

### MY SUCCESS PLAN

JANUARY - JUNE 2024

www.epiclegacy.team



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4

### January SMTWTFS 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 SMTWTFS 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

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December

This Book Belongs to:

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### January SMTWTFS 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

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#### NOVEMBER

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#### March

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### JUNE

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### September

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#### December

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Notes

### Quarter At A Glance

### 

#### January

### 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		

#### March S

### Notes

Jan I - New Year's Day
Jan I - 3rd Qtr Star Begins
Jan 9 - Kickstart 2024 8pm (EST)
Jan 15 - Spring 2024 PCP Enrollment Deadline
Jan 15 - Martin Luther King Jr Day
Ŭ ,

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

Jan 26 - Spring 2024 Dir Early Order

### Notes

Feb 2 - Groundhog Day
Feb 7 - Spring 2024 Look Book Begins Mailing
Feb 9 - Spring 2024 Early Order Begins for PCP/Stars
Feb II - 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

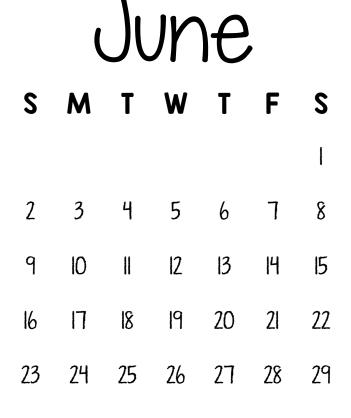
### Notes

March 8 - International Women's Day
March 10 - Daylight Savings Begins
March II - 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

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

#### 



### Notes

April I - April Fools Day
April I - 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

### Notes May I - 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)

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 lersonal & Unit Goals

# Dream Soard

se you eam,

### Place Picture of Q3 Star Poster Here

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

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

### 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.

, 0
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: \$x2 = \$
Take the total & multiply it by 0.40 to discover what your profit will be each month:  \$ x0.40 = \$
(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



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

\$ / \$600	NQTM
(NewQualifiedTea	mMember

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* NewTeam Members	Contest Credits
Jan1-6					
Jan 7 - 13					
Jan 14-20					
Jan 21 - 27					
Jan 28 - Feb 3					
Feb 4 - 10					
Feb II - 17					
Feb 18 - 24					
Feb 25 - Mar 2					
Mar 3 - 9					
Mar 10 - 16					
Mar 17-23					
Mar 24 - 31					
TOTALS	\$	\$	\$	+	z z

\*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!!

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!!

Fearly

\$9,600

\$9,300

\$9,000

\$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













### Track Your Way to Star! 31. January 1st - March 31st

\$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)
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\$3,700 (\$3,800) (\$3,900) (\$4,000) (\$4,100) (\$4,200)
\$4,300 (\$4,400 (\$4,500 (\$4,600 (\$4,700 )
\$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!

### Place Picture of Q4 Star Poster Here

1200 1	LITTINOOU	A TO LOIL T	TTIIO QU	arter&WH	, , ,

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

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: \$ x2 = \$
Take the total & multiply it by 0.40 to discover what your profit will be each month:  \$ x0.40 = \$ (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



\$600 to calculate how many new qualified team members you'll want to bless this quarter!

\$ / \$600	NQTM
(NewQualifiedTed	amMember

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* NewTeam Members	Contest Credits
Apr I-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	\$	\$	\$	+	z z

\*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!!

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

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

Sear P

\$9,600

\$9,300

\$9,000

\$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















\$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!

### All Quarter STARS in My Unit

Consistency Based on Quarter They Started

Star	Ist Qtr	2nd Qtr	3rd Qtr	4th Qtr

### All Quarter STARS in My Unit

Consistency Based on Quarter They Started

Star	Ist Qtr	2nd Qtr	3rd Qtr	4th Qtr



### Great Start Tracking Julie



Consultant Name	Start Date:	Month #l	Month #2	Month #3	Month #4	Total WS Ordered	Get in RED!		Pearls	3
I							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
2							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
3							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
4							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
5							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
6							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
7							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
8							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
٩							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
Ю							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
П							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
12							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
В							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
н							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
15							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
16							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
п							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
18							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
19							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
20							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.



65 Great Start Qualifieds for the year=TRIP!

Real women make real change.

### Great Start Tracking godle



Consultant	Start	Month	Month	Month	Month	Total WS	Getin	· .	•	
Name	Date:	#	#2	#3	#4	Ordered	RED!	I.	Pearls	
21							l. 2. 3.	2. 3.	4. 5. 6.	7. 8. 9.
z							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
23							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
							l. 2.	l. 2.	4. 5.	7. 8.
24.							3. I. 2.	3. I. 2.	6. 4. 5.	9. 7. 8.
25							3. I.	3. I.	6. 4.	9. 7.
26							2. 3.	2. 3.	5. 6. 4.	8. 9. 7.
27							l. 2. 3.	2. 3.	5. 6.	8. 9.
28							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
<i>2</i> 9							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
30							l. 2.	l. 2.	4. 5.	7. 8.
30							3. I. 2.	3. I. 2.	6. 4. 5.	9. 7. 8.
31							3. I.	3. I.	5. 6. 4.	9. 7.
32							2. 3.	2. 3.	5. 6. 4.	8. 9. 7.
33							2. 3.	2. 3.	5. 6.	8. 9.
34							l. 2. 3.	I. 2. 3.	4. 5. 6.	7. 8. 9.
35							l. 2. 3.	I. 2. 3.	4. 5. 6.	7. 8. 9.
36							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
							l. 2.	l. 2.	4. 5.	7. 8.
37							3. l. 2.	3. I. 2.	6. 4. 5.	9. 7. 8.
38							3. I.	3.	6. 4.	9. 7.
39							2. 3.	2. 3.	5. 6. 4.	8. 9.
4.0							2. 3.	2. 3.	5. 6.	8. 9.
41							l. 2. 3.	I. 2. 3.	4. 5. 6.	7. 8. 9.
42							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
							l. 2. 3.	I. 2. 3.	4. 5. 6.	7. 8. 9.
43							3.	3.	6.	9.

### Great Start Tracking goall



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

### Seminar 2023-2024 Personal National Court of Sales Detailed Tracking

\$17,500 Wholesale (\$35,000 Retail) July I - June 30 With every month, fill in the blanks using the example below! If you want to track by coloring in with each order as a visual, use the other side of this sheet

Month	Total Personal Retail Sales This Month	Total Amount of Wholesale Orders This Month Typically 50% of what you sell unless you're a New Consultant	Total Amount of Wholesale Orders Year to Date	Goal: \$17,500  With each month, cross out the previous months amount and write in your new total needed!
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. YOU DID IT!



### SEMINAR 2023 - 2024 Personal National Court of Sharing

24 Qualified Team Members with either an initial \$600 Order in Agreement Month (or following)
Or Star at least one Quarter in the Seminar Year
Track Your National Court of Sharing with Each New Team member July 1 - June 30

	NEW TEAM MEMBER	AGMNT. MONTH	INITIAL QUALIFIED ORDER		AUG		DEC		MAR	MAY	JUN	COMM. EARNED
l												
2												
3												
4												
5												
6												
7												
8												
9												
10												
11												
12												
13												
14												
15												
16												
17												
18												
19												
20												
21												
22												
23												
24												

### A Tracked # Grows 2023-2024 Unit Goals



\$ 10000							, 0,					M. Carlot		
	Total Producti on	Unit Size Non T on Ist 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														
0ct														
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.

\$40,000

\$42,000

\$36,000

\$32,000

\$28,000 -

\$24,000

Half Way!

\$16,000

\$12,000

\$8,000

\$6,000



### 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.

\$65,000

\$75,000

We Did (ft!

\$60,000

\$55,000

\$50,000

\$45,000

\$40,000

Half Way!

\$30,000

\$25,000

\$15,000



### Cadillac Tracker

**Independent Sales Director** 

Independent Sales Dire	ctor	We Did Att
	\$114,000	
Qualifications	\$107,000	_
<ul> <li>\$114,000 net adjusted unit sales volume within</li> </ul>	\$97,000	_
<ul><li>two consecutive calendar quarters.</li><li>Max Co-op Lease/Cash Compensation \$1,200</li></ul>	\$87,000	_
<ul> <li>per month.</li> <li>\$600 car program credit counts toward required</li> </ul>	\$77,000	_
sales volume.	\$67,000	_
On Target	\$57,000	Half Way!
<ul> <li>\$57,000 net adjusted unit sales volume in one calendar quarter.</li> </ul>	\$43,000	_
<ul> <li>You must be active and in good standing with the Company.</li> </ul>	\$33,000	_
	\$25,000	—
	\$19,000	
		Cadillac.
MARY MA		

Notes

# Unit

Insert Unit Members print out from Business Tools

Notes



MY SUCCESS PLAN

JANUARY 2024

www.epiclegacy.team



January

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



						1			V
Thursday	Friday	Saturday	f	<u>-</u> e	6	1	20	24	1
4	5	6	S	М	T	W	T	F	S
							l	2	3
			4	5	6	7	8	9	10
				12	13	14	15	16	17
	12	13	18	19	20	21	22	23	24
			25	26	27	28			
					V	ot.	e <i>9</i>	3	
18	19	20							
Leadership 20	)24, Ft.Worth, TX (Emerald, 1	Ruby, Canada)							
25	26 Spring 2024 Dir Early Order	27							





# 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!

I	6	
2	7	12
3	8	13
4	q	14
5	10	15

# Ist Quarter Stars! (Total Unit Stars)

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

	4	7
2	5	8
3	6	q

Personal & Unit Goals	Beginning of Month	End of Month.
Unit Club Goal	Total on the let:	Total:
Court of Personal Sales	YTD on the lst:	YTD Total:
Court of Personal Sharing	# of Qualified on lst:	# Qualified Total:
Car Production	On the let:	On the last Day:
Unit Size Goal	# of Team Members on lst:	# 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:	My Retail Sales Goal:
	\$ ÷ .40	= \$
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/part  = # Parties to Hold:
Halfway There!	Picture of Your Goal!	\$1,700 \$1,700 every month = On Target for Queens Court of Sales!  \$1,500 \$850 every month = On Target for Princess Court of Sales!  \$600 \$600 every month = On Target for Princess Court of Sales!
1/4 of my Goall I CAN DO IT!	Idea: Share this with your director an your sister consultants by the 5th!	\$400 Star Consultanti
Jyou into	Month End Actual Totals:  Total Sold:	Orders Placed This Month Section 1 Section 2

Total

Projected Unit Wholesale Production:	Month/Quarter:
Actual Unit Wholesale Production:	Projected Pay:

#### **Personal Sales**

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

#### **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 =** 

#### **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 =** 

#### **Personal Team Building**

\$100 bonus for each new personal qualified unit member

# of New Qual. \_\_\_\_\_ x \$100

PTB Bonus =

#### **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 =** 

## **Unit Development**

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

1.	 	 	
2.			

2			
<b>3</b> .			

4.				

7			

10.			
10.			

Devel. 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

		% F	Paid
Pers. Unit Monthly W/S	# Offspring Units	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 ar Trackers and receipts in to your accountant, or			onthly Expense pag	ges, Mileage
Tax Deduction Categories:				
<ul> <li>Advertising Expenses:</li> <li>Booths</li> <li>Product Gifts (Including the retail tax you paid)</li> <li>Demo Products (Including the retail tax you paid)</li> <li>Printed Material</li> <li>Preferred Customer Program</li> </ul>	Expense:  1. ———————————————————————————————————	Category:	Amount:	Receipt:  YES NO  YES NO
<ul><li>Bad Debts:</li><li>Uncollected Sales or Sales Tax</li></ul>	3			_ YES

Bad Debts:			
<ul> <li>Uncollected Sales or Sales Tax</li> </ul>	4. —	 	YES NO
Car Expenses:			
<ul> <li>Gas/Car Wash (If you drive a company vehicle)</li> </ul>	5. ———	 	YES NO
<ul> <li>Maintenance/Repairs/Oil</li> </ul>			
• Insurance/Lease Car Payments/Auto Loan Interest /	6	 	YES NO
License & Registration			

Child Care:

Utilities:

Mileage:

Health Insurance:

Mortgage/Rent: \_

#### **Charitable Donations:** Cash/Product Donations

#### **Education/Training:**

Conferences/Workshops/Meeting Fees

#### Books/Audio Training

• Parking/Tolls

#### 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

#### 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

	Category:	Amount:	Кесеірт:
			_ YES NO
. ———			_ YES NO [
			_ YES  NO [
			_ YES NO [
			_ YES NO [
			_ YES _ NO [
			_ YES NO
			_ YES NO
			_ YES _ NO [
). ————			_ YES  NO [
. ———			_ YES NO [
2. ———			_ YES NO
j. ———			_ YES NO
l			_ YES  NO [
5. ———			_ YES  NO [
). ———			_ YES NO
			_ YES  NO [
3. ———			_ YES NO [
). ———			_ YES  NO [
D. ————			_ YES NO [
l. ————			_ yes    No [
2. ————————————————————————————————————			_ YES  NO [

KEY LEADERS I'M WORKING WITH THIS MONTH!				
LEADER:	LEADER:			
LEADED	LEADED			
LEADER:	LEADER:			
LEADER:	LEADER:			

KEY LEADERS I'M WORKING WITH THIS MONTH!				
LEADER:	LEADER:			
LEADED	LEADED			
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

\$\frac{1}{2}\$ then deduct that total from your goal.

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

# Personal Retail Sales Monthly Goal:\_\_\_\_\_

<u>Date</u>	Income Producing Activities	Total Retail Sales w/o Tax	Sales Needed to Finish Goal
	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							
43							
44							
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53							
54							
55							
56							
57							
58							
59							
60							

# Shary Kay Opportunity The Mary Kay Opportunity The 4 P's Questions

You can use the 4P'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.

- I. 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)

# 6 Reasons People Choose A Mary Kay Business

#### · I. 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 "qetting 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.

#### · I. 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

# My PERSONAL Sharing Appointments: Highlight the ones that START their business this Month!!

Name	Name
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!!

	21
2	22
3	23
Ц	24
5	25
$\phi$	26
7	27
8	28
9	29
10	30
	3
12	32
13	33
IH	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         17       77         48       78         49       79         50       80         51       81         52       82         53       83         54       84         55       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		
43       73         44       74         45       75         46       77         47       77         48       78         49       79         50       80         51       81         52       82         53       33         54       84         55       86         57       87         58       84         54       84         60       90         61       9         62       92         63       43         64       94         65       96         66       96         67       97         68       98         69       99         60       90         61       90         62       90         63       91         64       94         65       92         66       96         67       97         68       98         69       99         60       90	41	71
цц       74         ц5       75         ц6       76         ц7       77         ц8       78         ц9       79         50       80         51       81         52       82         53       83         54       84         55       85         56       86         57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	42	72
45         75           46         76           47         78           48         79           50         80           51         8           52         82           53         83           94         84           55         85           56         86           57         87           58         88           59         88           60         90           61         91           62         42           63         43           64         44           65         45           66         47           68         48           69         49           60         49           61         49           62         49           63         49           64         49           65         49           66         49           67         49           68         49           69         40           60         40           61 <t< td=""><td>43</td><td>73</td></t<>	43	73
46         76           47         78           48         79           50         80           51         8           52         82           53         84           54         84           55         85           56         86           57         87           58         88           59         84           60         90           61         9           62         92           63         93           64         94           65         95           66         96           67         97           68         98           69         98           69         98           60         98           61         98           62         98           63         98           64         98           65         98           66         98           67         98           68         98           69         98           60 <td< td=""><td>ЧЧ</td><td>74</td></td<>	ЧЧ	74
47         48       78         49       79         50       80         51       81         52       82         53       83         54       84         55       85         56       87         58       88         59       88         60       90         61       9         62       92         63       93         64       94         65       95         66       96         66       96         67       97         68       98         69       99	45	75
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       98         69       99	46	76
49       79         50       80         51       81         52       82         53       83         54       84         55       85         56       86         57       87         58       83         59       84         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	47	77
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       96         67       97         68       98         69       99	48	78
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         64       94	49	79
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	50	80
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	51	81
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	52	82
55       85         56       86         57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	53	83
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	54	84
57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	55	85
58       88         59       89         60       90         61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	56	86
59       89         60       90         61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	57	87
60       90         61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	58	88
61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	59	89
62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	60	90
63       93         64       94         65       95         66       96         67       97         68       98         69       99	6	q
64       94         65       95         66       96         67       97         68       98         69       99	62	92
65       95         66       96         67       97         68       98         69       99	63	93
66       96         67       97         68       98         69       99	<i>6</i> 4	94
67       97         68       98         69       99	65	95
68       98         69       99	66	96
69	67	97
	68	98
70 100	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
	+	=	+	=	

# Sharing Appointment Details

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

Date	Name Cell/ Email	Address Notes
	1	
	2	
	3	
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	10	
	12	
	12	
	В	
	14	
	15	

Date	Name Cell/ Email	Address Notes
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	22	
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	29	
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	30	

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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Date	Name Cell/ Email	Address Notes
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Date	Name Cell/ Email	Address Notes
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	92	
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	IOI	
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	103	
	104	
	105	

Notes

# New Consultants

# New Personal & Unit Members Month\_\_\_\_

Start Date	Name	15th Day	Cell #	Started NC Info Sheet	First Order Amount

Start Date	Name	15th Day	Cell #	Started NC Info Sheet	First Order Amount



# Mary Kay Pearls Girls Love Pearls Tracking!

6 BRACELET  10 NECKLACE  Tip: You will have more success when you share with women you truly want to work with. Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket



# Mary Kay Pearls Girls Love Pearls Tracking!

6 BRACELET 10 NECKLACE Tip: You will have more success when you share with women you truly want to work with. Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Notes

# January

SUNDAY BRAIN DUMP for the week of Dec 31 - Jan 6, '2 This is a master to do list! List everything on your mind, emails to send, errands to do, etc  Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People or - LOW: Delegate it!  Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to lists.	ple -

Notes

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

			/	
Sunday, Dec 31	Monday, Jan I	Tuesday, Jan 2	Wednesday, Jan 3	
6	6	6	6	
:15	:15	:15	:15	
30 45	30 45	30 45	:30 :45	
7	7	7	7	
:15	:15	:15	:15	
30	:30	:30	:30	
8	<sup>.45</sup>	8	·45 <b>8</b>	
:15	115	:15	:15	
:30	30	:30	:30	
.45	.45	:45	:45	
<b>9</b> :15	:15	115	:15	
:30	30	:30	:30	
.45	.45	:45	:45	
10	10	10	10	
:15	15 30	:15	:15	
:30	30   45	45	x45	
11	11	11	11	
:15	:15	:15	:15	
:30	:30	:30	:30	
12	·45 12	<sup>45</sup>	<sup>.45</sup>	
:15	:15	:15	:15	
:30	:30	:30	:30	
:45	:45	:45	:45	
1 :15	1 :15	15	115	
30	30	:30	:30	
:45	:45	:45	:45	
2	2	2	2	
:15	:15	:15	:15	
.45	30 :45	30   445	:45	
3	3	3	3	
:15	:15	:15	:15	
30	:30	:30	:30	
45	45	45	45	
:15	:15	:15	:15	
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:45	.45	:45	:45	
.15	<b>5</b>  :16	115	115	
:30	30	:30	:30	
:45	.45	:45	:45	
6	6	6	6	
:15	.15	:15	:15	
:30 :45	30 46	45	:45	
7	7	7	7	
:15	:15	:15	:15	
:30	:30	:30	:30	
<sup>745</sup>	·45 8	8	<sup>145</sup>	
:15	<b>6</b>   :15	<b>8</b> :15	:15	
:30	30	:30	:30	
:45	.45	:45	.45	
9	9	9	9	
:15	1:15 30	130	115	
: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
	:15	:15
	:30	:30
	:45	:45
	7	7
	:15	:15
	:30	:30
	  :45	:45
	8	8
	:15	:15
	:30	:30
	:45	:45
	9	9
	:15	:15
	:30	:30
	:45	:45
	10	10
	:15	:15
	:30	:30
	:45	:45
	11	11
	:15	:15
	:30	:30
	:45	:45
	12	12
	:15	:15
	:30	:30
	:45	:45
	1	1
	:15	:15
	:30	:30
	:45	:45
	2	2
	:15	:15
	:30	:30
	:45	:45
	3	3
	:15	:15
	:30	:30
	:45	:45
	4	4
	:15	:15
	:30	:30
	:45	:45
	5	5
	:15	:15
	:30	:30
	:45	:45
	6	6
	:15	:15
	:30	:30
	:45	:45
	7	7
	:15	:15
	:30	:30
	:45	:45
	8	8
	:15	.15
	:30	:30
	:45	:45
	9	9
	:15	:15
	30	:30
	:45	:45

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

God: Devotion, Church, Bible Study,
<del>-</del> aith

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

	/ _ ^	OFCULTO	_
BOOKINGS	/FACES	KESULI:	>

- # 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						
ТАМ	5						
	6						
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY						
9AM	2						
	3						
IOAM	4						
	5						
IIAM	6						
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY				
IPM							
2PM							
3PM							
J114	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:				
4PM							
FO. 4							
5PM							
6PM							
	AITA NO CONTAIC C	DETAIL CALEOT	-0	CHARTE MARKING ITTL			
7PM	NEW BOOKINGS:	RETAIL SALES T	ODAY	SHARED MARY KAY WITH:			
8PM							
9PM							
IOPM	MILEAGE TO RECORD:						

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Monday, January 1, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - N	MARY KAY BUSIN	IESS
5AM - Quiet Time/Devi/Prayers	1			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
16.11				
IPM				
11.11				
2PM				
21171				
3PM				
51141	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/E NOTES TO:
4PM				
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JE IVI				
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OF IMI				
7PM	NEW BOOKINGS:	RETAIL SALES T	ODAY	SHARED MARY KAY WITH:
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9PM				
INPM	MTI FAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Tuesday, January 2, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - N	MARY KAY BUSIN	IESS
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT THIN	GS TO DO TODAY -	- PERSONAL/FAM	ILY
	1			
9AM	2			
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IOAM	4			
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IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
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3PM				
J114	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
4PM				
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5PM				
6PM				
	AUGUND OOL/TALC O	DETAIL CALEOT	-0.D. AV /	CHARTE MARKING ITTLE
7PM	NEW BOOKINGS:	RETAIL SALES T	UDAY	SHARED MARY KAY WITH:
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
1	5
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3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Wednesday, January 3, 2024

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 IMPOARTANT THIN	IGS TO DO TODAY	- PERSONAL/FAM	ILY
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

## DATE: Thursday, January 4, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - N	MARY KAY BUSIN	ESS
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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IIAM	6			
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I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Friday, January 5, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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9AM	2			
	3			
IOAM	4			
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IIAM	O			
				TODAV
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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2PM				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/F NOTES TO:
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6PM				
7PM	NEW BOOKINGS:	RETAIL SALES 1	TODAY	SHARED MARY KAY WITH:
8PM				
9PM				
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
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3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Saturday, January 6, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - N	MARY KAY BUSIN	IESS
5AM - Quiet Time/Devi/Prayers	1			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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IPM				
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2PM				
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51141	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/E NOTES TO:
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INPM	MTI FAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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4	8		
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
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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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
1	4		
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3	6		
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI			
1	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
	3		
2	4		
NOTES / THOUGHTS			

SUNDAY BRAIN DUMP for the week of Jan 7 - Jan 13, '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.
IIO DO.

