. Set.
GOAL!



\$



Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down: ↓

My Average per Facial: \$ _____

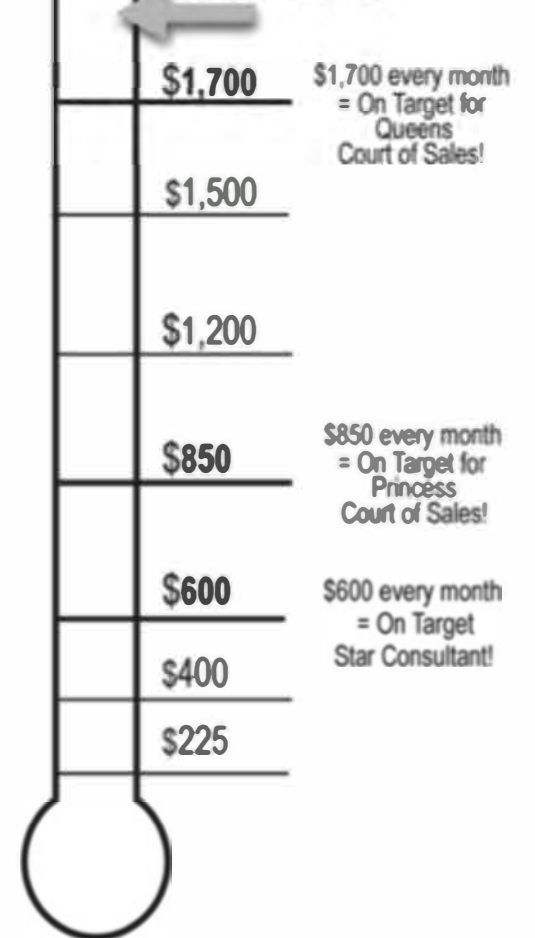
Retail Goal ÷ Average per Facial
= # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party
= # Parties to Hold: _____



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

Track Your Wholesale!



Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2
Total:	

DIRECTOR

2024



MONTHLY

Cheque Calculator

Projected Unit Wholesale Production: _____ Month/Quarter: _____

Actual Unit Wholesale Production: _____ Projected Pay: _____

Personal Sales

\$ _____ Sect 1 @ 50%
\$ _____ Sect 5 @ 30%

=

Personal Team Building

\$100 bonus for each new personal qualified unit member

of New Qual. _____ x \$100

PTB Bonus =

Unit Development

Qualified New Unit Members

\$400 bonus with 4 new qual.

\$100 for each additional qual.

(Maximum of 10)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Devel. Bonus =

Unit Wholesale Prod.

\$5,500 or more = 23%

\$4,500 to \$5,499.99 = 13%

\$4,499.99 or less = 9%

Monthly Production x _____ %

Production =

Car Cash Compensation

Only if Opting for Cash

Car	Comp.
Grand Achiever	\$500
Premier Club	\$700
Cadillac	\$1,200

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- Cadillac Bonus: \$1,000
- Higer Unit Circle Bonus: \$1,000

Seminar Bonus =

Personal Team

1-4 active = 4%

5+ active = 9%

5+ placing \$225 w/s and personal \$600 w/s = 13%

\$ _____ Team Prod x _____ %

Pers. Team =

New Director Bonuses

A new Sales Director is entitled to a \$1,000 First-Year Sales Director Program bonus when she achieves each of the following First-Year Sales Director program challenges:

- On the Move = \$1,000
- Fab 50's = \$1,000
- Honor Society = \$1,000

New Dir. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

\$ _____

Wholesale Amount x % Paid

Pers. Unit Monthly W/S	# Offspring Units	% Paid	
		1st Line	2nd Line
\$4,500	One to Two	5.0%	
	Three to Four	6.0%	
	Five to Seven	7.0%	1.0%
	Eight or more	7.0%	2.0%

Offspring Bonus =

STAR Bonus

Five Stars = \$300

Six or more Stars = \$50 for ea. addl.

Quarters Ending:

Sept 30 / Dec 31 / Mar 31 / Jun 30

of Stars _____

STAR Bonus =

Monthly *Expense* Tracking

Track your Expenses for the month here. Keep all your business receipts for the month in an envelope or file folder. You will also want to track your mileage on paper or with an app. At the end of the year turn in your Monthly Expense pages, Mileage Trackers and receipts in to your accountant, or use them to file your taxes yourself.