Notes

# Weekly Plan Sheet from January 7 - 13, 2024

Sunday, Jan 7	Monday, Jan 8	Tuesday, Jan 9	Wednesday, Jan 10
<b>6</b>	<b>6</b>	<b>6</b> :15	<b>6</b> :15
:30	[:30 	:30	:30
·45 7	7	7	7
:15	:15	:15	:15
.30 .45	:30 :45	:30 :45	:30 :45
8	8	8	8
:15	:15	:15	:15
·30 ·45	:30   :45	:30 :45	.30 .45
9	9	9	9
:15 :30	:15    :30	:15	:15
.45	:45	:45	:45
<b>10</b>	<b>10</b> :15	10	10
:30	116	115	115
:45	:45	:45	:45
115	<b>11</b> :15	<b>11</b> :15	<b>11</b> :15
:30	:30	30	:30
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2	2	2	2
:15	:15	:15	:15
.30	30   145	345	:45
3	3	3	3
:15 :30	:15	:16	:16
.45	:45	:45	:45
115	115	115	115
:30	:30	1:30	130
:45	:45	:45	:45
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·45 6	:45 <b>6</b>	·45	·45 <b>6</b>
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:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	.30 .45
8	8	8	8
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:15	:15 	:15 	:15
:45	:45	:45	:45

# Weekly Plan Sheet from January 7 - 13, 2024

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Thurs	day, Jan II	Friday, Jan 12	Saturday, Jan 13	G Fo
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:30	:30		:30	#
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:30	:30		:30	
:45	:45		:45	Ν

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	5
# Booking Held this Week:	

# Bookings Next Week:	
+ Doonings Here over.	

# 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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
16.11				
IPM				
11.11				
2PM				
21171				
3PM				
51141	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:	
4PM				
5PM				
JE IVI				
6PM				
OF IMI				
7PM	NEW BOOKINGS:	RETAIL SALES T	ODAY	SHARED MARY KAY WITH:
H 1*1				
CDA A				
8PM				
QDA A				
9PM				
INPM	MTI FAGE 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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
1	4		
2	5		
3	6		
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI			
1	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
	3		
2	4		
NOTES / THOUGHTS			

## DATE: Monday, January 8, 2024

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			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			ILY
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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3PM	A ICL A COA ITA CTO (DECEDDA) O		T11048/1/011/1101	IE NOTES TO
<u></u>	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:
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6PM				
OI I*I				
7PM	NEW BOOKINGS:	RETAIL SALES 1	ΓΟΡΑΥ	SHARED MARY KAY WITH:
II I*I				
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8PM				
ODA A				
9PM				
10014	MTI FAGE TO RECORD:			
INPM	MITEAGE IN RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

#### DATE: Tuesday, January 9, 2024

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			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			ILY
	1			
9AM	2			
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IOAM	4			
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IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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7PM	NEW BOOKINGS:	RETAIL SALES 1	ΓΟΡΑΥ	SHARED MARY KAY WITH:
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9PM				
10014	MTI FAGE TO RECORD:			
INPM	MITEAGE IN RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Wednesday, January 10, 2024

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 IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			ILY
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
16.11				
IPM				
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21171				
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51141	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/E NOTES TO:
4PM				
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OF IMI				
7PM	NEW BOOKINGS:	RETAIL SALES T	ODAY	SHARED MARY KAY WITH:
H 1*1				
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9PM				
INPM	MTI FAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Thursday, January II, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - I	MARY KAY BUSIN	IESS
5AM - Quiet Time/Devi/Prayers	1			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT THIN	IGS TO DO TODAY	- PERSONAL/FAM	ILY
	1			
9AM	2			
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IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
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2DM				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
LIDA A				
4PM				
5PM				
6PM				
TPM	NEW BOOKINGS:	RETAIL SALES 1	TODAY	SHARED MARY KAY WITH:
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Friday, January 12, 2024

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			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			ILY
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9AM	2			
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IOAM	4			
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IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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3PM	A ICL A COA ITA CTO (DECEDDA) O		T11048/1/011/1101	IE NOTES TO
<u></u>	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:
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6PM				
OI I*I				
7PM	NEW BOOKINGS:	RETAIL SALES 1	ΓΟΡΑΥ	SHARED MARY KAY WITH:
II I*I				
SDV V				
8PM				
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9PM				
10014	MTI FAGE TO RECORD:			
INPM	MITEAGE IN RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Saturday, January 13, 2024

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			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			ILY
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9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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3PM	A ICL A COA ITA CTO (DECEDDA) O		T11048/1/011/1101	IE NOTES TO
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7PM	NEW BOOKINGS:	RETAIL SALES 1	ΓΟΡΑΥ	SHARED MARY KAY WITH:
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INPM	MITEAGE IN RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

This is a mast Prioritize your or - LOW: Delega		g on your mind, emails t h people -or- MEDIUM	to send, errands to do, et : Paper or Process that S	tc Supports People
.    Pull 3 High and lists.	3 Medium from your to do	list and transfer them	to your daily business &	personal to do

Notes

# Weekly Plan Sheet from January 14 - 20, 2024

Sunday, Jan 14	Monday, Jan 15	Tuesday, Jan 16	Wednesday, Jan 17
<b>6</b> ::15	115	6 ::15	:15
:30 :45	:30   :45	:45	:45
7	7	7 :15	<b>7</b>
:30	30	:30 	:30
8	8	8	8
:16	:16	:15	:15
:45	.45	:45	:45
9 :15	9 :15	9:15	9:15
:30	:30	1:30 	:30
10	.45 10	45	45
:16	:16	:15	:15
300 345	30 345	145	:30 :45
<b>11</b>	11 15	<b>11</b> :15	<b>11</b> :15
:30	30	] :30	:30
<sup>145</sup>	45   12	·45 12	·45 12
:15	:15	:15	:15
:30 :45	:30 :45	:30	:30
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:15	.15 .30	:16 :30	:15
:45	.45 2	45	.45 <b>2</b>
:15	115	:15	:15
.30 .45	30 45	:30	:30
3	3	3	3
:15	:15  :30	130	130
:45	:45	:45	:45
115	115	:15	:15
:30 :45	.30 .45	:30	:30
5	5	5	5
:15	:15	:15	:15
:45	:45	:45	:45
:15	1:15	<b>6</b> ::15	115
:30	:30	:30	:30
7	<sup>.45</sup>	7	7
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:30	30	:30	:30
9	9	9	9
:15	:15	:15	:15
:30	:45	:30 :45	:30 :45

# Weekly Plan Sheet from January 14 - 20, 2024

/	/	•
Thursday, Jan 18	Friday, Jan 19	Saturday, Jan 20
	6	6
	:15	:15
	30	:30
	<sup>.45</sup> 7	7
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	11	11
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	30	30
	:45	:45
	12	12
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	:30	:30
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	:30	:30
	45	:45
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	3	3
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	8	8
	:15	:15
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	:45	:45
	9	9
	:15	:15
	:30	:30
	: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

- # 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:

Onit 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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
TAM	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
9AM	2				
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IOAM	4				
	5				
IIAM	6				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
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INPM	MTI FAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Monday, January 15, 2024

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 IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
16.11				
IPM				
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2PM				
21171				
3PM				
51141	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/E NOTES TO:
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7PM	NEW BOOKINGS:	RETAIL SALES T	ODAY	SHARED MARY KAY WITH:
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INPM	MTI FAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Tuesday, January 16, 2024

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 IMPOARTANT THIN	IGS TO DO TODAY	- PERSONAL/FAM	ILY
	1			
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7PM	NEW BOOKINGS:	RETAIL SALES 1	TODAY	SHARED MARY KAY WITH:
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INPM	MTLFAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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2	4
NOTES / THOUGHTS	

### DATE: Wednesday, January 17, 2024

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			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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2	4
NOTES / THOUGHTS	

## DATE: Thursday, January 18, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
ТАМ	5			
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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2	4
NOTES / THOUGHTS	

### DATE: Friday, January 19, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - N	MARY KAY BUSIN	ESS
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:
4PM				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SALES T	TODAY	SHARED MARY KAY WITH:
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0111				
9PM				
n 1*1				
INPM	MTI FAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
1	5
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3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
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3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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2	4
NOTES / THOUGHTS	

## DATE: Saturday, January 20, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - N	MARY KAY BUSIN	ESS
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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IOAM	4			
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IIAM	6			
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I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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7PM	NEW BOOKINGS:	RETAIL SALES T	TODAY	SHARED MARY KAY WITH:
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0111				
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n 1*1				
INPM	MTI FAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

SUNDAY BRAIN DUMP for the week of Jan 21 - Jan 27, '24  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it!
3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes

# Weekly Plan Sheet from January 21 - 27, 2024

Sunday, Jan 21	Monday, Jan 22	Tuesday, Jan 23	Wednesday, Jan 24
<b>6</b> :15	6   :15	:15	6 :15
:30 :45	:45	30 :45	:45
<b>7</b>	7	7 :15	7 :15
:30	30	30	:30
8	8	445 <b>8</b>	8
:15	:15	:15	:15
.45	.45	:45	:45
9 :15	:15	9 ::15	115
:30	30	30	:30
10	10	45	45
:15	:15	:15	:15
:45	:45	:45	:45
<b>11</b> :15	<b>11</b> :15	<b>11</b> ::15	<b>11</b> :15
:30	:30 :45	30 45	:30
12	12		12
:15	:15 :30	:15	:15
:45	:45	:45	:45
115	<b>1</b>  :15	115	.ti5
:30 :45	:30 :45	.30 .45	:45
2	2	2	2
:15	:15	115	130
:45	.45 3	45	3
:15	:15	115	:15
:30 :45	:30   :45	:30 :45	:30   :45
4	4	4	4
:15	:15	:15	:15
45	:45   <b>5</b>	:45 <b>5</b>	:45 <b>5</b>
:15	:15	:15	:15
:30 :45	:30 :45	30	:30
<b>6</b>	6:15	6 :15	6:15
:30	:30	30	30
·45 7	.45	:45 <b>7</b>	:45 <b>7</b>
:15	:15	:15	:15
:30 :45	:30 :45	30	30
<b>8</b> :15	8	8 115	8:15
:30	30	:30	:30
.45 <b>9</b>	9	9 ·	9
:15	:15	:15	:15
:30 :45	:30   :45	30	:30

## Weekly Plan Sheet from January 21 - 27, 2024

/		
Thursday, Jan 25	Friday, Jan 26	Saturday, Jan 27
	6	6
	:15	:15
	:30	:30
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	:30	:30
	:45	:45
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	45	:45
	2	2
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	:30	:30
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	3	3
	:15	:15
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	:15  :30	:15
	:30 :45	:30
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	.45	:45
	8	8
	:15   :30	:15
	130 145	:30
	9	9
	:15	:15
	:30	:30
	: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 RES	OLTS
# 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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS					
5AM - Quiet Time/Devi/Prayers						
Million \$ Call: 641-715-3900 44336#	2					
6AM	3					
	4					
7AM	5					
	6					
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY					
	1					
9AM	2					
	3					
IOAM	4					
	5					
IIAM	6					
I2PM	PHONE CALLS TO MAKE/RETURN	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
16.11						
IPM						
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21171						
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51141	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:			
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7PM	NEW BOOKINGS:	RETAIL SALES T	ODAY	SHARED MARY KAY WITH:		
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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2	4
NOTES / THOUGHTS	

### DATE: Monday, January 22, 2024

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				
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8AM	SIX MOST IMPOARTANT TH	INGS TO DO TODAY	- PERSONAL/FAM	NILY	
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7PM	NEW BOOKINGS:	RETAIL SALES	TODAY	SHARED MARY KAY WITH:	
8PM					
9PM					
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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2	4
NOTES / THOUGHTS	

#### DATE: Tuesday, January 23, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3 4			
ТАМ	5			
8AM	SIX MOST IMPOARTANT THI	NGS TO DO TODAY	- PERSONAL/FAM	ILY
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IOAM	4 5 6			
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3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES TO:
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6PM				
7PM	NEW BOOKINGS:	RETAIL SALES	TODAY	SHARED MARY KAY WITH:
8PM				
9PM				
IOPM	MTLFAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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2	4
NOTES / THOUGHTS	

## DATE: Wednesday, January 24, 2024

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 IMPOARTANT THIN	IGS TO DO TODAY	- PERSONAL/FAM	ILY
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IIAM	6			
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8PM				
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IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

## DATE: Thursday, January 25, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers					
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
TAM	5				
	6				
8AM	SIX MOST IMPOARTANT THIN	GS TO DO TODAY -	- PERSONAL/FAM	ILY	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

### DATE: Friday, January 26, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

### DATE: Saturday, January 27, 2024

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				
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TAM	5				
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8AM	SIX MOST IMPOARTANT THIN	IGS TO DO TODAY	- PERSONAL/FAM	ILY	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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2	4
NOTES / THOUGHTS	

SUNDAY BRAIN DUMP for the week of Jan 28 - Feb 3, '24  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes			

## Weekly Plan Sheet from January 28 - February 3, 2024

Sunday, Jan 28	Monday, Jan 29	Tuesday, Jan 30	Wednesday, Jan 31
6 :15	6 :15	6 :15	115
:30	:30 :45	.30 .45	.30 .45
7	7		7
:30	115	:15 :30	115
:45	:45	:45	:45
115	:15	:15	:15
:30 :45	:30 :45	30 45	30 45
	9		9
:15	:15	:15	:15
:45	:45	:45	:45
10 :15	10	<b>10</b>	10
:30	:30	30	:30
.45 11	:45 11	<sup>.45</sup>	x45 11
:15	:15	:15	:15
:30	:30	.30 .45	.30 .45
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:15	:15	:15	:15
:45	:45	:45	:45
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## Weekly Plan Sheet from Jan 28 - Feb 3, 2024

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Thursday, Feb I	Friday, Feb 2	Saturday, Feb 3
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	30	:30
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	7	7
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	8	8
	:15	:15
	:30	:30
	:45	:45
	9	9
	:15	:15
	:30	:30
	: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

	/	DECLUT	$\sim$
300KINGS/	LHCES	KESULI.	0

- 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

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					
TAM	5					
	6					
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY					
9AM	2					
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

# DATE: Monday, January 29, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - N	MARY KAY BUSIN	IESS
5AM - Quiet Time/Devi/Prayers	1			
Million \$ Call: 641-715-3900 44336#	2			
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

## DATE: Tuesday, January 30, 2024

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			
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TAM	5			
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

# DATE: Wednesday, January 31, 2024

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			
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TAM	5			
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

# DATE: Thursday, February 1, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - N	MARY KAY BUSIN	ESS
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
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TAM	5			
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8AM	SIX MOST IMPOARTANT THIN	GS TO DO TODAY -	- PERSONAL/FAM	ILY
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

# DATE: Friday, February 2, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - N	MARY KAY BUSIN	ESS
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
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TAM	5			
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8AM	SIX MOST IMPOARTANT THIN	GS TO DO TODAY -	- PERSONAL/FAM	ILY
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7PM	NEW BOOKINGS:	RETAIL SALES T	TODAY	SHARED MARY KAY WITH:
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n 1*1				
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

# DATE: Saturday, February 3, 2024

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			
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8AM	SIX MOST IMPOARTANT THIN	GS TO DO TODAY	- PERSONAL/FAM	ILY
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IPM				
2PM				
ZPIM				
3PM	A ICL LOOK ITACTO (DEFEDDALO		THANKANANA	IF NOTEC TO
	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VENUTES 10:
4PM				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SALES 1	TODAY	SHARED MARY KAY WITH:
8PM				
5,1,1				
9PM				
IOPM	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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
1	4		
2	5		
3	6		
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI			
1	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
	3		
2	4		
NOTES / THOUGHTS			

Notes



MY SUCCESS PLAN

FEBRUARY 2024

www.epiclegacy.team



February

Sunday	Monday	Tuesday	Wednesday
71	r	,	7.0 ( 2024)
4	5	6	7 Spring 2024 Look Book Begins Mailing
Super Bowl LUIII	12	13	14 Ualentine's Day
18	19 Family Day	20	21
25	26	27	28



Thursday	Friday	Saturday	
[	2 Groundhog Day	3	
8	9 Spring 2024 Early Order For PCP/Stars Begins	10	
15 National Flag Day of Canada	16 Spring 2024 Official Product Launch	17	_
22	23	24	_
29			_

# March 2024

S	М	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						

<b>R</b> 1	1		
	~	<b>"^</b> ^	
1 /	O	AC	
• 1		いしこ	•





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!

I	6	
2	7	12
3	8	13
4	q	14
5	10	15

## Ist Quarter Stars! (Total Unit Stars)

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

	4	7
2	5	8
3	6	q

Personal & Unit Goals	Beginning of Month	End of Month.
Unit Club Goal	Total on the let:	Total:
Court of Personal Sales	YTD on the 1st:	YTD Total:
Court of Personal Sharing	# of Qualified on lst:	# 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:	My Retail Sales Goal:
Ready. Set. GOAL!	\$\tau_{\text{(Include the tax for your goal in your profit total)}}\$\tau_{\text{constant}} \tau_{\text{constant}}	Retail Goal ÷ Average per Facial = # Faces To Pamper:
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 a your sister consultants by the 5th!	
Break your goal into bite size chunks!	Month End Actual Totals: Total Sold: 40% Profit: 50% Wholesale:	Orders Placed This Month:  Section 1 Section 2

Total:

Projected Unit Wholesale Production:	Month/Quarter:
Actual Unit Wholesale Production:	Projected Pay:

#### **Personal Sales**

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

#### **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 =** 

#### **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 =** 

#### **Personal Team Building**

\$100 bonus for each new personal qualified unit member

# of New Qual. \_\_\_\_\_ x \$100

PTB Bonus =

#### **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 =** 

## **Unit Development**

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

1.	 	 	
2.			

2			
<b>3</b> .			

4.				

7			

10.			
10.			

Devel. 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

		% Paid	
Pers. Unit Monthly W/S	# Offspring Units	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 ar Trackers and receipts in to your accountant, or			onthly Expense pag	ges, Mileage
Tax Deduction Categories:				
<ul> <li>Advertising Expenses:</li> <li>Booths</li> <li>Product Gifts (Including the retail tax you paid)</li> <li>Demo Products (Including the retail tax you paid)</li> <li>Printed Material</li> <li>Preferred Customer Program</li> </ul>	Expense:  1. ———————————————————————————————————	Category:	Amount:	Receipt:  YES NO  YES NO
<ul><li>Bad Debts:</li><li>Uncollected Sales or Sales Tax</li></ul>	3			_ YES

Bad Debts:			
<ul> <li>Uncollected Sales or Sales Tax</li> </ul>	4. —	 	YES NO
Car Expenses:			
<ul> <li>Gas/Car Wash (If you drive a company vehicle)</li> </ul>	5. ———	 	YES NO
<ul> <li>Maintenance/Repairs/Oil</li> </ul>			
• Insurance/Lease Car Payments/Auto Loan Interest /	6	 	YES NO
License & Registration			

Child Care:

Utilities:

Mileage:

Health Insurance:

Mortgage/Rent: \_

#### **Charitable Donations:** Cash/Product Donations

#### **Education/Training:**

Conferences/Workshops/Meeting Fees

#### Books/Audio Training

• Parking/Tolls

#### 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

#### 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

	Category:	Amount:	Кесеірт:
			_ YES NO
. ———			_ YES NO [
			_ YES  NO [
			_ YES NO [
			_ YES NO [
			_ YES _ NO [
			_ YES NO
			_ YES NO
			_ YES _ NO [
). ————			_ YES  NO [
. ———			_ YES NO [
2. ———			_ YES NO
j. ———			_ YES NO
l			_ YES  NO [
5. ———			_ YES  NO [
). ———			_ YES NO
			_ YES  NO [
3. ———			_ YES NO [
). ————			_ YES  NO [
D. ————			_ YES NO [
l. ————			_ yes    No [
2. —————			_ YES  NO [

KEY LEADERS I'M WORKING WITH THIS MONTH!			
LEADER:	LEADER:		
LEADED	LEADED		
LEADER:	LEADER:		
LEADER:	LEADER:		

KEY LEADERS I'M WORKING WITH THIS MONTH!			
LEADER:	LEADER:		
LEADED	LEADED		
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

\$\frac{1}{2}\$ then deduct that total from your goal.

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

# Personal Retail Sales Monthly Goal:\_\_\_\_\_

<u>Date</u>	Income Producing Activities	Total Retail Sales w/o Tax	Sales Needed to Finish Goal
	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							
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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							
43							
44							
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54							
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56							
57							
58							
59							
60							

# Shary Kay Opportunity The Mary Kay Opportunity The 4 P's Questions

You can use the 4P'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.

- I. 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)

# 6 Reasons People Choose A Mary Kay Business

#### · I. 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 "qetting 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.

#### · I. 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

## My PERSONAL Sharing Appointments: Highlight the ones that START their business this Month!!

Name	Name
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!!

	21
2	22
3	23
Ц	24
5	25
$\phi$	26
7	27
8	28
9	29
10	30
	3
12	32
13	33
IH	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         17       77         48       78         49       79         50       80         51       81         52       82         53       83         54       84         55       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		
43       73         44       74         45       75         46       77         47       77         48       78         49       79         50       80         51       81         52       82         53       33         54       84         55       86         57       87         58       84         54       84         60       90         61       9         62       92         63       43         64       94         65       96         66       96         67       97         68       98         69       99         60       90         61       90         62       90         63       91         64       94         65       92         66       96         67       97         68       98         69       99         60       90	41	71
цц       74         ц5       75         ц6       76         ц7       77         ц8       78         ц9       79         50       80         51       81         52       82         53       83         54       84         55       85         56       86         57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	42	72
45         75           46         76           47         78           48         79           50         80           51         8           52         82           53         83           94         84           55         85           56         86           57         87           58         88           59         88           60         90           61         91           62         42           63         43           64         44           65         45           66         47           68         48           69         49           60         49           61         49           62         49           63         49           64         49           65         49           66         49           67         49           68         49           69         49           60         49           61 <t< td=""><td>43</td><td>73</td></t<>	43	73
46         76           47         78           48         79           50         80           51         8           52         82           53         84           54         84           55         85           56         86           57         87           58         88           59         84           60         90           61         9           62         92           63         93           64         94           65         95           66         96           67         97           68         98           69         98           69         98           69         98           69         98           69         99           68         98           69         99           60         90           61         90           62         90           63         90           64         90           65 <td< td=""><td>ЧЧ</td><td>74</td></td<>	ЧЧ	74
47         48       78         49       79         50       80         51       81         52       82         53       83         54       84         55       85         56       87         58       88         59       88         60       90         61       9         62       92         63       93         64       94         65       95         66       96         66       96         67       97         68       98         69       99	45	75
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       98         69       99	46	76
49       79         50       80         51       81         52       82         53       83         54       84         55       85         56       86         57       87         58       83         59       84         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	47	77
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       96         67       97         68       98         69       99	48	78
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         64       94	49	79
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	50	80
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	51	81
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	52	82
55       85         56       86         57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	53	83
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	54	84
57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	55	85
58       88         59       89         60       90         61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	56	86
59       89         60       90         61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	57	87
60       90         61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	58	88
61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	59	89
62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	60	90
63       93         64       94         65       95         66       96         67       97         68       98         69       99	6	q
64       94         65       95         66       96         67       97         68       98         69       99	62	92
65       95         66       96         67       97         68       98         69       99	63	93
66       96         67       97         68       98         69       99	<i>6</i> 4	94
67       97         68       98         69       99	65	95
68       98         69       99	66	96
69	67	97
	68	98
70 100	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
	+	=	+	=	

# Sharing Appointment Details

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

Date	Name Cell/ Email	Address Notes
	1	
	2	
	3	
	4	
	5	
	6	
	7	
	8	
	δ	
	9	
	10	
	<b>II</b>	
	12	
	В	
	14	
	15	

Date	Name Cell/ Email	Address Notes
	16	
	П	
	18	
	16	
	19	
	20	
	21	
	22	
	23	
	24	
	25	
	2/	
	26	
	27	
	28	
	29	
	30	

Date	Name Cell/ Email	Address Notes
	31	
	32	
	33	
	34	
	35	
	2/	
	36	
	37	
	38	
	39	
	40	
	41	
	42	
	112	
	43	
	44	
	45	

Date	Name Cell/ Email	Address Notes
	46	
	47	
	48	
	10	
	49	
	50	
	51	
	52	
	JL .	
	53	
	54	
	55	
	E/	
	56	
	57	
	58	
	59	
	/0	
	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	
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Date	Name Cell/ Email	Address Notes
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	105	

Notes

# New Consultants

## New Personal & Unit Members Month\_\_\_\_

Start Date	Name	15th Day	Cell #	Started NC Info Sheet	First Order Amount

Start Date	Name	15th Day	Cell #	Started NC Info Sheet	First Order Amount



# Mary Kay Pearls Girls Love Pearls Tracking!

6 BRACELET  10 NECKLACE  Tip: You will have more success when you share with women you truly want to work with. Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket



## Mary Kay Pearls Girls Love Pearls Tracking!

6 BRACELET 10 NECKLACE Tip: You will have more success when you share with women you truly want to work with. Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Notes

# February

l. 2.	SUNDAY BRAIN DUMP for the week of Feb 4 - Feb 10, '24  This is a master to do list! List everything on your mind, emails to send, errands to do, etc  Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it!  Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes

### Weekly Plan Sheet from 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
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115	:15 :30	:15	:15
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: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
<b>12</b> 115	12 :15	12 :15	12 :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 :15	:15	115	115
130	: io	: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
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.45	:45	:45	.45
6	6	6	6
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. 445	245	:45	:45
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30 45	:30 	:30   	:30
.nu	:45	:45	.40

#### Weekly Plan Sheet from February 4 - February 10, 2024

,	,	/
Thursday, Feb 8	Friday, Feb 9	Saturday, Feb 10
6	6	6
:16	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30   :45	:30
8	8	8
115	115	:15
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45	:45	:45
9	9	9
:15	:15	:15
:30 :45	30	:30
10	10	10
:15	15	:15
:30	30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
12	12	12
115	15	:15
:30	30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
2	2	2
<b>1</b> 15	<b>4</b>	:15
:30	30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
45	45	45
<b>4</b> :15	<b>4</b>   :15	:15
:30	30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	30	:30
45	:45	45
115	:15	:15
:30	30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	.30	:30
:45	.45	:45
8 115	8 :15	:15
:15	:15	:16
: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

BOOKING		RESULTS
DOONING	73/ FACES	KESULIS

- # 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:

Jnit 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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
16.11				
IPM				
11.11				
2PM				
21171				
3PM				
51141	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/E NOTES TO:
4PM				
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JE IVI				
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OF IMI				
7PM	NEW BOOKINGS:	RETAIL SALES T	ODAY	SHARED MARY KAY WITH:
H 1*1				
CDA A				
8PM				
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9PM				
INPM	MTI FAGE 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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
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.			
	3		
2	4		
NOTES / THOUGHTS			

#### DATE: Monday, February 5, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
16.11				
IPM				
11.11				
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21171				
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51141	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/E NOTES TO:
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7PM	NEW BOOKINGS:	RETAIL SALES T	ODAY	SHARED MARY KAY WITH:
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9PM				
INPM	MTI FAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
1	5		
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3	7		
4	8		
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
	4		
2	5		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
1	4		
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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.			
	3		
2	4		
NOTES / THOUGHTS			

#### DATE: Tuesday, February 6, 2024

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			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			ILY
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IOAM	4			
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IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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3PM	A ICL A COA ITA CTO (DECEDDA) O		T11048/1/011/1101	IE NOTES TO
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7PM	NEW BOOKINGS:	RETAIL SALES 1	ΓΟΡΑΥ	SHARED MARY KAY WITH:
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
1	4		
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS  "Love your business like a hobby. Treat your business like a business" - Emily Caswell			
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

#### DATE: Wednesday, February 7, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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7PM	NEW BOOKINGS:	RETAIL SALES T	UDAY	SHARED MARY KAY WITH:
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
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3	6		
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS  "Love your business like a hobby. Treat your business like a business" - Emily Caswell			
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2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
	3		
2	4		
NOTES / THOUGHTS			

#### DATE: Thursday, February 8, 2024

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 IMPOARTANT THIN	GS TO DO TODAY	- PERSONAL/FAM	ILY
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I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
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9PM				
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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4	8		
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
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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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
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.			
	3		
2	4		
NOTES / THOUGHTS			

#### DATE: Friday, February 9, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
TAM	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	6				
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
IPM					
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<u></u>	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:	
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6PM					
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7PM	NEW BOOKINGS:	RETAIL SALES 1	ΓΟDAY	SHARED MARY KAY WITH:	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE					
Believe in Yourself and You will be Unstoppable					
1	5				
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4	8				
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTES) When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)				
1	4				
2	5				
3	6				
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -				
1	4				
2	5				
3	6				
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI					
1	3				
2	4				
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
	3				
2	4				
NOTES / THOUGHTS					

#### DATE: Saturday, February 10, 2024

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
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PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
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NEW CONTACTS/REFERRALS		THANK YOU / LOV	/ENOTES 10:	
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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, HOSTES) When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)				
1	4				
2	5				
3	6				
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -				
1	4				
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3	6				
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI					
1	3				
2	4				
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
	3				
2	4				
NOTES / THOUGHTS					

# SUNDAY BRAIN DUMP for the week of Feb II - 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.

Notes

### Weekly Plan Sheet from February 11 - February 17, 2024

Sunday, Feb II	Monday, Feb 12	Tuesday, Feb 13	Wednesday, Feb 14
f :15	<b>6</b>	<b>6</b> :15	:15
:30 :45	:30	.30 .45	.30 .45
7	7	7	7
:15	:15	15 30	130
:45	:45	:45	:45
:16	8 :15	<b>8</b> ::15	<b>8</b> :15
:30	:30	:30	:30
9	9	9	9
:15	:15	:15	:15
:30 :45	.30 .45	30 45	.30 .45
10	10		10
:16	:15	:15	:15
:45	:45	:45	:45
<b>11</b>	<b>11</b> :15	<b>11</b>	<b>11</b>
:30	:30	30	:30
<sup>145</sup>	<sup>.45</sup>	<sup>45</sup>	<sup>145</sup>
:15	:15	:15	:15
.30	:30	:30 :45	:30 :45
1	1	1	1
:15	:15 :30	:15	:15
.45	:45	:45	:45
<b>2</b>	<b>2</b> :15	<b>2</b>	<b>2</b> :15
.30	:30	:30	:30
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4	4	4	4
:15	:15	:15	:15
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:15	:15	115	115
:30	:30	.30	.30
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:15	:15	:15	:15
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8	8 :15	8 115	8
:30	:30	:30	:15
.45	:45	:45	:45
115	115	115	115
: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
	:15	:15
	30	:30
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	45	:45
	9 :15	9 :15
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	45	:45
	10	10
	:15	:15
	:30	:30
	:45	:45
	11	11
	:15  :30	:15
	:30 :45	:30   :45
	12	12
	115	:15
	30	:30
	:45	:45
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	:30	:30
	:45	:45
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	:15	:15 :30
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	3	3
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	30	:30 
	.45	·45 8
	8 115	:15
	30	:30
	45	:45
	9	9
	:15	:15
	:30	:30
	: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

	/	OFCULTO	•
BOOKINGS,	/FACES	<b>RESULIS</b>	)

- # 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 II, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
TAM	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	6				
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
IPM					
<u> </u>					
2PM					
3PM	A ICL A COA ITA CTO (DECEDDA) O		T11048/1/011/1101	IE NOTES TO	
<u></u>	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:	
4PM					
5PM					
JI M					
6PM					
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7PM	NEW BOOKINGS:	RETAIL SALES 1	ΓΟDAY	SHARED MARY KAY WITH:	
II I*I					
SDV V					
8PM					
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9PM					
INPM	MTI FAGE TO RECORD:				
	IVIII EAISE IOREI ORD:				

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, HOSTES) When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)				
1	4				
2	5				
3	6				
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -				
1	4				
2	5				
3	6				
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI					
1	3				
2	4				
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
	3				
2	4				
NOTES / THOUGHTS					

#### DATE: Monday, February 12, 2024

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
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4				
6				
PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
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NEW CONTACTS/REFERRALS		THANK YOU / LOV	/ENOTES 10:	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

#### DATE: Tuesday, February 13, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
IPM				
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3PM	A ICL A COA ITA CTO (DECEDDA) O		T11048/1/011/1101	IE NOTES TO
<u></u>	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:
4PM				
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7PM	NEW BOOKINGS:	RETAIL SALES 1	ΓΟΡΑΥ	SHARED MARY KAY WITH:
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INPM	MITEAGE IN RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Wednesday, February 14, 2024

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 IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
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I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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3PM	NICLL CONTRACTO (DECEDE ALC		T110111/1/011/101	IE NIOTEC TO
	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES TO:
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7PM	NEW BOOKINGS:	RETAIL SALES 1	ГОDAY	SHARED MARY KAY WITH:
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9PM				
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IOPM	MILEAGE TO RECORD:			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
1	5
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3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Thursday, February 15, 2024

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 IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
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I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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2PM				
3PM	NICLL CONTRACTO (DECEDE ALC		T110111/1/011/101	IE NIOTEC TO
	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES TO:
4PM				
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3111				
6PM				
OI I'1				
7PM	NEW BOOKINGS:	RETAIL SALES 1	ГОDAY	SHARED MARY KAY WITH:
11.1				
8PM				
OI I*I				
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IOPM	MILEAGE TO RECORD:			
IUI ITI	LITTEL IOF TO LITCOLLA.			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Friday, February 16, 2024

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 IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
16.11				
IPM				
11.11				
2PM				
21171				
3PM				
51141	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/E NOTES TO:
4PM				
5PM				
JE IVI				
6PM				
OF IMI				
7PM	NEW BOOKINGS:	RETAIL SALES T	ODAY	SHARED MARY KAY WITH:
H 1*1				
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9PM				
INPM	MTI FAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Saturday, February 17, 2024

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 IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
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IIAM	6			
	_			
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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2PM				
3PM	NICLL CONTRACTO (DECEDE ALC		T110111/1/011/101	IE NIOTEC TO
	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES TO:
4PM				
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6PM				
OI I'1				
7PM	NEW BOOKINGS:	RETAIL SALES 1	ГОDAY	SHARED MARY KAY WITH:
11.1				
8PM				
OI I*I				
9PM				
II 1*1				
IOPM	MILEAGE TO RECORD:			
IUI ITI	LITTEL IOF TO LITCOLLA.			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

SUNDAY BRAIN DUMP for the week of Feb 18 - 2  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc.  2. Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Sup or - LOW: Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & polists.	 oports People -
or - LOW: Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & pe	

Notes

# 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
130	:30	:30	:30
	:45	.45	.45
10	10	10	10
:15	:15	:15	:15
30	:30 	:30 Luc	:30 Luc
	:45	:45	.45
11	11	11	11
:15	:15	:15	:15
:30	:30 	:30	:30
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<b>12</b> :15	12 :15	12 :15	12 :15
:30	:30	:30	:30
-45	.45	:45	:45
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:15	<b>'</b>  :15	'  :15	:15
:30	30	:30	:30
:45	.45	:45	:45
2	2	2	2
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:30	I :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
46	:45	:45	:45
8	8	8	8
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30	:30 	:30   	:30 
:45	:45 	.45	.45
9 :15	:15	9	9
130	30	:30	:10
145	:30 :45	:45	:45
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# Weekly Plan Sheet from Feb 18 - 24, 2024

/		
Thursday, Feb 22	Friday, Feb 23	Saturday, Feb 24
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	:15	:15
	:30	:30
5	.45	:45
	7	7
5	115	:15 :30
5	:45	:45
	8	8
5	:15	:15
0	:30	:30
5	:45	:45
	9	9
5	:15	:15
	:30	:30
5	:45	:45
5	10	10
0	330	:30
5	:45	:45
I	11	11
5	:15	:15
0	:30	:30
5	.45	:45
2	12	12
5	:15	:15
5	.45	:45
	1	1
5	:15	:15
0	30	:30
5	:45	:45
	2	2
5	:15	:15
0	:30	:30
5	3	3
5	S   :15	:15
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5	:45	:45
	4	4
5	:15	:15
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5	:45	:45
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	8	8
5	:15	:15
	:30	:30
5	:45	:45
	9	9
	:15	:15
0	:30	:30
5	: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	<b>RESU</b>	)TS
BOOKINGS	/	KLSU	'LIO

- # 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

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 IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
	3				
IOAM	4				
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IIAM	6				
	_				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
IPM					
2PM					
3PM	NICLL CONTRACTO (DECEDE ALC		T110111/1/011/101	IE NIOTEC TO	
	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES TO:	
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7PM	NEW BOOKINGS:	RETAIL SALES 1	ГОDAY	SHARED MARY KAY WITH:	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Monday, February 19, 2024

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 IMPOARTANT THIN	GS TO DO TODAY -	- PERSONAL/FAM	ILY
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
16.11				
IPM				
11.11				
2PM				
21171				
3PM				
51141	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/E NOTES TO:
4PM				
5PM				
JE IVI				
6PM				
OF IMI				
7PM	NEW BOOKINGS:	RETAIL SALES T	ODAY	SHARED MARY KAY WITH:
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8PM				
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INPM	MTI FAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	FERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTES) When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
1	4
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CA "Love your business like a hobby. Treat your business like a business	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
1	3
2	4
NOTES / THOUGHTS	

#### DATE: Tuesday, February 20, 2024

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 IMPOARTANT THIN	IGS TO DO TODAY	- PERSONAL/FAM	ILY
	1			
9AM	2			
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I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

### DATE: Wednesday, February 21, 2024

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 IMPOARTANT THIN	GS TO DO TODAY	- PERSONAL/FAM	ILY
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI			
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

### DATE: Thursday, February 22, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - N	MARY KAY BUSIN	IESS	
5AM - Quiet Time/Devi/Prayers	1				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
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7AM	5				
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8AM	SIX MOST IMPOARTANT THIN	GS TO DO TODAY -	- PERSONAL/FAM	ILY	
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7PM	NEW BOOKINGS:	RETAIL SALES T	ODAY	SHARED MARY KAY WITH:	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI			
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

## DATE: Friday, February 23, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - N	MARY KAY BUSIN	IESS	
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
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8AM	SIX MOST IMPOARTANT THIN	GS TO DO TODAY -	- PERSONAL/FAM	ILY	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI			
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

#### DATE: Saturday, February 24, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - I	MARY KAY BUSIN	JESS	
5AM - Quiet Time/Devi/Prayers	1				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
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TAM	5				
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8AM	SIX MOST IMPOARTANT THIN	IGS TO DO TODAY	- PERSONAL/FAM	ILY	
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IIAM	6				
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<u></u>	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:	
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7PM	NEW BOOKINGS:	RETAIL SALES 1	ΓΟΡΑΥ	SHARED MARY KAY WITH:	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	FERRALS/CURRENT CUSTOMER BASE				
Believe in Yourself and You will be Unstoppable					
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4	8				
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTES) When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)				
1	4				
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -				
1	4				
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3	6				
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Love your business like a hobby. Treat your business like a business					
	3				
2	4				
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
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2	4				
NOTES / THOUGHTS					

SUNDAY BRAIN DUMP for the week of Feb 25 - Mar 2, 202  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People or - LOW: Delegate it!				
3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.				

Notes

# Weekly Plan Sheet from February 25 - March 2, 2024

Sunday, Feb 25	Monday, Feb 26	Tuesday, Feb 27	Wednesday, Feb 28
6 :15	115	::15	:15
.30 .45	30 45	:30	:30
7 :15	7	7	7 :15
:30	:30	] :30	] :30 
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:15	:15	:15	:15
45	45	:45	:45
<b>9</b> :15	9 :15	9 :15	115
:30	30	:30	:30
10	10	10	10
:15	:15	:15	:15
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:30	30	  :30	:30
12	45 12	<sup>145</sup>	12
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### Weekly Plan Sheet from Feb 25 - Mar 2, 2024

/		
Thursday, Feb 29	Friday, Mar I	Saturday, Mar 2
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	115	8 :15
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	9	9
	:15	:15
	:30	:30
	:45	:45

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

God: Devotion,	Church,	Bible Study,	,
-aith			

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

BOOKING	C/ENCES	DECLITO
BOOKING	3/ FACES	KESULIS

- # 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

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 IMPOARTANT THIN	GS TO DO TODAY	- PERSONAL/FAM	ILY	
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I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
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3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:	
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7PM	NEW BOOKINGS:	RETAIL SALES 1	TODAY	SHARED MARY KAY WITH:	
8PM					
9PM					
IOPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTES) When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO T	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

## DATE: Monday, February 26, 2024

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				
TAM	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	6				
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

# DATE: Tuesday, February 27, 2024

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			
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8AM	SIX MOST IMPOARTANT THI	NGS TO DO TODAY	- PERSONAL/FAM	ILY
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3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES TO:
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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2	4
NOTES / THOUGHTS	

# DATE: Wednesday, February 28, 2024

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			
ТАМ	5			
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8AM	SIX MOST IMPOARTANT THIN	IGS TO DO TODAY	- PERSONAL/FAM	ILY
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9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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2	4
NOTES / THOUGHTS	

# DATE: Thursday, February 29, 2024

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				
TAM	5				
	6				
8AM	SIX MOST IMPOARTANT THIN	IGS TO DO TODAY	- PERSONAL/FAM	ILY	
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IIAM	6				
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
IPM					
<u> </u>					
2PM					
3PM	A ICL A COA ITA CTO (DECEDDA) O		T11048/1/011/1101	IE NOTES TO	
<u></u>	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:	
4PM					
5PM					
JI M					
6PM					
OI I*I					
7PM	NEW BOOKINGS:	RETAIL SALES 1	ΓΟΡΑΥ	SHARED MARY KAY WITH:	
II I*I					
SDV V					
8PM					
ODA A					
9PM					
10014	MTI FAGE TO RECORD:				
INPM	MITEAGE IN RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

# DATE: Friday, March 1, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
IPM				
2PM				
3PM				
J114	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
4PM				
FD4.4				
5PM				
6PM				
	AUGUND OOL/TALC O	DETAIL CALEOT	-0.D. AV /	CHARTE MARKING ITTLE
7PM	NEW BOOKINGS:	RETAIL SALES T	UDAY	SHARED MARY KAY WITH:
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

# DATE: Saturday, March 2, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			ESS	
5AM - Quiet Time/Devi/Prayers					
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
TAM	5				
	6				
8AM	SIX MOST IMPOARTANT THIN	GS TO DO TODAY -	- PERSONAL/FAM	TLY	
	1				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	6				
				TO 01/	
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
IPM					
2PM					
3PM	NICL LOOKITACTO (DEFEDDALO		THANKAMAN	IL MOTEC TO	
	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:		
4PM					
5PM					
6PM					
7PM	NEW BOOKINGS:	RETAIL SALES T	TODAY	SHARED MARY KAY WITH:	
8PM					
0111					
9PM					
n 1*1					
INPM	MTI FAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

Notes



MY SUCCESS PLAN MARCH 2024

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# March

Sunday	Monday	Tuesday	Wednesday
3	4	5	6
10 Daylight Savings Begins	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			

		LULI							
Thursday	Friday	Saturday	A	P	Rİ		2C	)2	4
		2	5	М	T	W	Т	F	S
					2	3	4	5	6
			7   14	8	9	10	   8	12	13
			21	22	16 23	17 24		19	2C 27
7	8 International Women's Day	9	28			21	LJ	20	2 1
				•	. 1	t			
					$N_{\rm c}$	$\frac{1}{2}$	29		
14	15 Summer 2024 PCP Enrollment Begins	16							
	22	20							
21	22	23							
28	29 Good Friday	30							



S	М	T	W	T	F	5
	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				



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!

I	6	
2	7	12
3	8	13
4	q	14
5	10	15

### Ist Quarter Stars! (Total Unit Stars)

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

	4	7
2	5	8
3	6	q

Personal & Unit Goals	Beginning of Month	End of Month.
Unit Club Goal	Total on the let:	Total:
Court of Personal Sales	YTD on the 1st:	YTD Total:
Court of Personal Sharing	# of Qualified on lst:	# 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:	My Retail Sales Goal:
Ready. Set. GOAL!	\$\tau_{\text{(Include the tax for your goal in your profit total)}}\$\tau_{\text{constant}} \tau_{\text{constant}}	Retail Goal ÷ Average per Facial = # Faces To Pamper:
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 a your sister consultants by the 5th!	
Break your goal into bite size chunks!	Month End Actual Totals: Total Sold: 40% Profit: 50% Wholesale:	Orders Placed This Month:  Section 1 Section 2

Total:

Projected Unit Wholesale Production:	Month/Quarter:
Actual Unit Wholesale Production:	Projected Pay:

#### **Personal Sales**

Sect 1 @ 50%
Sect 5 @ 30%

#### **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 =

#### **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 =** 

#### **Personal Team Building**

\$100 bonus for each new personal qualified unit member

# of New Qual. \_\_\_\_\_ x \$100

PTB Bonus =

#### **Car Cash Compensation**

\*Only if Opting for Cash\*

7 1 3		
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 =** 

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

**Unit Development** 

1.						

|--|

4.			