Tax Deduction Categories:

Advertising Expenses:

- Booths
- Product Gifts (Including the retail tax you paid)
- Demo Products (Including the retail tax you paid)
- Printed Material
- Preferred Customer Program

Bad Debts:

- Uncollected Sales or Sales Tax

Car Expenses:

- Gas/Car Wash (If you drive a company vehicle)
- Maintenance/Repairs/Oil
- Insurance/Lease Car Payments/Auto Loan Interest / License & Registration
- Parking/Tolls

Charitable Donations:

- Cash/Product Donations

Education/Training:

- Conferences/Workshops/Meeting Fees
- Books/Audio Training

Meals & Entertainment:

- Coffee Appointments/Luncheons/Brunches
- Meals on trips (@50%)
- Star Party or other outings

Office Expenses:

- Computer/Internet Expenses
- Phone Expenses
- Office Equipment (computers, desk, printers, etc)
- Misc Office Supplies

Travel Expenses:

- Airfare
- Hotel
- Cabs, Parking, Rental Car
- Tips

Outside Services/Contracted Labor:

- Office Help/Office Manager/Office Assistant
- Cleaning Services
- Repairs and Maintenance

Other Business Expenses:

- Bank/Propay/Credit Card service charges, fees
- Dovetailing paid to another Consultant
- Dues & Subscriptions (magazines, publications, networking meetings, chamber of commerce, etc)
- Equipment Rentals
- Finance Charges/Interest paid on business loans
- Non-Product Gifts
- Insurance (business liability on Inventory)
- Legal and Professional Fees (accountants, attorneys)
- Licenses and Fees
- Meeting Room Rentals/Studio Rent
- Non-collected sales tax on personal use products
- Postage and Delivery
- Team/Unit Prizes
- Section 2 Items (look books, party supplies, Starter Kit)
- Red Jacket/Director or National Suit
- Buzz Kit (Directors)
- Miscellaneous Business Supplies

Expense:	Category:	Amount:	Receipt:	
1. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
2. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
3. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
4. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
5. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
6. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
7. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
8. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
9. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
10. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
11. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
12. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
13. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
14. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
15. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
16. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
17. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
18. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
19. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
20. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
21. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
22. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
23. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
24. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>
25. _____	_____	_____	YES <input type="checkbox"/>	NO <input type="checkbox"/>

Monthly Totals

Child Care: _____
 Health Insurance: _____
 Mortgage/Rent: _____
 Utilities: _____
 Mileage: _____

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

Personal Retail Sales Monthly Goal: _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
	Totals Transferred From the Previous Page:		
16		+	-
		=	=
17		+	-
		=	=
18		+	-
		=	=
19		+	-
		=	=
20		+	-
		=	=
21		+	-
		=	=
22		+	-
		=	=
23		+	-
		=	=
24		+	-
		=	=
25		+	-
		=	=
26		+	-
		=	=
27		+	-
		=	=
28		+	-
		=	=
29		+	-
		=	=
30		+	-
		=	=
31		+	-
		=	=

PERFECT START (15 Faces) or POWER START (30 Faces) Tracking Sheet

	Appt Date	Client Name & Phone #	# of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							

Keep Going!!!! Don't stop @ 30 Faces!! ~ Faces will ALWAYS take you Places!

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

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

Bring her back to her "why" to keep her motivated.

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100), Parties (avg. \$300), & On the Go Selling.
- 2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
- 3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
- 4. Cars
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$500, \$900 or \$1400 monthly.
- 5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
- 6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

SHARING APPOINTMENTS AT-A-GLANCE

See Sharing Page for Details

MONTH: _____

My PERSONAL Sharing Appointments: 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

My UNIT Sharing Appointments: Highlight the ones that START their Business this Month!!

1	21
2	22
3	23
4	24
5	25
6	26
7	27
8	28
9	29
10	30
11	31
12	32
13	33
14	34
15	35
16	36
17	37
18	38
19	39
20	40

My UNIT Sharing Appointments: Highlight the ones that START their Business this Month!!