7			

9
---

10.			
<b>.</b>			

Devel. 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

		% F	Paid
Pers. Unit Monthly W/S	# Offspring Units	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 a want to track your mileage on paper or with an Trackers and receipts in to your accountant, or u	app. At the end of the ye	ear turn in your Mo		
ax Deduction Categories:	,	,		
Advertising Expenses:	Expense:	Category:	Amount:	Receipt:
<ul><li>Booths</li><li>Product Gifts (Including the retail tax you paid)</li></ul>	1			YES NO
<ul><li>Demo Products (Including the retail tax you paid)</li><li>Printed Material</li></ul>	2. ———			YES NO
Preferred Customer Program	3			YES NO N
Bad Debts:  • Uncollected Sales or Sales Tax				
Car Expenses:	4. ———			- YES   NO
<ul><li>Gas/Car Wash (If you drive a company vehicle)</li><li>Maintenance/Repairs/Oil</li></ul>	5. ———			- YES NO
• Insurance/Lease Car Payments/Auto Loan Interest /	6			YES NO
License & Registration  • Parking/Tolls	7. ———			YES NO
Charitable Donations:	8			- YES NO N
<ul> <li>Cash/Product Donations</li> <li>Education/Training:</li> </ul>				
<ul> <li>Conferences/Workshops/Meeting Fees</li> </ul>				
Books/Audio Training				
Meals & Entertainment:  Coffee Appointments/Luncheons/Brunches	11. —			YES NO
<ul> <li>Meals on trips (@50%)</li> <li>Star Party or other outings</li> </ul>	12. —			- YES NO
Office Expenses:	13.			- YES NO
<ul> <li>Computer/Internet Expenses</li> <li>Phone Expenses</li> </ul>	14			YES NO
<ul> <li>Office Equipment (computers, desk, printers, etc)</li> <li>Misc Office Supplies</li> </ul>	15. ———			YES NO
Travel Expenses:	16. —			YES NO
<ul><li>Airfare</li><li>Hotel</li></ul>	17			YES NO
<ul><li>Cabs, Parking, Rental Car</li><li>Tips</li></ul>	18. —			- YES NO N
Outside Services/Contracted Labor:				
<ul> <li>Office Help/Office Manager/Office Assistant</li> </ul>	19. ————			
<ul><li>Cleaning Services</li><li>Repairs and Maintenance</li></ul>	20.			YES NO
Other Business Expenses:	21. ———			yes No
<ul><li>Bank/Propay/Credit Card service charges, fees</li><li>Dovetailing paid to another Consultant</li></ul>	22. ———			YES NO
<ul> <li>Dues &amp; Subscriptions (magazines, publications, networking meetings, chamber of commerce, etc)</li> </ul>	23. ———			- YES NO
<ul><li>Equipment Rentals</li><li>Finance Charges/Interest paid on business loans</li></ul>				
<ul> <li>Non-Product Gifts</li> </ul>	24			
<ul> <li>Insurance (business liability on Inventory)</li> <li>Legal and Professional Fees (accountants, attorneys)</li> <li>Licenses and Fees</li> </ul>	25. —			_ YES NO
<ul> <li>Meeting Room Rentals/Studio Rent</li> </ul>	Monthly Totals		Retail Sales fo	r
<ul><li>Non-collected sales tax on personal use products</li><li>Postage and Delivery</li></ul>	Child Care:			
<ul><li>Team/Unit Prizes</li><li>Section 2 Items (look books, party supplies, Starter</li></ul>	Health Insurance:			

Mortgage/Rent:

Utilities:

Mileage:

Buzz Kit (Directors)Miscellaneous Business Supplies

Red Jacket/Director or National Suit

Kit)

KEY LEADERS I'M WORKING WITH THIS MONTH!				
LEADER:	LEADER:			
LEADED	LEADED			
LEADER:	LEADER:			
LEADER:	LEADER:			

KEY LEADERS I'M WORKING WITH THIS MONTH!				
LEADER:	LEADER:			
LEADED	LEADED			
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

\$\frac{1}{2}\$ then deduct that total from your goal.

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

# Personal Retail Sales Monthly Goal:\_\_\_\_\_

<u>Date</u>	Income Producing Activities	Total Retail Sales w/o Tax	Sales Needed to Finish Goal
	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							
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53							
54							
55							
56							
57							
58							
59							
60							

# Shary Kay Opportunity The Mary Kay Opportunity The 4 P's Questions

You can use the 4P'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.

- I. 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)

# 6 Reasons People Choose A Mary Kay Business

#### · I. 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 "qetting 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.

#### · I. 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

## My PERSONAL Sharing Appointments: Highlight the ones that START their business this Month!!

Name	Name
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!!

	21
2	22
3	23
Ц	24
5	25
$\phi$	26
7	27
8	28
9	29
10	30
	3
12	32
13	33
IH	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         17       77         48       78         49       79         50       80         51       81         52       82         53       83         54       84         55       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		
43       73         44       74         45       75         46       77         47       77         48       78         49       79         50       80         51       81         52       82         53       33         54       84         55       86         57       87         58       84         54       84         60       90         61       9         62       92         63       43         64       94         65       96         66       96         67       97         68       98         69       99         60       90         61       90         62       90         63       91         64       94         65       92         66       96         67       97         68       98         69       99         60       90	41	71
цц       74         ц5       75         ц6       76         ц7       77         ц8       78         ц9       79         50       80         51       81         52       82         53       83         54       84         55       85         56       86         57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	42	72
45         75           46         76           47         78           48         79           50         80           51         8           52         82           53         83           94         84           55         85           56         86           57         87           58         88           59         88           60         90           61         91           62         42           63         43           64         44           65         45           66         47           68         48           69         49           60         49           61         49           62         49           63         49           64         49           65         49           66         49           67         49           68         49           69         40           60         40           61 <t< td=""><td>43</td><td>73</td></t<>	43	73
46         76           47         78           48         79           50         80           51         8           52         82           53         84           54         84           55         85           56         86           57         87           58         88           59         84           60         90           61         9           62         92           63         93           64         94           65         95           66         96           67         97           68         98           69         98           69         98           60         98           61         98           62         98           63         98           64         98           65         98           66         98           67         98           68         98           69         98           60 <td< td=""><td>ЧЧ</td><td>74</td></td<>	ЧЧ	74
47         48       78         49       79         50       80         51       81         52       82         53       83         54       84         55       85         56       87         58       88         59       88         60       90         61       9         62       92         63       93         64       94         65       95         66       96         66       96         67       97         68       98         69       99	45	75
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       98         69       99	46	76
49       79         50       80         51       81         52       82         53       83         54       84         55       85         56       86         57       87         58       83         59       84         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	47	77
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       96         67       97         68       98         69       99	48	78
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         64       94	49	79
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	50	80
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67       97         68       98         69       99	65	95
68       98         69       99	66	96
69	67	97
	68	98
70 100	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
	+	=	+	=	

# Sharing Appointment Details

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

Date	Name Cell/ Email	Address Notes
	1	
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Date	Name Cell/ Email	Address Notes
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Notes

# New Consultants

# New Personal & Unit Members Month\_\_\_\_

Start Date	Name	15th Day	Cell #	Started NC Info Sheet	First Order Amount

Start Date	Name	15th Day	Cell #	Started NC Info Sheet	First Order Amount



# Mary Kay Pearls Girls Love Pearls Tracking!

6 BRACELET  10 NECKLACE  Tip: You will have more success when you share with women you truly want to work with. Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket



# Mary Kay Pearls Girls Love Pearls Tracking!

6 BRACELET 10 NECKLACE Tip: You will have more success when you share with women you truly want to work with. Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Notes

# March

<ol> <li>This is a master to do list! List everything on your mind, emails to send, etc.</li> <li>Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or or - LOW: Delegate it!</li> <li>Pull 3 High and 3 Medium from your to do list and transfer them to your lists.</li> </ol>	r Process that Supports People -

Notes

# Weekly Plan Sheet from Mar 3 - Mar 9, 2024

Sunday, Mar 3	Monday, Mar 4	Tuesday, Mar 5	Wednesday, Mar 6
6			6
:15 :30	:15 :30	15 30	:15
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
30 445	:30   :45	:30 :45	:30
8			8
:15	:15	:15	:15
30	:30	:30	:30
<sup>145</sup>	y <sub>5</sub>	9	9
:15	:15	:15	:15
:30	:30	:30	:30
45	:45	:45	:45
<b>10</b> :15	<b>10</b> :15	<b>10</b> ::15	10
:30	:30	130	:30
:45	:45	:45	:45
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12	12		12
:15	:15	:15	:15
:30	:30		:30
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:30	:30	:30	:30
:45	:45	:45	:45
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:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
30 445	:30 :45	:30	:30
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
<sup>145</sup>	35 5	5	<sup>.45</sup>
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:30	:30	.30	:30
:45	:45	:45	:45
6 :15	<b>6</b> ::15	115	:15
30	1:30	30	:30
45	:45	:45	:45
7	7	7	7
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8	8	8	8
:15	:15	:15	:15
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9	<b>9</b>	9	9
:15	:15	115	:15
:30	:30	:30	:30
:45	:45	:45	.45

# Weekly Plan Sheet from Mar 3 - Mar 9, 2024

***************************************			excites you:
Thursday, Mar 7	Friday, Mar 8	Saturday, Mar 9	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15	:15	:15	Date Night
:30	:30	:30	Date Might
:45	:45	:45	
:15	1:15	<b>7</b>   115	Mary Kay Time: Meetings,
:30	30	:30	Networking, Training, etc.
:45	]  :45	:45	r vocasi i i i i i i i i i i i i i i i i i i
8	8	8	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30	:30	:30	Thereto, etc
9	9	9	INCOME PRODUCING ACTIVITY
:15	15	:15	Booking Appointments
30	30	  :30	Coaching Calls
:45	:45	:45	Team Phone Calls
10	10	10	Facials/Parties/Virtual Events
:15	:15	:15	Customer Follow Up Calls
30	:30	:30	Sharing the Opportunity
.45 11	11	·45 11	- Staring the Opportunity
:15	:15	:15	
:30	:30	:30	BOOKINGS/FACES RESULTS
:45	:45	:45	
12	12	12	# Booking Held this Week:
:15	:15	:15	
:30	:30 :45	;30 ;45	# Bookings Next Week:
1	1	1	
:15	:15	:15	# Faces This Week:
:30	:30	:30	
:45	:45	:45	PERSONAL SALES RESULTS
2	2	2	
:15	:15	:15	Total Sales This Week:
30 445	:30 :45	130   145	
3	3	3	-
:15	:15	:15	40% Profit:
:30	:30	:30	
:45	:45	:45	TDOCKING MAY STOD
4	4	4	TRACKING MY STAR
:15	:15	115	Wholesale Orders This Week:
:45	.45	.30   :45	
5	5	5	
:15	:15	:15	Amt. Needed to Finish Star:
:30	:30	:30	
:45	.45	:45	
6	6	6	Deit Stare to Date
:15	:15	30	Unit Stars to Date:
:45	:45	:45	
7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY
:30	:30	:30	RESULTS
:45	:45	:45	Darsonal Sharing Assta
8	8	8	Personal Sharing Appts:
:15	:15	:15	New Comment Town Miles
.45	:50	:30 :45	New Personal Team Mbrs:
9	9	9	
:15	:15	:15	Team Sharing Appts:
:30	:30	:30	
:45	:45	:45	New Team Members:

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
BOOKINGS/FACES RESULTS  # Booking Held this Week:
•
# Booking Held this 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:	

RESULTS	
Personal Sharing Appts: _	
, ereeriaa Graamig / ipp eer	

Team Sharing Appts:	
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#### DATE: Sunday, March 3, 2024

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					
TAM	5					
	6					
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY					
	1					
9AM	2					
	3					
IOAM	4					
	5					
IIAM	6					
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY			
IPM						
<u> </u>						
2PM						
3PM	A ICL A COA ITA CTO (DECEDDA) O		T11048/1/011/1101	IE NOTES TO		
<u></u>	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:		
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7PM	NEW BOOKINGS:	RETAIL SALES 1	ΓΟΡΑΥ	SHARED MARY KAY WITH:		
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8PM						
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9PM						
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INPM	MITEAGE IN 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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
1	4		
2	5		
3	6		
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI			
1	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
	3		
2	4		
NOTES / THOUGHTS			

#### DATE: Monday, March 4, 2024

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 IMPOARTANT THIN	GS TO DO TODAY	- PERSONAL/FAM	ILY
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9AM	2			
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IOAM	4			
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	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VENUTES 10:
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7PM	NEW BOOKINGS:	RETAIL SALES 1	TODAY	SHARED MARY KAY WITH:
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9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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2	6		
3	7		
4	8		
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
1	4		
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI			
1	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
	3		
2	4		
NOTES / THOUGHTS			

#### DATE: Tuesday, March 5, 2024

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			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT TH	INGS TO DO TODAY	- PERSONAL/FAM	NILY
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9AM	2			
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12PM	PHONE CALLS TO MAKE/RETU	IRN	ERRANDS TO DO TODAY	
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3PM	NEW CONTACTS/REFERRALS		THANK YOU / LO	VE NOTES TO:
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7PM	NEW BOOKINGS:	RETAIL SALES	TODAY	SHARED MARY KAY WITH:
8PM				
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IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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3	7		
4	8		
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
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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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI			
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2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

#### DATE: Wednesday, March 6, 2024

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 IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY					
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I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY			
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7PM	NEW BOOKINGS:	RETAIL SALES T	ODAY	SHARED MARY KAY WITH:		
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INPM	MTI FAGE TO RECORD:					

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE				
Believe in Yourself and You will be Unstoppable				
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4	8			
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)			
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3	6			
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -			
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				
3				
2	4			
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.				
	3			
2	4			
NOTES / THOUGHTS				

#### DATE: Thursday, March 7, 2024

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			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
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IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE				
Believe in Yourself and You will be Unstoppable				
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3	7			
4	8			
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)			
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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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -			
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				
3				
2	4			
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.				
	3			
2	4			
NOTES / THOUGHTS				

#### DATE: Friday, March 8, 2024

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			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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9AM	2			
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IOAM	4			
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IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
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IOPM	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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)			
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -			
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				
3				
2	4			
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.				
	3			
2	4			
NOTES / THOUGHTS				

#### DATE: Saturday, March 9, 2024

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 IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
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9AM	2				
	3				
IOAM	4				
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IIAM	6				
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I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE				
Believe in Yourself and You will be Unstoppable				
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2	6			
3	7			
4	8			
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)			
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -			
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				
3				
2	4			
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.				
	3			
2	4			
NOTES / THOUGHTS				

1.	SUNDAY BRAIN DUMP for the week of March 10 - 16, 2024  This is a master to do list! List everything on your mind, emails to send, errands to do, etc  Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People -
3.	or - LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes

# Weekly Plan Sheet from March 10 - March 16, 2024

Sunday, Mar 10	Monday, Mar II	Tuesday, Mar 12	Wednesday, Mar 13
6		6	6
:15	:15	:15	:15
:30	:30	:30	:30
.45	:45 <b>7</b>	.45 	:45
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115	:15	9 ::15	:15
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### Weekly Plan Sheet from March 10 - March 16, 2024

Thursday, Mar 14	Friday, Mar 15	Saturday, Mar 16
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	8	8
	:15	:15
	:30	:30
	:45	:45
	9	9
	:15	:15
	:30	:30
	: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

	/	$\Gamma$	ITC
BOOKINGS,	/FACES	RESU	LIS

- # 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

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				
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
9AM	2				
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IIAM	6				
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTES) When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

#### DATE: Monday, March II, 2024

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					
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY					
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTES) When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

#### DATE: Tuesday, March 12, 2024

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				
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7AM	5				
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

### DATE: Wednesday, March 13, 2024

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 IMPOARTANT THIN	GS TO DO TODAY -	- PERSONAL/FAM	ILY
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

### DATE: Thursday, March 14, 2024

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			
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8AM	SIX MOST IMPOARTANT THIN	GS TO DO TODAY	- PERSONAL/FAM	ILY
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI			
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

### DATE: Friday, March 15, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
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	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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9AM	2			
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IOAM	4			
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IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
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7PM	NEW BOOKINGS:	RETAIL SALES T	UDAY	SHARED MARY KAY WITH:
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9PM				
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

### DATE: Saturday, March 16, 2024

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			
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8AM	SIX MOST IMPOARTANT THIN	IGS TO DO TODAY	- PERSONAL/FAM	ILY
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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4	8		
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI			
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
	3		
2	4		
NOTES / THOUGHTS			

SUNDAY BRAIN DUMP for the week of March 17 - 23, 202 <sup>4</sup> 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People -	
or - LOW: Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do	
lists.	

Notes

# Weekly Plan Sheet from March 17 - March 23, 2024

Sunday, Mar 17	Monday, Mar 18	Tuesday, Mar 19	Wednesday, Mar 20
:15	:15	:15	6 :15
:30   45	:30 :45 :45 :	30 45	30 :45
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.30 .45	:30	30 45	30 45
12	12	12	12
:15	:15	130	115
.45	:45	:45	:45
:15	:15	115	:15
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	2	2	2
:15	:16	:15	115
:45	3	·45 <b>3</b>	·45 3
:15	:15	:15	:15
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:15	:115	:15	:15
:45	30   45	45	30 45
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## Weekly Plan Sheet from March 17 - 23, 2024

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0	:30	:30
5	45	:45
	3	3
5	:15	:15
0	:30	:30
5	:45	:45
	4	4
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0	:30	:30
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	6	6
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0	:30	:30
5	:45	:45
	7	7
;	:15	:15
0	:30	:30
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	8	8
5	:15	:15
5	30   45	30   145
5	9	9
5	1:15	:15
	:30	:30
5	: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

	/	$\Gamma$	ITC
BOOKINGS,	/FACES	RESU	LIS

- # 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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
TAM	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	6				
				TO 01/	
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY	
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2PM					
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	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:	
4PM					
5PM					
6PM					
7PM	NEW BOOKINGS:	RETAIL SALES T	TODAY	SHARED MARY KAY WITH:	
8PM					
0111					
9PM					
n 1*1					
INPM	MTI FAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Monday, March 18, 2024

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 IMPOARTANT THIN	IGS TO DO TODAY	- PERSONAL/FAM	ILY
	1			
9AM	2			
	3			
IOAM	4			
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IIAM	6			
				TODAV
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
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3PM	A ICL A COA ITA CTO (DEEEDD ALC		T1104 H / 1/011 / 1 01	IE NOTES TO
3111	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:
4PM				
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5PM				
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6PM				
70.4	NEW BOOKINGS:	RETAIL SALES 1	ΓΛΛΑΥ	SHARED MARY KAY WITH:
7PM	INEM DOOKTINGS.	VEIUTE OVIES		SHAILER MINKLING WITH
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Tuesday, March 19, 2024

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 IMPOARTANT THIN	IGS TO DO TODAY	- PERSONAL/FAM	ILY
	1			
9AM	2			
	3 4			
IOAM	5			
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IIAM				
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
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4PM				
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7PM	NEW BOOKINGS:	RETAIL SALES 1	TODAY	SHARED MARY KAY WITH:
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9PM				
INPM	MTLFAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	FERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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2	6
3	٦
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTES) When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CA "Love your business like a hobby. Treat your business like a business	
	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, March 20, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
7AM	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	6				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY	
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7PM	NEW BOOKINGS:	RETAIL SALES T	ODAY	SHARED MARY KAY WITH:	
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8PM					
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9PM					
INPM	MTI FAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

### DATE: Thursday, March 21, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
ТАМ	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	6				
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
IPM					
2PM					
3PM					
J114	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:	
4PM					
FD4.4					
5PM					
6PM					
	AUGUND OOL/TALC O	DETAIL CALEOT	-0.D. AV /	CHARTE MARKING ITTLE	
7PM	NEW BOOKINGS:	RETAIL SALES T	UDAY	SHARED MARY KAY WITH:	
8PM					
9PM					
IOPM	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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
1	4		
2	5		
3	6		
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI			
1	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
	3		
2	4		
NOTES / THOUGHTS			

### DATE: Friday, March 22, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
ТАМ	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
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IOAM	4				
	5				
IIAM	6				
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY	
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2PM					
3PM					
J114	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:	
4PM					
FD4.4					
5PM					
6PM					
	AUGUND OOL/TALC O	DETAIL CALEOT	-0.D. AV /	CHARTE MARKING ITTLE	
7PM	NEW BOOKINGS:	RETAIL SALES T	UDAY	SHARED MARY KAY WITH:	
8PM					
9PM					
IOPM	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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
1	4		
2	5		
3	6		
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI			
1	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
	3		
2	4		
NOTES / THOUGHTS			

### DATE: Saturday, March 23, 2024

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			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THIN	IGS TO DO TODAY	- PERSONAL/FAM	ILY
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9AM	2			
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IOAM	4			
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IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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<u></u>	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:
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7PM	NEW BOOKINGS:	RETAIL SALES 1	ΓΟΡΑΥ	SHARED MARY KAY WITH:
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9PM				
10014	MTI FAGE TO RECORD:			
INPM	MITEAGE IN 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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)		
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -		
1	4		
2	5		
3	6		
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI			
1	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
	3		
2	4		
NOTES / THOUGHTS			

I. This i 2. Prior or-L	NDAY BRAIN DUMP for the week of Mar 24 - 30, 2024 is a master to do list! List everything on your mind, emails to send, errands to do, etc  Titize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - OW: Delegate it!  3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do

Notes

# 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	7	<sup>.45</sup>	<sup>45</sup>
:15	<b>'</b>  :15		:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
30	:30   	:30 Luc	:30
9	y <sub>5</sub>	9	<sup>45</sup>
:15	] : <sub>15</sub>	] ° ]:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30 	:30	:30
11	:45	<sup>.45</sup>	<sup>145</sup>
115	<b>11</b> :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 :15	:15	115	115
:30	:30	:30	:30
:45	.45	.45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	.45
<b>3</b> :15	3 :15	115	115
:30	:30	:30	:30
:45	:45	:45	:45
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5 :15	5 :15	115	115
:30	1:30	:30	:30
:45	:45	:45	:45
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:15	:15	:15	:15
30	:30	:30	:30
·45	7	45 	· 45
: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	9	.45	.45
9 :15	<b>9</b>   :15	<b>9</b> :15	1:15
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
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	115	:15
	:30	:30
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	7	7
	:15	:15
	:30	:30
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5	:45	:45
	11	11
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)	:30	:30
5	:45	:45
	9	9
	:15	:15
)	:30	:30
5	: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

	/	$\Gamma$	ITC
BOOKINGS,	/FACES	RESU	LIS

- # 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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
ТАМ	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	6				
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY	
IPM					
2PM					
3PM					
J114	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:	
4PM					
FD4.4					
5PM					
6PM					
	AUGUND OOL/TALC O	DETAIL CALEOT	-0.D. AV /	CHARTE MARKING ITTLE	
7PM	NEW BOOKINGS:	RETAIL SALES T	UDAY	SHARED MARY KAY WITH:	
8PM					
9PM					
IOPM	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.					
	3				
2	4				
NOTES / THOUGHTS					

## DATE: Monday, March 25, 2024

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						
ТАМ	5						
	6						
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY						
9AM	2						
	3						
IOAM	4						
	5						
IIAM	6						
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY				
IPM							
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3111	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:				
4PM							
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5PM							
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6PM							
TOA A	NEW BOOKINGS:	RETAIL SALES TODAY		SHARED MARY KAY WITH:			
7PM	THEW BOOKETHOS	KEINTI PATED IONAL		SIMILED PARTITION WITH			
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IOPM	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.					
	3				
2	4				
NOTES / THOUGHTS					

#### DATE: Tuesday, March 26, 2024

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						
ТАМ	5						
	6						
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY						
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IOAM	4						
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IIAM	6						
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

# DATE: Wednesday, March 27, 2024

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			
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TAM	5			
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

# DATE: Thursday, March 28, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - N	MARY KAY BUSIN	ESS
5AM - Quiet Time/Devi/Prayers	1			
Million \$ Call: 641-715-3900 44336#	2			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

# DATE: Friday, March 29, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - N	MARY KAY BUSIN	IESS
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
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7AM	5			
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

# DATE: Saturday, March 30, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - N	MARY KAY BUSIN	ESS
5AM - Quiet Time/Devi/Prayers	1			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
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TAM	5			
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8AM	SIX MOST IMPOARTANT THIN	GS TO DO TODAY -	- PERSONAL/FAM	TLY
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

Notes



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	IO
14	15	16	17
21	22 Earth Day	23	24 Administrative Professionals Day
28	29	30 Tax Day	

Thursday	Friday	Saturday
4	5	6
II .	12	13
18	19	20
25	26 Summer 2024 Director Early Order Begins	27



# May 2024

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

20 21 28 21 30 31
Notes
140109





# 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	q	14
5	10	15

## Ist Quarter Stars! (Total Unit Stars)

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

	4	7
2	5	8
3	6	q

Personal & Unit Goals	Beginning of Month	End of Month.
Unit Club Goal	Total on the let:	Total:
Court of Personal Sales	YTD on the 1st:	YTD Total:
Court of Personal Sharing	# of Qualified on lst:	# 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:	My Retail Sales Goal:
Ready. Set. GOAL!	\$\tau_{\text{(Include the tax for your goal in your profit total)}}\$\tau_{\text{constant}} \tau_{\text{constant}}	Retail Goal ÷ Average per Facial = # Faces To Pamper:
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 a your sister consultants by the 5th!	
Break your goal into bite size chunks!	Month End Actual Totals: Total Sold: 40% Profit: 50% Wholesale:	Orders Placed This Month:  Section 1 Section 2

Total:

Projected Unit Wholesale Production:	Month/Quarter:
Actual Unit Wholesale Production:	Projected Pay:

#### **Personal Sales**

Sect 1 @ 50%
Sect 5 @ 30%

#### **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 =

#### **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 =** 

#### **Personal Team Building**

\$100 bonus for each new personal qualified unit member

# of New Qual. \_\_\_\_\_ x \$100

PTB Bonus =

#### **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 =** 

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

**Unit Development** 

1.						

|--|

4.			