41	71
42	72
43	73
44	74
45	75
46	76
47	77
48	78
49	79
50	80
51	81
52	82
53	83
54	84
55	85
56	86
57	87
58	88
59	89
60	90
61	91
62	92
63	93
64	94
65	95
66	96
67	97
68	98
69	99
70	100

SHARING RESULTS

Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non-Personal Unit Members	TOTAL
	+	=		+	=

Date	Name Cell/ Email	Address Notes
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		

Date	Name Cell/ Email	Address Notes
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		

Date	Name Cell/ Email	Address Notes
31		
32		
33		
34		
35		
36		
37		
38		
39		
40		
41		
42		
43		
44		
45		

Date	Name Cell/ Email	Address Notes
46		
47		
48		
49		
50		
51		
52		
53		
54		
55		
56		
57		
58		
59		
60		

Date	Name Cell/ Email	Address Notes
61		
62		
63		
64		
65		
66		
67		
68		
69		
70		
71		
72		
73		
74		
75		

Date	Name Cell/ Email	Address Notes
76		
77		
78		
79		
80		
81		
82		
83		
84		
85		
86		
87		
88		
89		
90		

Date	Name Cell/ Email	Address Notes
91		
92		
93		
94		
95		
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97		
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102		
103		
104		
105		

New
Consultants

2024
June

SUNDAY BRAIN DUMP for the week of June 2 - June 8, '24

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

A series of horizontal lines for writing a master to-do list, occupying the majority of the page below the instructions.

Weekly Plan Sheet from June 2 - 8, 2024

Sunday, June 2	Monday, June 3	Tuesday, June 4	Wednesday, June 5
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from June 2 - 8, 2024

Thursday, June 6	Friday, June 7	Saturday, June 8
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, June 2, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
	3		
10AM	4		
	5		
	6		
11AM			
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, June 3, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1 5

2 6

3 7

4 8

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

When you have a GOAL, you have to do the WORK!

1 4

2 5

3 6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1 4

2 5

3 6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1 3

2 4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1 3

2 4

NOTES / THOUGHTS

Multiple horizontal lines for writing notes or thoughts.

DATE: Tuesday, June 4, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, June 5, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a wish.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, June 6, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, June 7, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, June 8, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
	3		
10AM	4		
	5		
	6		
11AM			
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Weekly Plan Sheet from June 9 - 15, 2024

Sunday, June 9	Monday, June 10	Tuesday, June 11	Wednesday, June 12
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from June 9 - 15, 2024

Thursday, June 13	Friday, June 14	Saturday, June 15
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, June 9, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, June 10, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, June 11, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, June 12, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, June 13, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, June 14, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, June 15, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
	5		
	6		
11AM			
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" -
Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

Weekly Plan Sheet from June 16 - 22, 2024

Sunday, June 16	Monday, June 17	Tuesday, June 18	Wednesday, June 19
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from June 16 - 22, 2024

Thursday, June 20	Friday, June 21	Saturday, June 22
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, June 16, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, June 17, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, June 18, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, June 19, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE

Believe in Yourself and You will be Unstoppable

1 5

2 6

3 7

4 8

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

When you have a GOAL, you have to do the WORK!

1 4

2 5

3 6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash

1 4

2 5

3 6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" - Emily Caswell

1 3

2 4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1 3

2 4

NOTES / THOUGHTS

Empty lined area for notes and thoughts.

DATE: Thursday, June 20, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, June 21, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, June 22, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Weekly Plan Sheet from June 23 - 29, 2024

Sunday, June 23	Monday, June 24	Tuesday, June 25	Wednesday, June 26
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	: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	1	1	1
:15	:15	:15	: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	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	: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	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from June 23 - 29, 2024

Thursday, June 27		Friday, June 28		Saturday, June 29	
6		6		6	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
7		7		7	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
8		8		8	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
9		9		9	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
10		10		10	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
11		11		11	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
12		12		12	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
1		1		1	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
2		2		2	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
3		3		3	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
4		4		4	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
5		5		5	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
6		6		6	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
7		7		7	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
8		8		8	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
9		9		9	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	

PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

God: Devotion, Church, Bible Study, Faith.....

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

Exercise, Hair, Nails, Coffee with Friends, etc....

INCOME PRODUCING ACTIVITY

Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

DATE: Sunday, June 23, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Monday, June 24, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
	4		
10AM	5		
	6		
11AM			
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Tuesday, June 25, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
	3		
10AM	4		
	5		
	6		
11AM			
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Wednesday, June 26, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Thursday, June 27, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Friday, June 28, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	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:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

DATE: Saturday, June 29, 2024

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		

Future
Planning

July

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

Notes

July 1 - Happy New Seminar Year!