7			

9
---

10.			
<b>.</b>			

Devel. 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

		% F	Paid
Pers. Unit Monthly W/S	# Offspring Units	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 c Trackers and receipts in to your accountant, or us			nthly Expense page	s, Mileage
Tax Deduction Categories:				
Advertising Expenses:	Expense:	Category:	Amount:	Receipt:

Ac	lvertising	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

#### 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)

Child Care:

Utilities:

Mileage:

Health Insurance:

Mortgage/Rent:

- 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 NO
2. —				_ YES NO NO
3				_ YES NO NO
4. —				_ YES NO
5. —				_ YES NO
6. —				_ YES  NO
7. —				_ YES  NO
8. —				YES NO
9				_ YES NO
19. —				YES NO
20. —				_ YES  NO
21. —				_ YES NO NO
22. —				_ YES NO
23. —				_ YES NO NO
24				_ YES _ NO _
25. —				_ YES NO
	<i></i>	l -	) - t - :  C - !	
	ovilulu lota	S F	Retail Sales fo	r

KEY LEADERS I'M WORKING WITH THIS MONTH!			
LEADER:	LEADER:		
LEADED	LEADED		
LEADER:	LEADER:		
LEADER:	LEADER:		

KEY LEADERS I'M WORKING WITH THIS MONTH!			
LEADER:	LEADER:		
LEADED	LEADED		
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

\$\frac{1}{2}\$ then deduct that total from your goal.

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

# Personal Retail Sales Monthly Goal:\_\_\_\_\_

<u>Date</u>	Income Producing Activities	Total Retail Sales w/o Tax	Sales Needed to Finish Goal
	Totals Transferred From the Previous Page:		
16		+	_
		=	=
17		+	_
		=	=
18		+	_
		=	=
19		+	_
		=	=
20		+	_
		=	=
21		+	_
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22		+	_
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23		+	_
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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							
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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							
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54							
55							
56							
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58							
59							
60							

# Shary Kay Opportunity The Mary Kay Opportunity The 4 P's Questions

You can use the 4P'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.

- I. 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)

# 6 Reasons People Choose A Mary Kay Business

#### · I. 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 "qetting 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.

#### · I. 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

## My PERSONAL Sharing Appointments: Highlight the ones that START their business this Month!!

Name	Name
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!!

	21
2	22
3	23
Ц	24
5	25
$\phi$	26
7	27
8	28
9	29
10	30
	3
12	32
13	33
IH	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         17       77         48       78         49       79         50       80         51       81         52       82         53       83         54       84         55       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		
43       73         44       74         45       75         46       77         47       77         48       78         49       79         50       80         51       81         52       82         53       33         54       84         55       86         57       87         58       84         54       84         60       90         61       9         62       92         63       43         64       94         65       96         66       96         67       97         68       98         69       99         60       90         61       90         62       90         63       91         64       94         65       92         66       96         67       97         68       98         69       99         60       90	41	71
цц       74         ц5       75         ц6       76         ц7       77         ц8       78         ц9       79         50       80         51       81         52       82         53       83         54       84         55       85         56       86         57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	42	72
45         75           46         76           47         78           48         79           50         80           51         8           52         82           53         83           94         84           55         85           56         86           57         87           58         88           59         88           60         90           61         91           62         42           63         43           64         44           65         45           66         47           68         48           69         49           60         49           61         49           62         49           63         49           64         49           65         49           66         49           67         49           68         49           69         49           60         49           61 <t< td=""><td>43</td><td>73</td></t<>	43	73
46         76           47         78           48         79           50         80           51         8           52         82           53         84           54         84           55         85           56         86           57         87           58         88           59         84           60         90           61         9           62         92           63         93           64         94           65         95           66         96           67         97           68         98           69         98           69         98           69         98           69         98           69         99	ЧЧ	74
47         48       78         49       79         50       80         51       81         52       82         53       83         54       84         55       85         56       87         58       88         59       88         60       90         61       9         62       92         63       93         64       94         65       95         66       96         66       96         67       97         68       98         69       99	45	75
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       98         69       99	46	76
49       79         50       80         51       81         52       82         53       83         54       84         55       85         56       86         57       87         58       83         59       84         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	47	77
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       96         67       97         68       98         69       99	48	78
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         64       94	49	79
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	50	80
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	51	81
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	52	82
55       85         56       86         57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	53	83
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	54	84
57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	55	85
58       88         59       89         60       90         61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	56	86
59       89         60       90         61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	57	87
60       90         61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	58	88
61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	59	89
62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	60	90
63       93         64       94         65       95         66       96         67       97         68       98         69       99	6	q
64       94         65       95         66       96         67       97         68       98         69       99	62	92
65       95         66       96         67       97         68       98         69       99	63	93
66       96         67       97         68       98         69       99	<i>6</i> 4	94
67       97         68       98         69       99	65	95
68       98         69       99	66	96
69	67	97
	68	98
70 100	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
	+	=	+	=	

# Sharing Appointment Details

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

Date	Name Cell/ Email	Address Notes
	1	
	2	
	3	
	4	
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Date	Name Cell/ Email	Address Notes
	16	
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	20	
	30	

Date	Name Cell/ Email	Address Notes
	31	
	32	
	33	
	34	
	35	
	36	
	37	
	38	
	20	
	39	
	40	
	41	
	42	
	43	
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	45	

Date	Name Cell/ Email	Address Notes
	46	
	47	
	48	
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	JL .	
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Date	Name Cell/ Email	Address Notes
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Date	Name Cell/ Email	Address Notes
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	81	
	82	
	83	
	84	
	85	
	86	
	87	
	00	
	88	
	89	
	90	

Date	Name Cell/ Email	Address Notes
	9	
	92	
	03	
	93	
	94	
	95	
	96	
	97	
	98	
	99	
	100	
	IOI	
	102	
	103	
	104	
	105	

Notes				

# New Consultants

### New Personal & Unit Members Month\_\_\_\_

Start Date	Name	15th Day	Cell #	Started NC Info Sheet	First Order Amount

Start Date	Name	15th Day	Cell #	Started NC Info Sheet	First Order Amount



# Mary Kay Pearls Girls Love Pearls Tracking!

6 BRACELET  10 NECKLACE  Tip: You will have more success when you share with women you truly want to work with. Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket



## Mary Kay Pearls Girls Love Pearls Tracking!

6 BRACELET 10 NECKLACE Tip: You will have more success when you share with women you truly want to work with. Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Notes

# April

Prioritize yo or - LOW: Dele	ter to do list! List everyth ur list: -HIGH-Has to do v	with people - or - MEDIU	s to send, errands to do, 6 IM: Paper or Process that :	Supports People

Notes

### Weekly Plan Sheet from March 31 - April 6, 2024

Sunday, Mar 31	Monday, Apr I	Tuesday, Apr 2	Wednesday, Apr 3
6 :15	:15	<b>6</b> :15	:15
30 45	:30	:30 :45	30 45
7	7	7	7
:15	:15 :30	:15	:15
:45	:45	.45	.45
8 :15	<b>8</b> :15	<b>8</b> :15	1:15
:30	:30	:30	:30
9	9 9	9	9
:15	:15	:15	:15
30 45	:30 :45	:30   :45	.30 .45
10	10	10	10
:15 :30	:15	:15	:15
:45	:45	:45	:45
<b>11</b> 115	<b>11</b> :15	<b>11</b> :15	<b>11</b>
:30	:30	:30	:30
45 12	·45 12	·45 12	445 12
:15	:15	:15	:15
30 45	30	30	30
1	1	1	1
:15	:15	:15	:15
:45	:45	:45	:45
<b>2</b> :15	2:15	2:15	2:15
30	30	30	30
:45	:45	:45	3
r15	:15	:15	:15
30 445	:30	:45	:45
4	4	4	4
:15 :30	:15	:15	:15
45	.45	.45	45
<b>5</b> :15	5	5 :15	5:15
:30	:15	130	130
:45	:45	:45	:45
f :15	:15	:15	115
:30	:30	:30	:30
7	7	7	7
:15	:15	:15	:15
:30 :45	:30 	:30 	:45
8	8	8	8
:30	115	115	115
.45	:45	:45	:45
<b>9</b> :15	9 :15	9 :15	9 :115
: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
	:15	:15
	:30 :45	:30 :45
	7	7
	: :15	:15
	:30	:30
	:45	:45
	8	8
	:15	:15
	:30	:30
	:45	:45
	9	9
	:15  :30	:15 :30
	:45	:45
	10	10
	:15	:15
	:30	:30
	:45	:45
	11	11
	:15	:15
	30	:30
	:45	:45
	12	12
	:15	:15
	:45	:45
	1	1
	:15	:15
	:30	30
	:45	:45
	2	2
	:15	:15
	:30	:30
	:45	:45
	3	3
	:15	:15
	:30  :45	:30 :45
	4	4
	:15	:15
	30	:30
	:45	:45
	5	5
	:15	:15
	:30	:30
	.45	:45
	115	6 115
	130	115
	:45	:45
	7	7
	:15	:15
	:30	:30
	:45	:45
	8	8
	:15	:15
	:30	:30
	:45	:45
	9	9
	:15	:15
	30	:30
	: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

	/	$\Gamma$	ITC
BOOKINGS,	/FACES	RESU	LIS

- # 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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS					
5AM - Quiet Time/Devi/Prayers	I					
Million \$ Call: 641-715-3900 44336#	2					
6AM	3					
	4					
TAM	5					
	6					
8AM	SIX MOST IMPOARTANT THIN	IGS TO DO TODAY	- PERSONAL/FAM	ILY		
	1					
9AM	2					
	3					
IOAM	4					
	5					
IIAM	6					
			EDD AND C TO DO	TODAV		
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY			
IPM						
2PM						
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LO	JE NOTES TO:		
	THE WORLD THE ENTITIES		TTI/TINIC TOO / LO	VETWOTES TO		
4PM						
5PM						
6PM						
7PM	NEW BOOKINGS:	RETAIL SALES 1	ГОDAY	SHARED MARY KAY WITH:		
8PM						
9PM						
IOPM	MILEAGE TO RECORD:					

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

#### DATE: Monday, April 1, 2024

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			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
IPM				
<u> </u>				
2PM				
3PM	A ICL A COA ITA CTO (DECEDDA) O		T11048/1/011/1101	IE NOTES TO
<u></u>	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:
4PM				
5PM				
JI M				
6PM				
OI I*I				
7PM	NEW BOOKINGS:	RETAIL SALES 1	ΓΟΡΑΥ	SHARED MARY KAY WITH:
II I*I				
SDV V				
8PM				
ODA A				
9PM				
10014	MTI FAGE TO RECORD:			
INPM	MITEAGE IN RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

#### DATE: Tuesday, April 2, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - N	MARY KAY BUSIN	IESS
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT THIN	GS TO DO TODAY -	- PERSONAL/FAM	ILY
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
IPM				
2PM				
3PM				
J114	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
4PM				
FD4.4				
5PM				
6PM				
	AUGUND OOL/TALC O	DETAIL CALEOT	-0.D. AV /	CHARTE MARKING ITTLE
7PM	NEW BOOKINGS:	RETAIL SALES T	UDAY	SHARED MARY KAY WITH:
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

#### DATE: Wednesday, April 3, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THING	S TO DO TODAY - 1	MARY KAY BUSIN	IESS
5AM - Quiet Time/Devi/Prayers	1			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT THIN	IGS TO DO TODAY	- PERSONAL/FAM	ILY
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
IPM				
2PM				
Ziri				
3PM				
JI 141	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
<b>ЦОМ А</b>				
4PM				
FO. 4				
5PM				
6PM				
	A IT LE COLUMN C	DETAIL CALECT	)D (()	CHADED MADVIVAVI HELL
7PM	NEW BOOKINGS:	RETAIL SALES TO	DUAY	SHARED MARY KAY WITH:
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REF	ERRALS/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 When you have a GOAL, you have to do the WORK!	S, FACIALS COMING UP, ETC)
	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 ar Mary Kay Ash	n established one, so determine to make your customers the happiest in town" -
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CATURE TO THE OPPORTUNITY / TEAM BUILDING TO THE OPPORTUNITY / TEAM BUILDI	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
	3
2	4
NOTES / THOUGHTS	

#### DATE: Thursday, April 4, 2024

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			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT THIN	IGS TO DO TODAY - PI	ERSONAL/FAMILY	
	I			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
12PM	PHONE CALLS TO MAKE/RETU	IRN	ERRANDS TO DO TODAY	
IPM				
11 1 1 1				
2PM				
ZFIVI				
2DA A				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LO	VE NOTES TO:
LIDA A				
4PM				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SALES T	ODAY	SHARED MARY KAY WITH:
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

#### DATE: Friday, April 5, 2024

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 IMPOARTANT THINGS	TO DO TODAY - PE	ERSONAL/FAMILY	
	1			
9AM	2			
	3			
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	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/F NINTES TO:
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7PM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:
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9PM				
H 1 1 1				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

#### DATE: Saturday, April 6, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO	O DO TODAY - MAF	RY KAY BUSINESS	
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
107 11 1	5			
IIAM	6			
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I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
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6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
8PM				
9PM				
INPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE					
Believe in Yourself and You will be Unstoppable					
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4	8				
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)				
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3	6				
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -				
I	4				
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3	6				
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business					
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2	4				
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
I	3				
2	4				
NOTES / THOUGHTS					

# SUNDAY BRAIN DUMP for the week of Apr 7 - 13, 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.

Notes

#### 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 :45	:30   :45	:30 :45	:45
7	7	7	7
:15	:15	:15	:15
:30 :45	:30   :45	:30   :45	:30   45
8	8	8	8
:15	:15	:15	:15
:30	.30	:30	:30
9	<sup>145</sup>	9	9
:15	<del> </del>  :15	1:15	:15
30	:30	:30	:30
:45	.45	:45	:45
10	10 :15	10 :15	10
:30	:30	:30	30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:45	:45	] :45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30 	:30 	:30
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	.45
2 :15	<b>2</b> :15	<b>2</b> :15	115
:30	:30	:30	:30
:45	.45	:45	:45
<b>3</b> :15	:15	115	115
:30	:30	:30	:30
45	45	:45	:45
4	4	4	4
:15	:15	:30	:30
45	45	:45	:45
5	5	5	5
:15	:15	:15	:15
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6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
7	·45	7	7
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:30	:30	:30	:30
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8 :15	:15	:15	115
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.45	:45	.45	.45
9	9	9	9
:15 :30	:15	:16	:16
:45	:45	:45	:45

#### Weekly Plan Sheet from April 7 - 13, 2024

/		
Thursday, Apr II	Friday, Apr 12	Saturday, Apr 13
	6	6
	:15	:15
		:45
	7	7
	:15	:15
	:30   :45	:45
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	115	9 115
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	30	:30
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	:15	:15
	:30	:30
	45   <b>7</b>	·45
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	:30	:30
	:45	:45
	115	8 :15
	:30	30
	:45	45
	9	9
	:15	:15
	:30   :45	:30 :45
	.70	.70

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
		KL30L13

- 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

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 IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY					
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE					
Believe in Yourself and You will be Unstoppable					
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)				
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -				
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business					
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
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NOTES / THOUGHTS					

#### DATE: Monday, April 8, 2024

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					
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7AM	5					
	6					
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY					
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE					
Believe in Yourself and You will be Unstoppable					
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)				
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -				
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business					
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
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NOTES / THOUGHTS					

#### DATE: Tuesday, April 9, 2024

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SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
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8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE					
Believe in Yourself and You will be Unstoppable					
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FA When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)				
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash					
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS  "Love your business like a hobby. Treat your business like a business" - Emily Caswell					
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
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NOTES / THOUGHTS					

#### DATE: Wednesday, April 10, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS					
5AM - Quiet Time/Devi/Prayers						
Million \$ Call: 641-715-3900 44336#	2					
6AM	3					
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7AM	5					
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY					
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -		
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business			
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

#### DATE: Thursday, April II, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3	3			
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8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY		
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -		
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business			
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

# DATE: Friday, April 12, 2024

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 IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -		
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business			
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

#### DATE: Saturday, April 13, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
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8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY		
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3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:	
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6PM					
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:	
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9PM					
INPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -		
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business			
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2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

SUNDAY BRAIN DUMP for the week of Apr 14 - 20, 2024 I. This is a master to do list! List everything on your mind, emails to send, errands to do, etc... 2. Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes

# Weekly Plan Sheet from April 14 - 20, 2024

Sunday, Apr 14	Monday, Apr 15	Tuesday, Apr 16	Wednesday, Apr 17
6 :15	:15	:15	6 :15
:30 :45	:30 :45 :45 :	30 45	30 45
7 :15	<b>7</b>	<b>7</b>	<b>7</b>
:30	30	130	:30
8	8	45 <b>8</b>	45 <b>8</b>
:15	:15	:15	:15
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.30 .45	:30	30 45	30 45
10	10	10	10
:15	:30	115	115
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30	30		30
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:15	:15	:15	:15
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## Weekly Plan Sheet from April 14 - 20, 2024

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Thursday, Apr 18	Friday, Apr 19	Saturday, Apr 20	F
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PLAN YOUR WEEK IN COLOR!
Color each box with a color that
excites you!

God: Devotion,	Church,	Bible	Study,
Foith			

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
# Rooking Hold this Mark

# Bookings Next Week:	

# Faces	This Week:	
	,	

#### PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:	
i e	

#### 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

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			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY	
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7PM	NEW BOOKINGS:	RETAIL SALES TO	JUAY	SHARED MARY KAY WITH:
8PM				
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INPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
Believe in Yourself and You will be Unstoppable		
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
1	4	
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
I	4	
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
I	3	
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NOTES / THOUGHTS		

# DATE: Monday, April 15, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
Believe in Yourself and You will be Unstoppable		
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
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2	4	
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
I	3	
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NOTES / THOUGHTS		

#### DATE: Tuesday, April 16, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
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8AM	SIX MOST IMPOARTANT THINGS	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
Believe in Yourself and You will be Unstoppable		
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
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NOTES / THOUGHTS		

#### DATE: Wednesday, April 17, 2024

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			
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8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	ERSONAL/FAMILY	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
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NOTES / THOUGHTS		

#### DATE: Thursday, April 18, 2024

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				
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7AM	5				
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
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INPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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2	4
NOTES / THOUGHTS	

# DATE: Friday, April 19, 2024

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			
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7AM	5			
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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2	4
NOTES / THOUGHTS	

#### DATE: Saturday, April 20, 2024

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			
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8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

SUNDAY BRAIN DUMP for the week of Apr 21 - 27, 2024 I. This is a master to do list! List everything on your mind, emails to send, errands to do, etc... 2. Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes

# Weekly Plan Sheet from April 21 - 27, 2024

Sunday, Apr 21	Monday, Apr 22	Tuesday, Apr 23	Wednesday, Apr 24
<b>6</b>	<b>6</b>	6 :15	<b>6</b>
:30	30	30	:30
.45	:45	:45	:45
:15	<b>7</b> :15	115	<b>7</b> :15
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:15	115	115	:15
:30	:30	:30	:30
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### Weekly Plan Sheet from April 21 - 27, 2024

Thursday, Apr 25	Friday, Apr 26	Saturday, Apr 27
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	:15	:15
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	: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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
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2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# DATE: Monday, April 22, 2024

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 IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE					
Believe in Yourself and You will be Unstoppable					
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC) When you have a GOAL, you have to do the WORK!					
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash					
I	4				
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business					
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
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NOTES / THOUGHTS					

#### DATE: Tuesday, April 23, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS						
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE					
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC) When you have a GOAL, you have to do the WORK!					
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash					
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business					
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
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NOTES / THOUGHTS					

#### DATE: Wednesday, April 24, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS					
5AM - Quiet Time/Devi/Prayers						
Million \$ Call: 641-715-3900 44336#	2					
6AM	3					
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY					
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE					
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)				
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
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NOTES / THOUGHTS					

# 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					
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY					
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Believe in Yourself and You will be Unstoppable					
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)				
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence Mary Kay Ash	established one, so determine to make your customers the happiest in town" -				
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business					
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
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NOTES / THOUGHTS					

# 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					
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
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7AM	5				
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
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7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:	
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INPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE					
Believe in Yourself and You will be Unstoppable					
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3	7				
4	8				
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)				
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence Mary Kay Ash	established one, so determine to make your customers the happiest in town" -				
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business					
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
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2	4				
NOTES / 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					
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
7AM	5				
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
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7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE					
Believe in Yourself and You will be Unstoppable					
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)				
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence Mary Kay Ash	established one, so determine to make your customers the happiest in town" -				
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3	6				
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business					
	3				
2	4				
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
I	3				
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NOTES / THOUGHTS					

Notes



MY SUCCESS PLAN MAY 2024

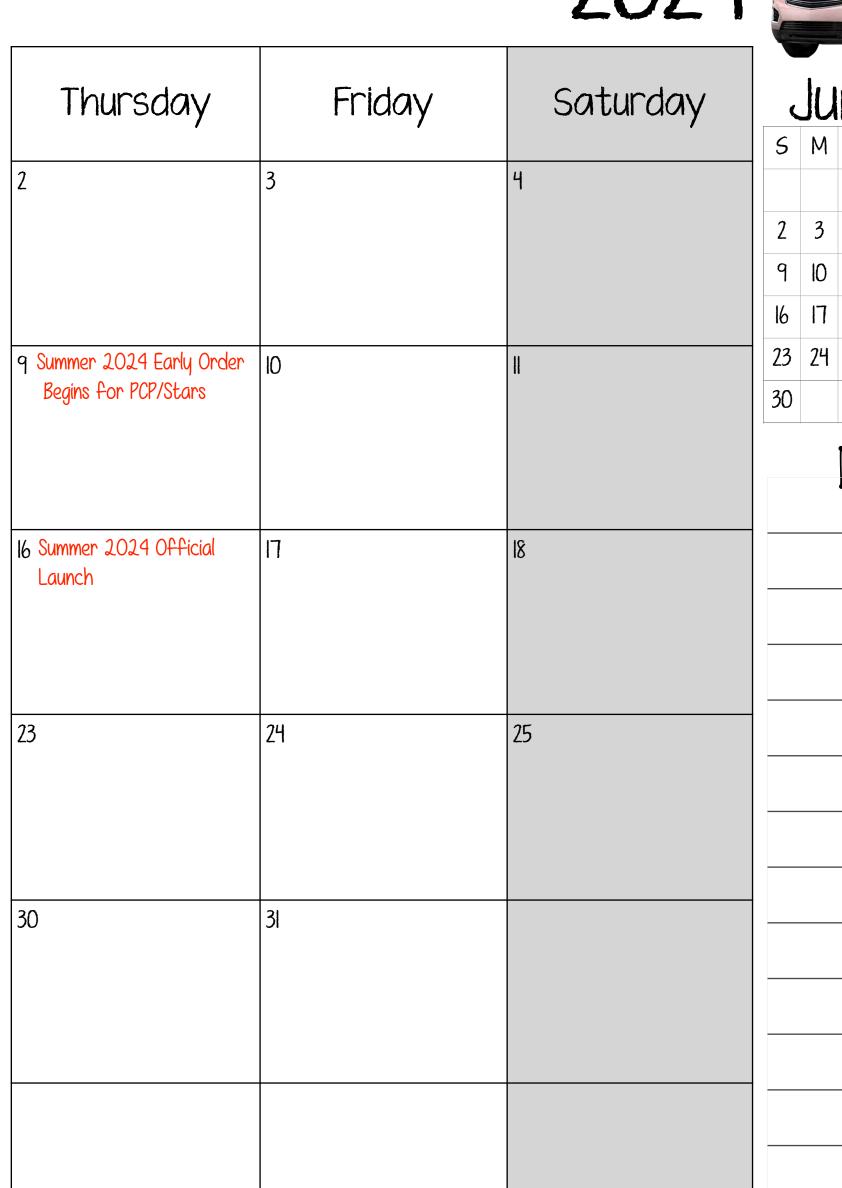


www.epiclegacy.team

May

Sunday	Monday	Tuesday	Wednesday
			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

# 2024





# June 2024

5	М	T	W	T	F	5
						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						

30				
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# 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!

I	6	
2	7	12
3	8	13
4	q	14
5	10	15

### Ist Quarter Stars! (Total Unit Stars)

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

	4	7
2	5	8
3	6	q

Personal & Unit Goals	Beginning of Month	End of Month.
Unit Club Goal	Total on the let:	Total:
Court of Personal Sales	YTD on the 1st:	YTD Total:
Court of Personal Sharing	# of Qualified on lst:	# 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:	My Retail Sales Goal:
Ready. Set. GOAL!	\$\tau_{\text{(Include the tax for your goal in your profit total)}}\$\tau_{\text{constant}} \tau_{\text{constant}}	Retail Goal ÷ Average per Facial = # Faces To Pamper:
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 a your sister consultants by the 5th!	
Break your goal into bite size chunks!	Month End Actual Totals: Total Sold: 40% Profit: 50% Wholesale:	Orders Placed This Month:  Section 1 Section 2

Total:

Projected Unit Wholesale Production:	Month/Quarter:
Actual Unit Wholesale Production:	Projected Pay:

### **Personal Sales**

Sect 1 @ 50%
Sect 5 @ 30%

### **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** =

### **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 =** 

### **Personal Team Building**

\$100 bonus for each new personal qualified unit member

# of New Qual. \_\_\_\_\_ x \$100

PTB Bonus =

### **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 =** 

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

**Unit Development** 

1.						

|--|

4.			

7			

9
---

10.			
<b>.</b>			

Devel. 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

		% Paid	
Pers. Unit Monthly W/S	# Offspring Units	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 c Trackers and receipts in to your accountant, or us			nthly Expense page	s, Mileage
Tax Deduction Categories:				
Advertising Expenses:	Expense:	Category:	Amount:	Receipt:

Ac	lvertising	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

### 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)

Child Care:

Utilities:

Mileage:

Health Insurance:

Mortgage/Rent:

- 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 NO
2. —				_ YES NO NO
3				_ YES NO NO
4. —				_ YES NO
5. —				_ YES NO
6. —				_ YES  NO
7. —				_ YES  NO
8. —				YES NO
9				_ YES NO
19. —				YES NO
20. —				_ YES  NO
21. —				_ YES NO NO
22. —				_ YES NO
23. —				_ YES NO NO
24				_ YES _ NO _
25. —				_ YES NO
	<i></i>	l -	) - t - :  C - !	
	ovilulu lota	S F	Retail Sales fo	r

KEY LEADERS I'M WORKING WITH THIS MONTH!				
LEADER:	LEADER:			
LEADED	LEADED			
LEADER:	LEADER:			
LEADER:	LEADER:			

KEY LEADERS I'M WORKING WITH THIS MONTH!				
LEADER:	LEADER:			
LEADED	LEADED			
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

\$\frac{1}{2}\$ then deduct that total from your goal.

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

# Personal Retail Sales Monthly Goal:\_\_\_\_\_

<u>Date</u>	Income Producing Activities	Total Retail Sales w/o Tax	Sales Needed to Finish Goal
	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							
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7							
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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							
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41							
42 43							
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59							
60							

# Shary Kay Opportunity The Mary Kay Opportunity The 4 P's Questions

You can use the 4P'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.

- I. 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)

# 6 Reasons People Choose A Mary Kay Business

### · I. 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 "qetting 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.

### · I. 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

### My PERSONAL Sharing Appointments: Highlight the ones that START their business this Month!!

Name	Name
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!!

	21
2	22
3	23
Ц	24
5	25
$\phi$	26
7	27
8	28
9	29
10	30
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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         17       77         48       78         49       79         50       80         51       81         52       82         53       83         54       84         55       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		
43       73         44       74         45       75         46       77         47       77         48       78         49       79         50       80         51       81         52       82         53       33         54       84         55       86         57       87         58       84         54       84         60       90         61       9         62       92         63       43         64       94         65       96         66       96         67       97         68       98         69       99         60       90         61       90         62       90         63       91         64       94         65       92         66       96         67       97         68       98         69       99         60       90	41	71
цц       74         ц5       75         ц6       76         ц7       77         ц8       78         ц9       79         50       80         51       81         52       82         53       83         54       84         55       85         56       86         57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	42	72
45         75           46         76           47         78           48         79           50         80           51         8           52         82           53         83           94         84           55         85           56         86           57         87           58         88           59         88           60         90           61         91           62         42           63         43           64         44           65         45           66         47           68         48           69         49           60         49           61         49           62         49           63         49           64         49           65         49           66         49           67         49           68         49           69         40           60         40           61 <t< td=""><td>43</td><td>73</td></t<>	43	73
46         76           47         78           48         79           50         80           51         8           52         82           53         84           54         84           55         85           56         86           57         87           58         88           59         84           60         90           61         9           62         92           63         93           64         94           65         95           66         96           67         97           68         98           69         98           69         98           60         98           61         98           62         98           63         98           64         98           65         98           66         98           67         98           68         98           69         98           60 <td< td=""><td>ЧЧ</td><td>74</td></td<>	ЧЧ	74
47         48       78         49       79         50       80         51       81         52       82         53       83         54       84         55       85         56       87         58       88         59       88         60       90         61       9         62       92         63       93         64       94         65       95         66       96         66       96         67       97         68       98         69       99	45	75
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       98         69       99	46	76
49       79         50       80         51       81         52       82         53       83         54       84         55       85         56       86         57       87         58       83         59       84         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	47	77
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       96         67       97         68       98         69       99	48	78
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         64       94	49	79
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	50	80
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	51	81
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	52	82
55       85         56       86         57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	53	83
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	54	84
57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	55	85
58       88         59       89         60       90         61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	56	86
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63       93         64       94         65       95         66       96         67       97         68       98         69       99	6	q
64       94         65       95         66       96         67       97         68       98         69       99	62	92
65       95         66       96         67       97         68       98         69       99	63	93
66       96         67       97         68       98         69       99	<i>6</i> 4	94
67       97         68       98         69       99	65	95
68       98         69       99	66	96
69	67	97
	68	98
70 100	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
	+	=	+	=	

# Sharing Appointment Details

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

Date	Name Cell/ Email	Address Notes
	1	
	2	
	3	
	4	
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Date	Name Cell/ Email	Address Notes
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	29	
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	30	

Date	Name Cell/ Email	Address Notes
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	32	
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Date	Name Cell/ Email	Address Notes
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Date	Name Cell/ Email	Address Notes
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	62	
	63	
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	68	
	69	
	70	
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	72	
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Date	Name Cell/ Email	Address Notes
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Date	Name Cell/ Email	Address Notes
	9	
	92	
	03	
	93	
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	IOI	
	102	
	103	
	104	
	105	

Notes						

# New Consultants

# New Personal & Unit Members Month\_\_\_\_

Start Date	Name	15th Day	Cell #	Started NC Info Sheet	First Order Amount

Start Date	Name	15th Day	Cell #	Started NC Info Sheet	First Order Amount



# Mary Kay Pearls Girls Love Pearls Tracking!

6 BRACELET  10 NECKLACE  Tip: You will have more success when you share with women you truly want to work with. Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket



# Mary Kay Pearls Girls Love Pearls Tracking!

6 BRACELET 10 NECKLACE Tip: You will have more success when you share with women you truly want to work with. Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Notes

# May

1.	SUNDAY BRAIN DUMP for the week of Apr 28 - May 4, 2024  This is a master to do list! List everything on your mind, emails to send, errands to do, etc  Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it!
3.	Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes

## Weekly Plan Sheet from April 28 - May 4, 2024

	•	/	
Sunday, Apr 28	Monday, Apr 29	Tuesday, Apr 30	Wednesday, May I
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	.45	:45	:45
7	7	7	7
:15	:15	:15	:15
30 445	:30   :45	:30   :45	:30 :45
8	8	8	8
:15	]:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
.45	:45	:45	:45
10	10	10	10 :15
:15	:15 :30	:15	: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 15	:15	115	115
:30	:30	:30	:30
: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
30 445	:30 :45	:30 :45	:45
4	4	4	4
:15	**  :15	] **  :15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
45	:45	:45	.45
6	6	6	6
:15	:15	: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	:30	:10
: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
3	8	8
15	:15	:15
30	30	:30
15	:45	:45
	9	9
15	:15	:15
30	30	:30
15	:45	:45
10	10	10
20	:15	:15
30 AF	30	130
45	:45	:45
15	11	11
15 30	:15	:15
45	390   345	130 145
12		
1 <b>2</b>	12	12 :15
30	30	130
su 45	:30 :45	:30 :45
	1	1
15	:15	:15
30	:30	:30
45	:45	:45
	2	2
- 15	:15	:15
30	:30	:30
45	:45	:45
3	3	3
15	:15	:15
30		30
45	   :45	:45
1	4	4
15	:15	:15
30	30	:30
45	:45	:45
5	5	5
15	:15	:15
30	30	:30
45	:45	:45
3	6	6
15	:15	:15
30	:30	:30
15	:45	:45
	7	7
5	:15	:15
90	:30	:30
15	:45	:45
	8	8
15	:15	:15
30	:30	:30
15	:45	:45
	9	9
5	:15	:15
0	:30	:30
5	:45	:45

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

God: Devotion,	Church,	Bible	Study,
-aith			

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	<b>RESU</b>	)TS
BOOKINGS	/	KLSU	'LIO

- # 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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO	O DO TODAY - MAF	RY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers	I					
Million \$ Call: 641-715-3900 44336#	2					
6AM	3					
	4					
TAM	5					
	6					
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY					
9AM	2					
	3					
IOAM	4					
	5					
IIAM	0					
				TODAL		
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY		
IPM						
2PM						
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NIOTEC TO		
	NEW CUNTACTS/REFERRALS		I MAINE TOU / LOV	VE NUTES TO		
4PM						
5PM						
6PM						
TPM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:		
•						
8PM						
J						
9PM						
и т т						
INPM	MII FACE TO RECORD:					

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

#### DATE: Monday, Apr 29, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO	O DO TODAY - MAF	RY KAY BUSINESS	
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
107 11 1	5			
IIAM	6			
11/ 11/ 1				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
121 1*1				
IDA A				
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2014				
2PM				
20.1				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
4PM				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
8PM				
9PM				
INPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

#### DATE: Tuesday, Apr 30, 2024

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 IMPOARTANT THINGS	TO DO TODAY - PE	ERSONAL/FAMILY	
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
			EDD AND C TO DO	TODAV
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
IPM				
2PM				
3PM			T1104 H / 1/011 / 1 01	IF NOTEC TO
	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:
4PM				
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5PM				
(0) 4				
6PM				
70.4	NEW BOOKINGS:	RETAIL SALES TO	JUVA	SHARED MARY KAY WITH:
7PM	NEW DUUNINGS.	NETAIL SALES TO		SHAKEN MAKT KAT MILL
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

#### DATE: Wednesday, May 1, 2024

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 IMPOARTANT THINGS	TO DO TODAY - PE	ERSONAL/FAMILY	
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	3			
IOAM	4			
	5			
IIAM	6			
			EDD AND C TO DO	TODAV
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3PM			T1104 H / 1/011 / 1 01	IF NOTEC TO
	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:
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6PM				
70.4	NEW BOOKINGS:	RETAIL SALES TO	JUVA	SHARED MARY KAY WITH:
7PM	NEW DUUNINGS.	NETAIL SALES TO		SHAKEN MAKT KAT MILL
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

#### DATE: Thursday, May 2, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO	O DO TODAY - MAF	RY KAY BUSINESS	
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
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IIAM	6			
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I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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20.1				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
4PM				
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6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
8PM				
9PM				
INPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

#### DATE: Friday, May 3, 2024

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			
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7AM	5			
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8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY	
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7PM	NEW DUUNINGS.	NETAIL SALES TO		SHAKEV MAKT KAT WITH
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9PM				
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
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NOTES / THOUGHTS	

#### DATE: Saturday, May 4, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
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NOTES / THOUGHTS		

#### CIMIDALADAMIDIMAD O 1 1 0 k A 11 2021 •

SUNDAY BRAIN DUMP FOR THE WEEK OF May 5 - 11, 2024  This is a master to do list List everything on your mind emails to send expands to do etc.
<ol> <li>This is a master to do list! List everything on your mind, emails to send, errands to do, etc</li> <li>Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it!</li> </ol>
3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes

## Weekly Plan Sheet from May 5 - 11, 2024

Sunday, May 5	Monday, May 6	Tuesday, May 7	Wednesday, May 8
:15	:15	:15	115
	30 45	30 45	:45
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## Weekly Plan Sheet from May 5 - 11, 2024

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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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
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INPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
Believe in Yourself and You will be Unstoppable		
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
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NOTES / THOUGHTS		

#### DATE: Monday, May 6, 2024

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	2		
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8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	ERSONAL/FAMILY	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
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NOTES / THOUGHTS		

#### DATE: Tuesday, May 7, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
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NOTES / THOUGHTS		

## DATE: Wednesday, May 8, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS						
5AM - Quiet Time/Devi/Prayers							
Million \$ Call: 641-715-3900 44336#	2						
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY						
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an established one, so determine to make your customers the happiest in town" - Mary Kay Ash							
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS "Love your business like a hobby. Treat your business like a business" - Emily Caswell							
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.							
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NOTES / THOUGHTS							

#### DATE: Thursday, May 9, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS					
5AM - Quiet Time/Devi/Prayers						
Million \$ Call: 641-715-3900 44336#	2					
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

# DATE: Friday, May 10, 2024

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			
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

### DATE: Saturday, May II, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
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Million \$ Call: 641-715-3900 44336#	2			
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business			
	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
I	3		
2	4		
NOTES / THOUGHTS			

# CIMIDAL DO ANI DINAD CON HOOK SOOK OCAA OLI O

SUNDAY BRAIN DUMP for the week of May 12 - 18, 2024
<ol> <li>This is a master to do list! List everything on your mind, emails to send, errands to do, etc</li> <li>Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it!</li> </ol>
3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes

# Weekly Plan Sheet from May 12 - 18, 2024

Sunday, May 12	Monday, May 13	Tuesday, May 14	Wednesday, May 15
:15	:15	:15	6 ::15
:30 :45	:30   :45	:30 :45	:30       :45
<b>7</b>	7	7 :15	7 :15
:30	:30	30	:30
·45 <b>8</b>	:45	·45 <b>8</b>	·45 <b>8</b>
:15	:15	:15	:15
:30 :45	:30	:30	:45
<b>9</b>	9 :15		9:15
:30	:30	:15	130
·45 10	.45 10	:45	:45
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
11	11	11	11
:15	:15	:15	:15
:45	.45	:45	:45
<b>12</b> :15	12 :15	<b>12</b> ::15	12 :15
:30	  :30   Luc	:30 	:30
1	1	1	1
:15	:15	:15	:15
:45	:45	:45	:45
<b>2</b>	<b>2</b> :15	2:15	2:15
:30	[:30 	:30	:30
3	45 <b>3</b>	3	3 3
:15	:15	:15	:15
:30 :45	:30	:45	:45
4	4	4	4
:15	:15	:16	:15
45	.45 5	45	.45 <b>5</b>
15	:15	:15	:15
:30	:30  :45	:30 :45	:30
6	6		6
:15	:15	130	130
:45	:45	:45	:45
7 :15	<b>7</b>   :15	:15	:15
:30	:30	:30	:30
8	8	8	8
:15	:15	:15	:15
.45	:45	:45	:45
9 :15	115	115	: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
	:15	:15
	:30 :45	:30 :45
	7	7
	:15	:15
	:30	:30
	:45	:45
	8	8
	:15	:15
	:30	:30
	:45	:45
	9	9
	:15   :30	:15 :30
	:30 :45	:45
	10	10
	:15	:15
	:30	:30
	:45	:45
	11	11
	:15	:15
	:30	:30
	:45	:45
	12	12
	:15	:15
	:30 :45	130
	1	1
	:15	:15
	:30	:30
	:45	:45
	2	2
	:15	:15
	:30	:30
	:45	:45
	3	3
	:15	:15
	:30	:30
	.45	:45
	<b>4</b>	<b>4</b>
	130	:30
	45	:45
	5	5
	:15	:15
	:30	:30
	:45	:45
	6	6
	:15	:15
	:30	:30
	45	:45
	7	7
	:15  :30	:15  :30
	:45	145
	8	8
	:15	:15
	30	:30
	:45	:45
	9	9
	:15	:15
	:30	:30
	:45	:45

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

God: Devotion,	Church,	Bible Study,
aith		

Family Time

Date Night

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

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

#### NCOME 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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers					
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
7AM	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	6				
	DUANIE CALLE TA MAVE/DETLIDAL		EDDANING TO DO	TODAV	
I2PM	FHUNE CALLS TO MAKE/RETURN	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
IPM					
2PM					
3PM	NICLI CONITACTO (DEEEDDALC		THANK VALLALA	IT NIOTEC TO.	
	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NUTES TU:	
4PM					
5PM					
אות					
/ DA A					
6PM					
70.4	NEW BOOKINGS:	RETAIL SALES TO	JUVA	SHARED MARY KAY WITH:	
7PM	NEW DUUNINGS.	NETAIL SALES TO		SHAKEV MAKT KAT WITH	
8PM					
9PM					
IOPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

### DATE: Monday, May 13, 2024

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			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY	
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
IPM				
2PM				
2111				
3PM				
J114	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
<b>ЦОМ А</b>				
4PM				
F01.4				
5PM				
6PM				
	AUTI AD A SAUDIC C	DETAIL CALECTS	)	CHARTA LABOULIANA NELL
7PM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# DATE: Tuesday, May 14, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO	O DO TODAY - MAF	RY KAY BUSINESS	
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
107 11 1	5			
IIAM	6			
11/ 11/ 1				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
121 1*1				
IDA A				
IPM				
2014				
2PM				
20.1				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
4PM				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
8PM				
9PM				
INPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

### DATE: Wednesday, May 15, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO	O DO TODAY - MAF	RY KAY BUSINESS	
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
107 11 1	5			
IIAM	6			
11/ 11/ 1				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
121 1*1				
IDA A				
IPM				
2014				
2PM				
20.1				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
4PM				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
8PM				
9PM				
INPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

### DATE: Thursday, May 16, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO	O DO TODAY - MAF	RY KAY BUSINESS	
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
107 11 1	5			
IIAM	6			
11/ 11/ 1				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
121 1*1				
IDA A				
IPM				
2014				
2PM				
20.1				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
4PM				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
8PM				
9PM				
INPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# DATE: Friday, May 17, 2024

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 IMPOARTANT THINGS	TO DO TODAY - PE	ERSONAL/FAMILY	
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
I2PM	THOUSE OF IEEO TO THE INC. THE TOTAL			100711
IPM				
2PM				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/F NINTES TO:
	NEW CONTACTORICITENTALS		THANK TOUT LOV	VENUILS 10.
4PM				
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7PM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:
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0111				
9PM				
H 1 1 1				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

### DATE: Saturday, May 18, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO	O DO TODAY - MAF	RY KAY BUSINESS	
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	0			
				TODAL
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
IPM				
2PM				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NIOTEC TO
	NEW CUNTACTS/REFERRALS		I MAINE TOU / LOV	VE NUTES TO
4PM				
5PM				
6PM				
TPM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:
•				
8PM				
J				
9PM				
и т т				
INPM	MII FACE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE		
Believe in Yourself and You will be Unstoppable			
	5		
2	6		
3	7		
4	8		
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)		
1	4		
2	5		
3	6		
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -		
I	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			
	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
I	3		
2	4		
NOTES / THOUGHTS			

1.	SUNDAY BRAIN DUMP for the week of May 19 - 25, 2024 This is a master to do list! List everything on your mind, emails to send, errands to do, etc
2.	This is a master to do list! List everything on your mind, emails to send, errands to do, etc  Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it!
3.	Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes		