July 1 - Canada Day (All Corp Offices Closed)

July 1 - 1st Qtr Star Begins

July 8 - Fall 2024 PCP Enrollment Deadline

July 15 - Holiday 2024 PCP Enrollment Begins

July 26 - Fall 2024 Director Early Order

July 29 - Fall 2024 Look Book Begins Mailing

July 31 - Aug 2 - Elevate Seminar 2024

August

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

Notes

Aug 5 - Civic Holiday (All Corp Offices Closed)

Aug 8 - Holiday 2024 PCP Enrollment Deadline

Aug 9 - Fall 2024 Early Order Begins for PCP/Stars

Aug 16 - Fall 2024 Official Product Launch

Aug 29 - Holiday 2024 Look Book Begins Mailing

September

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

Notes

Sept 2 - Labour Day

Sept 5-11 - Top Director Trip Maui, Hawaii

Sept 11-14 - Prestige Trip Kona, Hawaii

Sept 13 - Mary Kay Anniversary

Sept 15 - Winter 2024 PCP Enrollment Begins

Sept 22 - First Day of Fall

Sept 30 - 1st Qtr Star Ends

October

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

Notes

Oct 1 - 2nd Qtr Star Begins

Oct 1 - Holiday 2023 Early Order PCP/Stars

Oct 3 - Holiday 2024 Official Product Launch

Oct 14 - Thanksgiving Day

Oct 15 - Winter 2024 PCP Enrollment Deadline

Oct 16 - Bosses Day

Oct 26 - Winter 2024 Director Early Order Begins

Oct 31 - Halloween

Oct 31 - Winter 2024 Look Book Begins Mailing

November

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

Notes

Nov 3 - Daylight Savings Time Ends

Nov 9 - Winter 2024 Early Order Begins for PCP/Stars

Nov 11 - Remembrance Day

Nov 15 - Fall 2023 Last Day to Order

Nov 16 - Winter 2024 Official Product Launch

Nov 29 - Dec 2 - PINK Weekend

December

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

Notes

Dec 2 - Cyber Monday

Dec 15 - Spring 2025 PCP Enrollment Begins

Dec 21 - 1st Day of Winter

Dec 24 - Christmas Eve

Dec 25 - Christmas Day

Dec 25 - Jan 2 - Hanukkah

Dec 26 - Boxing Day

Dec 31 - 2nd Qtr Star Ends

Dec 31 - New Year's Eve

July

Sunday	Monday	Tuesday	Wednesday
	1 Canada Day Happy New Seminar Year! Q1 Star Quarter Begins	2	3
7	8 Fall 2024 PCP Enrollment Deadline	9	10
14	15 Holiday 2024 PCP Enrollment Begins	16	17
21	22	23	24
28	29 Fall 2024 Look Book Begins Mailing	30	31 Elevate Seminar 2024

2024



Aug 2024

Thursday	Friday	Saturday
4	5	6
11	12	13
18	19	20
25	26 Fall 2024 Director Early Order	27

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

Notes

August

Sunday	Monday	Tuesday	Wednesday
4	5 Civic Holiday (All Corp Offices Closed)	6	7
11	12	13	14
18	19	20	21
25	26	27	28

September

Sunday	Monday	Tuesday	Wednesday
1	2 Labour Day	3	4
8	9	10	11
Top Director Trip 2024, Maui, Hawaii			
			Top Director Prestige Trip 2024, Kona, Hawaii
15 Winter 2024 PCP Enrollment Begins	16	17	18
22 1st Day of Fall	23	24	25
29	30 Q1 Star Quarter Ends		

October

Sunday	Monday	Tuesday	Wednesday
		1 Q2 Star Quarter Begins Holiday 2024 Early Order Begins for PCP/Stars	2
6	7	8	9
13	14 Thanksgiving Day	15 Winter 2024 PCP Enrollment Deadline	16 Bosses Day
20	21	22	23
27	28	29	30

November

Sunday	Monday	Tuesday	Wednesday
3 Daylight Savings Time Ends	4	5	6
10	11 Remembrance Day	12	13
17	18	19	20
24	25	26	27

December

Sunday	Monday	Tuesday	Wednesday
1	2 CYBER MONDAY	3	4
8	9	10	11
15 Spring 2025 PCP Enrollment Begins	16	17	18
22	23	24 Christmas Eve	25 Christmas Day Hanukkah Begins
29	30	31 New Year's Eve Q2 Star Quarter Ends	1 Q3 Star Quarter Begins

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

MY SUCCESS PLAN

JANUARY – JUNE 2024

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