# Weekly Plan Sheet from May 19 - 25, 2024

Sunday, May 19	Monday, May 20	Tuesday, May 21	Wednesday, May 22
6 :15	15	<b>6</b> :15	6 :15
:30 :45	:30 :45	:30 :45	:30 :45
7	7	7	7
:15	:15	:15	115
<b>8</b>	:45 <b>8</b>	:45 <b>8</b>	·45 <b>8</b>
:15	:15	:15	:15
:30	:30   :45	:30 :45	:30 :45
9	9	9	9
:15	:15	:15	:15
:45	:45	:45	:45
<b>10</b> :15	10	10 :15	10 ::15
:30 :45	:30	30 45	30 45
11	11	11	11
:15 :30	:15 :30	:15	:15
:45	:45	.45	:45
<b>12</b> :15	12 :15	<b>12</b> :15	12
:30	:30	:30	:30
1	<sup>.45</sup>	.45 <b>1</b>	1
:15	:15	:15	:15
:45	:30 :45	:45	30
<b>2</b> :15	2:15	2:15	2:15
:30	:30	30	30
3	:45 3	:45 <b>3</b>	3
:15	:15	:15	:15
:30 :45	:30   :45	:30   :45	.30 .45
4	4	4	4
:15 :30	:15	115	30
:45	:45	:45	:45
5 :15	<b>5</b>   :15	<b>5</b>	5   :15
:30	:30	:30	30 45
6	6	6	6
:15	:15 :30	:15	:15
:45	:45	:45	:45
7 :15	115	<b>7</b> :15	115
:30	] :30	30	30
8	8	8	8
:15	:15	:15	:15
:45	:45	.45	.45
9 :15	9	9:15	9 :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
	:15	:15
	:30	:30
	:45	:45
	<b>7</b>   :15	7 :15
	:30	:30
	:45	:45
	8	8
	:15	:15
	:30	:30
	:45	45
	9	9
	:15	:15 :30
	<sup>35</sup>   <sup>3</sup> 45	:45
	10	10
	:15	:15
	:30	:30
	:45	:45
	11	11
	:15	:15
	30	:30 
	:45 12	12
	12 :15	:15
	:30	:30
	:45	:45
	1	1
	:15	:15
	:30	:30
	45	:45
	2	2
	:15	:15
	:30   :45	:30 :45
	3	3
	:15	:15
	:30	:30
	:45	:45
	4	4
	:15	:15
	:30	:30
	.45 <b>5</b>	:45
	<b>5</b>   :15	:15
	30	:30
	:45	:45
	6	6
	:15	:15
	:30	:30
	:45	:45
	7	7
	:15	:15
	:30 :45	:30 :45
	8	8
	115	:15
	:30	:30
	:45	:45
	9	9
	:15	:15
	:30	:30
	:45	:45

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

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

~( )( )K   \ /-\	/	$D = \bigcup \square$	_
300KINGS,	$'$ $\Box$ $\Box$ $\Box$ $\Box$	KLOUL	

# Bookings	Next (	Neek:
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#### PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:	
10/01 10116	

#### 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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
7AM	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	6				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
IPM					
2PM					
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	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/E NUTES 10:	
4PM					
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7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:	
8PM					
Oi 1°1					
9PM					
n 1*1					
INPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE				
Believe in Yourself and You will be Unstoppable				
	5			
2	6			
3	7			
4	8			
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)			
1	4			
2	5			
3	6			
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -			
I	4			
2	5			
3	6			
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business				
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2	4			
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.				
I	3			
2	4			
NOTES / THOUGHTS				

# DATE: Monday, May 20, 2024

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 IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	6				
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY	
I2PM	I HUNE CALLS TU MAKE/KETUKN				
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3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/F NINTES TO:	
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7PM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:	
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IOPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE				
Believe in Yourself and You will be Unstoppable				
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4	8			
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)			
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3	6			
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -			
I	4			
2	5			
3	6			
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business				
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2	4			
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.				
I	3			
2	4			
NOTES / THOUGHTS				

# DATE: Tuesday, May 21, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
TAM	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	0				
				TODAL	
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
IPM					
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3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NIOTEC TO	
	NEW CUNTACTS/REFERRALS		I MAINE TOU / LOV	VE NUTES TO	
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5PM					
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7PM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:	
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INPM	MII FACE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE				
Believe in Yourself and You will be Unstoppable				
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3	7			
4	8			
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)			
1	4			
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3	6			
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -			
I	4			
2	5			
3	6			
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business				
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2	4			
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.				
I	3			
2	4			
NOTES / THOUGHTS				

### DATE: Wednesday, May 22, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers					
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
7AM	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
	3				
IOAM	4				
107 11 1	5				
IIAM	6				
11/ 11/ 1					
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
121 1*1					
IDA A					
IPM					
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3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:	
4PM					
5PM					
6PM					
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:	
8PM					
9PM					
INPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE				
Believe in Yourself and You will be Unstoppable				
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3	7			
4	8			
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)			
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3	6			
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -			
I	4			
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3	6			
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business				
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2	4			
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.				
I	3			
2	4			
NOTES / THOUGHTS				

# DATE: Thursday, May 23, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers					
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
7AM	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
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9AM	2				
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IOAM	4				
107 11 1	5				
IIAM	6				
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I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
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3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:	
4PM					
5PM					
6PM					
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:	
8PM					
9PM					
INPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
Believe in Yourself and You will be Unstoppable		
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3	7	
4	8	
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
1	4	
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3	6	
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
I	4	
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3	6	
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
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2	4	
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
I	3	
2	4	
NOTES / THOUGHTS		

## DATE: Friday, May 24, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
TAM	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
9AM	2				
	3				
IOAM	4				
	5				
IIAM	0				
				TODAL	
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY	
IPM					
2PM					
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NIOTEC TO	
	NEW CUNTACTS/REFERRALS		I MAINE TOU / LOV	VE NUTES TO	
4PM					
5PM					
6PM					
TPM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:	
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8PM					
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9PM					
и т т					
INPM	MII FACE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
Believe in Yourself and You will be Unstoppable		
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2	6	
3	7	
4	8	
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
1	4	
2	5	
3	6	
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
I	4	
2	5	
3	6	
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
	3	
2	4	
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
I	3	
2	4	
NOTES / THOUGHTS		

## DATE: Saturday, May 25, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
107 11 1	5			
IIAM	6			
11/ 11/ 1				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
121 1*1				
IDA A				
IPM				
2014				
2PM				
20.1				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
4PM				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
8PM				
9PM				
INPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
Believe in Yourself and You will be Unstoppable		
	5	
2	6	
3	7	
4	8	
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
1	4	
2	5	
3	6	
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
I	4	
2	5	
3	6	
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
	3	
2	4	
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
I	3	
2	4	
NOTES / THOUGHTS		

SUNDAY BRAIN DUMP for the week of May 26 - June 1, 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 8 personal to do lists.
3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes

## Weekly Plan Sheet from May 26 - June 1, 2024

J	J		
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	9
9 :15	<b>9</b> ::15	<b>9</b> :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
:15	:15	:15	:15
30	:30	:30	:30
40	.45	:45	45
:15		:15	:15
:30	30	:30	:30
: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	
<b>4</b> :15	:15	:15	115
:30	30	:30	:30
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   <sub>  46</sub>	7	7
:15	:15 	:15 	:15
30 445	:30	130 145	30 45
8	8	8	8
:15	°  :15	<b>.</b> :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 I
6	6	6
:15	:16	:15
:30	:30	:30
:45 7	<sup>-45</sup>	7
:15	:16	:15
:30	:30	:30
8	·45 8	8
:15	:15	:15
:30	.30	:30
:46	:46	:45
9 :15	<b>9</b> :15	:15
:30	:30	:30
:45	:45	:45
10 :15	<b>10</b>   :15	<b>10</b>
:30	:30	:30
:45	:45	:45
11	<b>11</b>   :15	<b>11</b>  :15
30	30	:30
:45	:45	:45
12	12	12
:15	.15 .30	:15
:45	:45	:45
1	1	1
.15 .30	:15   30	:15
:45	30   145	:45
2	2	2
:15	:15	:15
:30 :45	.30   .45	:30   :45
3	3	3
:15	:15	:15
:30 :45	:30   :45	:30
4	4	4
:15	:15	:15
:30 :45	.30   :45	:30 :45
5	5	5
:15	:15	:15
:30	:30	:30
·45 6	.45 <b>6</b>	:45 <b>6</b>
:15	:15	:15
30	:30	:30
·45 7	45	7
115	<b>/</b>  :15	1  :15
:30	:30	:30
:45	.45	:45
8 :15	1:15	:15
:30	:30	:30
:45	:45	:45
:15	<b>9</b>   :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
l	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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
107 11 1	5			
IIAM	6			
11/ 11/ 1				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
121 1*1				
IDA A				
IPM				
2014				
2PM				
20.1				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
4PM				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
8PM				
9PM				
INPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
Believe in Yourself and You will be Unstoppable		
	5	
2	6	
3	7	
4	8	
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
1	4	
2	5	
3	6	
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
I	4	
2	5	
3	6	
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
	3	
2	4	
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
I	3	
2	4	
NOTES / THOUGHTS		

## DATE: Monday, May 27, 2024

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 IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY		
	1				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	6				
	DUANIE CALLE TA MAVE/DETLIDAL		EDDANING TO DO	TODAV	
I2PM	FHUNE CALLS TO MAKE/RETURN	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
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3PM	NICLI CONITACTO (DEEEDDALC		THANK VALLALA	IT NIOTEC TO.	
	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NUTES TU:	
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/ DA A					
6PM					
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7PM	NEW DUUNINGS.	NETAIL SALES TO		SHAKEV MAKT KAT WITH	
8PM					
9PM					
IOPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
Believe in Yourself and You will be Unstoppable		
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3	7	
4	8	
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
1	4	
2	5	
3	6	
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
I	4	
2	5	
3	6	
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
	3	
2	4	
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
I	3	
2	4	
NOTES / THOUGHTS		

## DATE: Tuesday, May 28, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO	O DO TODAY - MAF	RY KAY BUSINESS	
5AM - Quiet Time/Devi/Prayers	1			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY	
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
IPM				
2PM				
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3PM				
J114	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
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6PM				
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7PM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
Believe in Yourself and You will be Unstoppable		
	5	
2	6	
3	7	
4	8	
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
1	4	
2	5	
3	6	
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
I	4	
2	5	
3	6	
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
	3	
2	4	
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
I	3	
2	4	
NOTES / THOUGHTS		

## DATE: Wednesday, May 29, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO	O DO TODAY - MAF	RY KAY BUSINESS	
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	0			
				TODAL
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
IPM				
2PM				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NIOTEC TO
	NEW CUNTACTS/REFERRALS		I MAINE TOU / LOV	VE NUTES TO
4PM				
5PM				
6PM				
TPM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:
•				
8PM				
J				
9PM				
и т т				
INPM	MII FACE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
Believe in Yourself and You will be Unstoppable		
	5	
2	6	
3	7	
4	8	
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
1	4	
2	5	
3	6	
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
I	4	
2	5	
3	6	
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
	3	
2	4	
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
I	3	
2	4	
NOTES / THOUGHTS		

## DATE: Thursday, May 30, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO	O DO TODAY - MAF	RY KAY BUSINESS	
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
107 11 1	5			
IIAM	6			
11/ 11/ 1				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
121 1*1				
IDA A				
IPM				
2014				
2PM				
20.1				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
4PM				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
8PM				
9PM				
INPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
Believe in Yourself and You will be Unstoppable		
	5	
2	6	
3	7	
4	8	
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
1	4	
2	5	
3	6	
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
I	4	
2	5	
3	6	
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
	3	
2	4	
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
I	3	
2	4	
NOTES / THOUGHTS		

## DATE: Friday, May 31, 2024

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 IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY		
	1				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	6				
	DUANIE CALLE TA MAVE/DETLIDAL		EDDANING TO DO	TODAV	
I2PM	FHUNE CALLS TO MAKE/RETURN	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
IPM					
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3PM	NICLI CONITACTO (DEEEDDALC		THANK VALLALA	IT NIOTEC TO.	
	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NUTES TU:	
4PM					
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אות					
/ DA A					
6PM					
70.4	NEW BOOKINGS:	RETAIL SALES TO	JUVA	SHARED MARY KAY WITH:	
7PM	NEW DUUNINGS.	NETAIL SALES TO		SHAKEV MAKT KAT WITH	
8PM					
9PM					
IOPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
Believe in Yourself and You will be Unstoppable		
	5	
2	6	
3	7	
4	8	
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
1	4	
2	5	
3	6	
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
I	4	
2	5	
3	6	
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
	3	
2	4	
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
I	3	
2	4	
NOTES / THOUGHTS		

## DATE: Saturday, June 1, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO	O DO TODAY - MAF	RY KAY BUSINESS	
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
107 11 1	5			
IIAM	6			
11/ 11/ 1				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
121 1*1				
IDA A				
IPM				
2014				
2PM				
20.1				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
4PM				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
8PM				
9PM				
INPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE		
Believe in Yourself and You will be Unstoppable		
	5	
2	6	
3	7	
4	8	
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)	
1	4	
2	5	
3	6	
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -	
I	4	
2	5	
3	6	
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business		
	3	
2	4	
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.		
I	3	
2	4	
NOTES / THOUGHTS		

Notes



MY SUCCESS PLAN

JUNE 2024

www.epiclegacy.team



# June

Sunday	Monday	Tuesday	Wednesday
2	3	4	5
q	10		12
16 Father's Day	17	18	19
23	24	25	26
30 Last Day of Seminar Year! Q4 Star Quarter Ends			

2024

|--|

Thursday	Friday	Saturday	
		1	5
			7
6	7		21 28
13	14	15 Fall 2024 PCP Enrollment Begins	_
20 First Day of Summer	21	22	_
27	28	29	
			_

## July 2024

S	М	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			

20 21 30 31
N I L
Notes



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	q	14
5	10	15

#### Ist Quarter Stars! (Total Unit Stars)

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

	4	7
2	5	8
3	6	9

Personal & Unit Goals	Beginning of Month	End of Month.
Unit Club Goal	Total on the let:	Total:
Court of Personal Sales	YTD on the 1st:	YTD Total:
Court of Personal Sharing	# of Qualified on lst:	# 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:	My Retail Sales Goal:
Ready. Set. GOAL!	\$\tau \display \displ	Break It Down:  My Average per Facial: \$  Retail Goal ÷ Average per Facial  = # Faces To Pamper:  # Faces to Pamper ÷ 3 guests/party  = # Parties to Hold:
Halfway There! I CAN DO IT!	Picture of Your Goal!	\$1,700 \$1,700 every month = On Target for Queens Court of Sales!  \$1,500 \$1,200  \$1,200 \$850 every month = On Target for Princess Court of Sales!  \$600 \$600 every month = On Target Star Consultant!
Break your goal into bite size chunks!	Month End Actual Totals: Total Sold: 40% Profit: 50% Wholesale: 5% Section 2/ Supplies: 5% MK Events/PCP:	Orders Placed This Month:  Section 1 Section 2

Total:

Projected Unit Wholesale Production:	Month/Quarter:
Actual Unit Wholesale Production:	Projected Pay:

#### **Personal Sales**

Sect 1 @ 50%
Sect 5 @ 30%

#### **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** =

#### **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 =** 

#### **Personal Team Building**

\$100 bonus for each new personal qualified unit member

# of New Qual. \_\_\_\_\_ x \$100

PTB Bonus =

#### **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 =** 

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

**Unit Development** 

1.						

|--|

4.			

7			

9
---

10.			
<b>.</b>			

Devel. 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

		% F	Paid
Pers. Unit Monthly W/S	# Offspring Units	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 c Trackers and receipts in to your accountant, or us			nthly Expense page	s, Mileage
Tax Deduction Categories:				
Advertising Expenses:	Expense:	Category:	Amount:	Receipt:

Ac	lvertising	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

#### 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)

Child Care:

Utilities:

Mileage:

Health Insurance:

Mortgage/Rent:

- 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:	Keceipt:
1. –				_ YES NO
2. –				_ YES NO
3				_ YES _ NO _
4. –				_ YES NO
5. –				_ YES NO
6. –				_ YES  NO
7. –				_ YES NO
8. –				YES NO
9 _				
19. –				_ YES _ NO _
20. –				_ YES  NO
21. –				_ YES NO NO
22. –				_ YES NO
23. –				_ YES NO
24				_ YES  NO
25. –				_ YES NO
		ls F	Datail Calca fa	
	IOUUUU IOTA	IS F	Retail Sales fo	r

KEY LEADERS I'M WORKING WITH THIS MONTH!				
LEADER:	LEADER:			
NEADED.	LEADED			
LEADER:	LEADER:			
LEADER:	LEADER:			

KEY LEADERS I'M WORKING WITH THIS MONTH!				
LEADER:	LEADER:			
NEADED.	LEADED			
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

\$\frac{1}{2}\$ then deduct that total from your goal.

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

## Personal Retail Sales Monthly Goal:\_\_\_\_\_

<u>Date</u>	Income Producing Activities	Total Retail Sales w/o Tax	Sales Needed to Finish Goal
	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							
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							
43							
44							
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55							
56							
57							
58							
59							
60							

# Shary Kay Opportunity The Mary Kay Opportunity The 4 P's Questions

You can use the 4P'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.

- I. 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)

# 6 Reasons People Choose A Mary Kay Business

#### · I. 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 "qetting 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.

#### · I. 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

### My PERSONAL Sharing Appointments: Highlight the ones that START their business this Month!!

Name	Name
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!!

	21
2	22
3	23
Ц	24
5	25
$\phi$	26
7	27
8	28
9	29
10	30
	3
12	32
13	33
IH	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         17       77         48       78         49       79         50       80         51       81         52       82         53       83         54       84         55       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		
43       73         44       74         45       75         46       77         47       77         48       78         49       79         50       80         51       81         52       82         53       33         54       84         55       86         57       87         58       84         54       84         60       90         61       9         62       92         63       43         64       94         65       96         66       96         67       97         68       98         69       99         60       90         61       90         62       90         63       91         64       94         65       92         66       96         67       97         68       98         69       99         60       90	41	71
цц       74         ц5       75         ц6       76         ц7       77         ц8       78         ц9       79         50       80         51       81         52       82         53       83         54       84         55       85         56       86         57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	42	72
45         75           46         76           47         78           48         79           50         80           51         8           52         82           53         83           94         84           55         85           56         86           57         87           58         88           59         88           60         90           61         91           62         42           63         43           64         44           65         45           66         47           68         48           69         49           60         49           61         49           62         49           63         49           64         49           65         49           66         49           67         49           68         49           69         40           60         40           61 <t< td=""><td>43</td><td>73</td></t<>	43	73
46         76           47         78           48         79           50         80           51         8           52         82           53         84           54         84           55         85           56         86           57         87           58         88           59         84           60         90           61         9           62         92           63         93           64         94           65         95           66         96           67         97           68         98           69         98           69         98           60         98           61         98           62         98           63         98           64         98           65         98           66         98           67         98           68         98           69         98           60 <td< td=""><td>ЧЧ</td><td>74</td></td<>	ЧЧ	74
47         48       78         49       79         50       80         51       81         52       82         53       83         54       84         55       85         56       87         58       88         59       88         60       90         61       9         62       92         63       93         64       94         65       95         66       96         66       96         67       97         68       98         69       99	45	75
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       98         69       99	46	76
49       79         50       80         51       81         52       82         53       83         54       84         55       85         56       86         57       87         58       83         59       84         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	47	77
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       96         67       97         68       98         69       99	48	78
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         64       94	49	79
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	50	80
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	51	81
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	52	82
55       85         56       86         57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	53	83
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	54	84
57       87         58       88         59       89         60       90         61       9         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	55	85
58       88         59       89         60       90         61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	56	86
59       89         60       90         61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	57	87
60       90         61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	58	88
61       91         62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	59	89
62       92         63       93         64       94         65       95         66       96         67       97         68       98         69       99	60	90
63       93         64       94         65       95         66       96         67       97         68       98         69       99	6	q
64       94         65       95         66       96         67       97         68       98         69       99	62	92
65       95         66       96         67       97         68       98         69       99	63	93
66       96         67       97         68       98         69       99	<i>6</i> 4	94
67       97         68       98         69       99	65	95
68       98         69       99	66	96
69	67	97
	68	98
70 100	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
	+	=	+	=	

# Sharing Appointment Details

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

Date	Name Cell/ Email	Address Notes
	1	
	2	
	3	
	4	
	5	
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	14	
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Date	Name Cell/ Email	Address Notes
	16	
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	29	
	20	
	30	

Date	Name Cell/ Email	Address Notes
	31	
	32	
	33	
	34	
	35	
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	37	
	38	
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	40	
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	43	
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	45	

Date	Name Cell/ Email	Address Notes
	46	
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Date	Name Cell/ Email	Address Notes
	61	
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	63	
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	67	
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	71	
	72	
	73	
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	75	

Date	Name Cell/ Email	Address Notes
	76	
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	81	
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	85	
	86	
	87	
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	89	
	90	

Date	Name Cell/ Email	Address Notes
	9	
	92	
	03	
	93	
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	qq	
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	IOI	
	102	
	103	
	104	
	105	

Notes

# New Consultants

# New Personal & Unit Members Month\_\_\_\_

Start Date	Name	15th Day	Cell #	Started NC Info Sheet	First Order Amount

Start Date	Name	15th Day	Cell #	Started NC Info Sheet	First Order Amount



# Mary Kay Pearls Girls Love Pearls Tracking!

6 BRACELET  10 NECKLACE  Tip: You will have more success when you share with women you truly want to work with. Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket



# Mary Kay Pearls Girls Love Pearls Tracking!

6 BRACELET 10 NECKLACE Tip: You will have more success when you share with women you truly want to work with. Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Notes

# 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.
lists.

Notes

# Weekly Plan Sheet from June 2 - 8, 2024

Sunday, June 2	Monday, June 3	Tuesday, June 4	Wednesday, June 5
6 :15	115	<b>6</b> :15	:15
.30 .45	.30 .45	:30	30 45
7	7	7	7
130	:15 :30	:15	:15
:45	:45	:45	:45
8 :15	<b>8</b>   :15	<b>8</b>	115
.30	30	:30	:30
9	9	9	9
:15	:15	:15	:15
:45	.45	:45	:45
<b>10</b>	10 :15	10	10
:30	30	] :30	:30
<sup>145</sup>	<sup>-45</sup>	<ul><li>45</li><li>11</li></ul>	45 11
:15	:15	:15	:15
30 :45	:30 :45	:30 :45	:45
12	12	12	12
:30	:15 :30	115	130
:45	.45	:45	:45
1 :15	1 :15	1  :15	:15
.30	30	:30	:30
2	2	2	2
:15	:15	:15	:15
:45	:45	45	x45
<b>3</b>	3 :15	3 :15	3:15
:30	30	:30	:30
:45 <b>4</b>	.45	·45	·45
:15	:15	:15	:15
.30 .45	:30   :45	:30 :45	:30 :45
5	5	5	5
130	:15   :30	:15	:15
:45	:45	:45	:45
6 :15	<b>6</b>   :15	6 :15	:15
:30	:30	:30	:30
7	<sup>-,45</sup>	7	7
:15	:15	:15	:15
30 :45	.30 .45	:30 :45	30
8	8	8	8
.30	:16   :30	115	:30
:45	:45	:45	:45
9 :15	115	:15	:15
:30	30	:30   Let	:30
45	:45	45	.45

# Weekly Plan Sheet from June 2 - 8, 2024

Thursday, June 6	Friday, June 7	Saturday, June 8
	6	6
	:15	:15
	:30	:30
	:45	:45
	7	7
	:15	:15
	(30)	30
	:45	:45
	8 115	:15
	:30	:30
	:45	:45
	9	9
	:15	:15
	:30	:30
	45	:45
	10	10
	:15	:15
	30	:30
	:45	:45
	11	11
	:15	:15
	:30	:30
	:45	:45
	12	12
	:15	:15
	:30	:30
	:45	:45
	1	1
	:15	:15
	:30	:30
	:45	:45
	2	2
	:15	:15
	:30	:30
	:45	:45
	3	3
	:15	:15
	:30	:30
	.45	:45
	4	4
	:15	:15
	30	30
	46	:45
	5 115	15
	:15	:15  :30
	<sup>130</sup> <sup>145</sup>	130   145
	6	
	6 :15	:15
	:30	:30
	:45	:45
	7	7
	:15	:15
	:30	:30
	45	:45
	8	8
	:15	:15
	:30	:30
	:45	:45
	9	9
	:15	:15
	:30	:30

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

od: Devotion,	Church,	Bible Study,
aith		

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

<b>BOOKINGS</b>	/FACES	DESUITS
POOKINGS	/ LHCES	KESULIS

- # 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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	0			
				TODAL
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
IPM				
2PM				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NIOTEC TO
	NEW CUNTACTS/REFERRALS		I MAINE TOU / LOV	VE NUTES TO
4PM				
5PM				
6PM				
TPM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:
•				
8PM				
J				
9PM				
и т т				
INPM	MII FACE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# DATE: Monday, June 3, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
107 11 1	5			
IIAM	6			
11/ 11/ 1				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
121 1*1				
IDA A				
IPM				
2014				
2PM				
20.1				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
4PM				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
8PM				
9PM				
INPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# DATE: Tuesday, June 4, 2024

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			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY	
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
IPM				
2PM				
3PM				E 110EE 0 E0
3111	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/E N01 ES 10:
4PM				
11 141				
T'DA A				
5PM				
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6PM				
	NITUIR AAKINIC C.	DETAIL CALEC TO	ND WV	CHARENMARY KAYLIITH
7PM	NEW BOOKINGS:	RETAIL SALES TO	NAY	SHARED MARY KAY WITH:
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# DATE: Wednesday, June 5, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	0			
				TODAL
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
IPM				
2PM				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NIOTEC TO
	NEW CUNTACTS/REFERRALS		I MAINE TOU / LOV	VE NUTES TO
4PM				
5PM				
6PM				
TPM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:
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8PM				
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9PM				
и т т				
INPM	MII FACE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# DATE: Thursday, June 6, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers				
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
107 11 1	5			
IIAM	6			
11/ 11/ 1				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
121 1*1				
IDA A				
IPM				
2014				
2PM				
20.1				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
4PM				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
8PM				
9PM				
INPM	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, FA When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)				
	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 emergence of the service of the se	established one, so determine to make your customers the happiest in town" -				
I	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					
	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: Friday, June 7, 2024

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					
ТАМ	5					
	6					
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY					
9AM	2					
	3					
IOAM	4					
	5					
IIAM	6					
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY			
IPM						
11 1 1 1						
2PM						
ZFIVI						
2DA A						
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:			
110.1						
4PM						
5PM						
6PM						
7PM	NEW BOOKINGS:	RETAIL SALES T	ODAY	SHARED MARY KAY WITH:		
8PM						
9PM						
IOPM	MILEAGE TO RECORD:					

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE					
Believe in Yourself and You will be Unstoppable					
	5				
2	6				
3	7				
4	8				
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)				
1	4				
2	5				
3	6				
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -				
I	4				
2	5				
3	6				
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business					
	3				
2	4				
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
I	3				
2	4				
NOTES / THOUGHTS					

# DATE: Saturday, June 8, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS							
5AM - Quiet Time/Devi/Prayers								
Million \$ Call: 641-715-3900 44336#	2							
6AM	3							
	4							
7AM	5							
	6							
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY							
	1							
9AM	2							
	3							
IOAM	4							
107 11 1	5							
IIAM	6							
11/ 11/ 1								
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY				
121 1*1								
IDA A								
IPM								
2014								
2PM								
20.1								
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:				
4PM								
5PM								
6PM								
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:				
8PM								
9PM								
INPM	MILEAGE TO RECORD:							

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE					
Believe in Yourself and You will be Unstoppable					
	5				
2	6				
3	7				
4	8				
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)				
1	4				
2	5				
3	6				
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -				
I	4				
2	5				
3	6				
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business					
	3				
2	4				
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.					
I	3				
2	4				
NOTES / THOUGHTS					

#### . **^** . ^

	SUNDAY BRAIN DUMP for the week of June 9 - 15, 2024
2.	This is a master to do list! List everything on your mind, emails to send, errands to do, etc  Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it!  Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do
<i>J</i> .	lists.

Notes

# Weekly Plan Sheet from June 9 - 15, 2024

Sunday, June 9	Monday, June 10	Tuesday, June II	Wednesday, June 12
6 :15	:15	:15	:15
:30 :45	30 45	30 45	30 45
7	7	7	7
:15	:15 :30	:15 :30	115
.45	:45	:45	:45
115	:15	<b>8</b> :15	:15
:30 :45	.30 .45	.30 .45	.30 .45
9	9		9
:30	:15	:15	:15
:45	:45	:45	:45
10 :15	<b>10</b> ::15	<b>10</b> ::15	<b>10</b> ::15
:30	.30 Luc	.30 Luc	.30 Luc
11	45 11	45 11	45 11
:15	:15	:15	:15
:45	:45	:45	:45
<b>12</b>	<b>12</b> :15	<b>12</b> ::15	12
:30	:30	:30	:30
.45	.45 1	.45 1	.45 1
: :15	:15	:15	:15
:30 :45	30 45	30 45	30 45
2	2	2	2
:15	:30	:30	:30
:45	45	45	45 3
:15	<b>3</b> :15	<b>3</b> ::15	:15
:30 :45	.30 .45	.30 .45	.30 .45
4	4	4	4
:30	:15	:15	:15
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:30	:30	:30	:30
6	6	6	6
:15	:15	:15	:15
:45	:45	:45	:45
7 :15	<b>7</b>	<b>7</b>	<b>7</b>
:30	:30	:30	:30
·45 <b>8</b>	×45 <b>8</b>	×45 <b>8</b>	×45 <b>8</b>
:15	:15	:15	:15
:30 :45	30 :45	30 :45	:45
			9
:15	:15	:15	:30
.45	:45	:45	:45

# Weekly Plan Sheet from June 9 - 15, 2024

			excites you:
Thursday, June 13	Friday, June 14	Saturday, June 15	God: Devotion, Church, Bible Study Faith
6	6	6	Family Time
:15	:15	:15	Date Night
:45	:30 :45	:45	
7 :115	7	7	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc.
:45	:45	:45	
:15	<b>8</b>   :15	:15	Exercise, Hair, Nails, Coffee with
30	:30	:30	Friends, etc
9	9	9	INCOME PRODUCING ACTIVIT
:15	:15	:15	Booking Appointments
:30	:30 :45	:45	Coaching Calls  Team Phone Calls
10	10	10	Facials/Parties/Virtual Events
:15	:15	:15	Customer Follow Up Calls
:45	:45	:45	Sharing the Opportunity
:15	11 :15	<b>11</b> :15	
:30	:30	:30	BOOKINGS/FACES RESULTS
:45 12	.45 12	:45 12	# Booking Held this Week:
:15	:15	:15	
:30 :45	:30 :45	:30 :45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15   :30	:15	
:45	:45	:45	PERSONAL SALES RESULTS
2 :15	2	2 :15	
:30	:30	.30	Total Sales This Week:
:45	3	:45	
:15	:15	:15	40% Profit:
:30	:30	:30	
4	4	4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:45	.30 .45	:45	
5	5	5	Ont Needed to Finish Ctan
:15	116	:30	Amt. Needed to Finish Star:
:45	:45	:45	
115	6 :15	:15	Unit Stars to Date:
30	:30	:30	
7	7	·45 7	
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS
:30 :45	:30 :45	:30 :45	
8	8	8	Personal Sharing Appts: ———
:15	:15	:15	New Personal Team Mbrs:
:45	:45	:45	THEM FEI SUMME TEMMET TUTS.
9 :15	115	9	Team Sharing Appts:
:30	:30	:30	
:45	:45	:45	New Team Members:

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

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:

# Bookings Next Week:	
# Faces This Week:	
PERSONAL SALES RESULTS Total Sales This Week:	5
40% Profit:	
TRACKING MY STAR	

 -		-	_		_	•		_		
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New Personal Team Mbrs:\_

Team Sharing Appts:

# DATE: Sunday, June 9, 2024

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							
ТАМ	5							
	6							
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY							
9AM	2							
	3							
IOAM	4							
	5							
IIAM	6							
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY				
IPM								
2PM								
2111								
3PM								
J114	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:					
<b>ЦОМ А</b>								
4PM								
F01.4								
5PM								
6PM								
	AUTI AD A SAUDIC C	DETAIL CALE CAT	)	CHARTA LABOULIANA NELL				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:				
8PM								
9PM								
IOPM	MILEAGE TO RECORD:							

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# DATE: Monday, June 10, 2024

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			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY	
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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3111	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/E N01 ES 10:
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6PM				
	NITUIR AAKINIC C.	DETAIL CALEC TO	ND WV	CHADED MADVIZAVIJITI
7PM	NEW BOOKINGS:	RETAIL SALES TO	NAY	SHARED MARY KAY WITH:
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# DATE: Tuesday, June II, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
IPM				
2PM				
3PM	AICL LOAITACTO (DECEDDALO		T110011/1/011/1/01	IL VIOLES TO
	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/E NUTES 10:
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7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
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n 1*1				
INPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

### DATE: Wednesday, June 12, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO	O DO TODAY - MAF	RY KAY BUSINESS	
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
9AM	2			
	3			
IOAM	4			
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IIAM	0			
				TODAL
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NIOTEC TO
	NEW CUNTACTS/REFERRALS		I MAINE TOU / LOV	VE NUTES TO
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TPM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:
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9PM				
и т т				
INPM	MII FACE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
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2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

### DATE: Thursday, June 13, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO	O DO TODAY - MAF	RY KAY BUSINESS	
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
9AM	2			
	3			
IOAM	4			
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IIAM	O			
			FDD ANDC TO DO	TODAY
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
IPM				
2PM				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:
	NEW CONTROL ENGINEE		THE TOOL LO	VE 1401 E 0 10
4PM				
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6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
8PM				
9PM				
INPM	MI FAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
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3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
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3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
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2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# DATE: Friday, June 14, 2024

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 IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
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9AM	2				
	3				
IOAM	4				
	5				
IIAM	0				
	DUALIT CALL C TO MALIT (DETI	IDA I		TODAY	
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	NEW CONTACTS/REFERRALS		THANK YOU / LO	VE NOTES 10:	
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7PM	NEW BOOKINGS:	RETAIL SALES TO	nday	SHARED MARY KAY WITH:	
IF IVI	racov b bornings	NEW IIE OF IEEO PO	507 II		
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001.4					
9PM					
IOPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
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3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
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2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# DATE: Saturday, June 15, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
7AM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY			
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
IPM				
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3PM	AICL LOAITACTO (DECEDDALO		T110011/1/011/1/01	IL VIOLES TO
	NEW CONTACTS/REFERRALS		THANK YOU / LOV	/E NUTES 10:
4PM				
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6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:
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Oi 1°1				
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n 1*1				
INPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# SUNDAY BRAIN DUMP for the week of June 16 - 22, 2024 This is a master to do list! List everything on your mind, emails to send, errands to do, etc...

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

Notes

# Weekly Plan Sheet from June 16 - 22, 2024

Sunday, June 16	Monday, June 17	Tuesday, June 18	Wednesday, June 19
<b>6</b>	<b>6</b>   :15	<b>6</b> :15	:15
:30 :45	:30	30 45	30 45
7	7		7
:15 :30	:15	115 130	130
:45	:45	:45	:45
<b>8</b> :15	:15	<b>8</b> ::15	8 :15
:30	:30 	30	:30
9	9	9	9
:15	:15	:15	:15
.45	.45	:45	:45
<b>10</b>	10	<b>10</b> :15	10
:30	:30	:30	:30
.45 11	<sup>145</sup>	<sup>:45</sup>	:45
:15	:15	:15	:15
:30 :45	:30	:30 :45	:30 :45
12	12		12
:15	:15 :30	:15	:15
:45	:45	:45	:45
1 :15	1:15	<b>1</b>	115
:30	:30	:30	:30
·45 2	:45 <b>2</b>	<sup>445</sup>	·45 2
:15	:15	:15	:15
:30 :45	:30  :45	30 45	:30 :45
3	3	3	3
:15	:15 :30	:15	:15
:45	:45	45	:45
<b>4</b>	115	<b>4</b> :15	115
.30	:30	:30	:30
5	45 5	45 <b>5</b>	45 <b>5</b>
:15	:15	:15	:15
:30 :45	:30     :45	.30 .45	30   45
	6		6
:15	:15	30	130
:45	:45	:45	:45
7 :15	<b>7</b>	<b>7</b>	<b>7</b>
:30	:30	:30	:30
8	8	8	8
:15	:15	:15	:15
:30 :45	:30	:30 :45	:45
			9
:15	:15	:15	115
: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
3	8	8
15	:15	:15
30	:30	:30
45	:45	:45
)	9	9
15	:15	:15
90	:30	:30
15	:45	:45
0	10	10
15	:15	:15
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15	:45	:45
1	11	11
15	:15	:15
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2	12	12
15	:15	:15
0	:30	:30
15	:45	:45
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30	:30	:30
5	:45	:45
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15	:45	:45
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00	:30	:30
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	4	4
15	:15	:15
90	:30	:30
5	:45	:45
	5	5
5	:15	:15
	:30	:30
5	:45	:45
-	6	6
5	:15	:15
0	:30	:30
5	:45	:45
-	7	7
5	:15	:15
0	30	30
5	:45	:45
	8	8
5	:15	:15
0	30	30
5	:45	:45
	9	9
5	:15	:15
0	30	:30
45	:45	:45

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

God: Devotion,	Church,	Bible Study	,
-aith			

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

<b>BOOKINGS/FACES RESULTS</b>
-------------------------------

# Booking Held this Week:	

# Bookings	Next Week:
------------	------------

|--|

#### PERSONAL SALES RESULTS

Total Sales This Week:

#### 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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers					
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
7AM	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
	3				
IOAM	4				
107 11 1	5				
IIAM	6				
11/ 11/ 1					
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY	
121 1*1					
IDA A					
IPM					
2014					
2PM					
20.1					
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:	
4PM					
5PM					
6PM					
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:	
8PM					
9PM					
INPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# DATE: Monday, June 17, 2024

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 IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
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IOAM	4				
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IIAM	O				
		A 2		TODAY	
I2PM	PHONE CALLS TO MAKE/RETUR	N	ERRANDS TO DO	TODAY	
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3PM			THANKING I A		
	NEW CONTACTS/REFERRALS		THANK YOU / LO'	VE NOTES 10:	
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6PM					
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7PM	NEW BOOKINGS:	RETAIL SALES TO	NDAY	SHARED MARY KAY WITH:	
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COLA					
8PM					
9PM					
IOPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# DATE: Tuesday, June 18, 2024

	CIVILLANCE IN ADADETAL IT TILINGS OF TAR ALL ALADYLLIAN IT AS				
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				
ТАМ	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	6				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
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וין וע	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:	
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6PM					
	NICL) BOOKING	DETAIL CALECTO	)DAV	CHARENMARYLANGUETU	
7PM	NEW BOOKINGS:	RETAIL SALES TO	JUAY	SHARED MARY KAY WITH:	
8PM					
9PM					
IOPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

### DATE: Wednesday, June 19, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
TAM	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	0				
				TODAL	
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY	
IPM					
2PM					
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NIOTEC TO	
	NEW CUNTACTS/REFERRALS		I MAINE TOU / LOV	VE NUTES TO	
4PM					
5PM					
6PM					
7PM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:	
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8PM					
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9PM					
и т т					
INPM	MII FACE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
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3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# DATE: Thursday, June 20, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers					
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
7AM	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
	3				
IOAM	4				
107 11 1	5				
IIAM	6				
11/ 11/ 1					
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY	
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IDA A					
IPM					
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20.1					
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:	
4PM					
5PM					
6PM					
7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:	
8PM					
9PM					
INPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFE	ERRALS/CURRENT CUSTOMER BASE
Believe in Yourself and You will be Unstoppable	
	5
2	6
3	7
4	8
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -
I	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business	
	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.	
I	3
2	4
NOTES / THOUGHTS	

# DATE: Friday, June 21, 2024

	CIVILLANCE IN ADADETAL IT TILINGS OF TAR ALL ALADYLLIAN IT AS				
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				
ТАМ	5				
	6				
8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
	1				
9AM	2				
	3				
IOAM	4				
	5				
IIAM	6				
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY		
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וין וע	NEW CONTACTS/REFERRALS		THANK YOU / LOV	JE NOTES TO:	
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4PM					
FDA A					
5PM					
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6PM					
	NICL) BOOKING	DETAIL CALECTO	)DAV	CHARENMARYLANGUETU	
7PM	NEW BOOKINGS:	RETAIL SALES TO	JUAY	SHARED MARY KAY WITH:	
8PM					
9PM					
IOPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
	5		
2	6		
3	7		
4	8		
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)		
1	4		
2	5		
3	6		
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -		
I	4		
2	5		
3	6		
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business			
	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
I	3		
2	4		
NOTES / THOUGHTS			

### DATE: Saturday, June 22, 2024

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 IMPOARTANT THINGS	TO DO TODAY - PE	ERSONAL/FAMILY	
	1			
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
			EDD AND C TO DO	TODAV
I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
IPM				
2PM				
3PM			T1104 H / 1/011 / 1 01	IF NOTEC TO
	NEW CONTACTS/REFERRALS		THANK YOU / LOV	VE NOTES 10:
4PM				
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EDA A				
5PM				
(0) 4				
6PM				
70.4	NEW BOOKINGS:	RETAIL SALES TO	JUVA	SHARED MARY KAY WITH:
7PM	NEW DUUNINGS.	NETAIL SALES TO		SHAKEN MAKT KAT MILL
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
	5		
2	6		
3	7		
4	8		
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)		
1	4		
2	5		
3	6		
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -		
I	4		
2	5		
3	6		
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business			
	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
I	3		
2	4		
NOTES / THOUGHTS			

l. 2	SUNDAY BRAIN DUMP for the week of June 23 - 29, 2024  This is a master to do list! List everything on your mind, emails to send, errands to do, etc  Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or
	- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do
	lists.

Notes

### Weekly Plan Sheet from June 23 - 29, 2024

Sunday, June 23	Monday, June 24	Tuesday, June 25	Wednesday, June 26
<b>6</b> ::15	:15	<b>6</b> ::15	115
.30	:30	30	:30
7	<sup>45</sup>	<sup>45</sup>	<sup>45</sup>
:16	:15	:15	:15
:30 :45	:30 	30 45	:30       :45
8	8	8	8
:15	:15	:15	:15
.30 .45	30   :45	:45	45
9	9	9	9
:15 :30	:15    :30	:15	115
.45	:45	:45	:45
<b>10</b>	10	<b>10</b>	10
:30	:15	:15	:30
.45	.45	:45	:45
<b>11</b>	<b>11</b> :15	<b>11</b> :15	11 :15
.30	:30	30	:30
:45	:45	:45	:45
<b>12</b> :15	<b>12</b> :15	<b>12</b> ::15	12
30	:30	.30	:30
.45	:45	45	45
116	1  :15	115	115
:30	:30	:30	:30
45	<sup>45</sup>	2	<sup>45</sup>
:15	:115	:15	:15
:30	:30	:30	:30
3	3	3	3
:15	:15	:15	:15
:30 :45	:30   :45	30 45	:30   445
4	4	4	4
:15	:15	:15	:15
:30 :45	:30   :45	:30 :45	:30 :45
5	5	5	5
:15	:15	:15	:15
:45	.45	45	:45
6	6	6	6
:15	:15	30	115
:45	:45	:45	:45
<b>7</b> ::15	7	<b>7</b>	<b>7</b>
:30	:15	30	130
:45	:45	:45	:45
<b>8</b> :15	<b>8</b> :15	<b>8</b> :15	115
:30	:30	:30	30
:45	:45	45	:45
9 :15	<b>9</b> ::15	9 ::15	9 ::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
771011(201019), Coll 10 2 7	1 141019, 4011 10 20	
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:16	:15	:15
:30	30	:30
.45	:45	:45
8 115	8	8
30	:15 :30	:15 
.45	30   :45	:45
9	9	9
115	<del> </del>   :15	115
:30	] :30	:30
:45	<sup>30</sup>   <sup>3</sup> 45	:45
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:15	10   :15	:15
30	30	:30
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12	12	12
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:30	I :30	30
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:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
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3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
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5	5	5
:15	:15	:15
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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 Lan	: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
	BOOKINGS/FACES RESULTS  # Booking Held this Week:
	# Booking Held this Week:
	# Booking Held this Week:
	# Booking Held this Week: # Bookings Next Week: # Faces This Week:
	# Booking Held this Week:  # Bookings Next Week:  # Faces This Week:  PERSONAL SALES RESULTS
	# Booking Held this Week:  # Bookings Next Week:  # Faces This Week:  PERSONAL SALES RESULTS  Total Sales This Week:
	# Booking Held this Week:  # Bookings Next Week:  # Faces This Week:  PERSONAL SALES RESULTS  Total Sales This Week:  40% Profit:
	# Booking Held this Week:  # Bookings Next Week:  # Faces This Week:  PERSONAL SALES RESULTS  Total Sales This Week:  40% Profit:  TRACKING MY STAR

Personal Sharing Appts: —

New Personal Team Mbrs:\_

Team Sharing Appts:

 ${\sf New Team \ Members:}$ 

### DATE: Sunday, June 23, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
5AM - Quiet Time/Devi/Prayers	I			
Million \$ Call: 641-715-3900 44336#	2			
6AM	3			
	4			
TAM	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	ERSONAL/FAMILY	
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IIAM	6			
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I2PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO	TODAY
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2PM				
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LO	VE NOTES TO:
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4PM				
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SALES TO	DDAY	SHARED MARY KAY WITH:
8PM				
9PM				
IOPM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
	5		
2	6		
3	7		
4	8		
COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)		
1	4		
2	5		
3	6		
FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -		
I	4		
2	5		
3	6		
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business			
	3		
2	4		
UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
I	3		
2	4		
NOTES / THOUGHTS			

### DATE: Monday, June 24, 2024

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			
ТАМ	5			
	6			
8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY	
9AM	2			
	3			
IOAM	4			
	5			
IIAM	6			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE			
Believe in Yourself and You will be Unstoppable			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)		
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -		
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business			
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.			
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NOTES / THOUGHTS			

### DATE: Tuesday, June 25, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers					
Million \$ Call: 641-715-3900 44336#	2				
6AM	3				
	4				
7AM	5				
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
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7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:	
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INPM	MILEAGE TO RECORD:				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE				
Believe in Yourself and You will be Unstoppable				
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)			
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -			
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business				
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.				
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NOTES / THOUGHTS				

### DATE: Wednesday, June 26, 2024

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			
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7AM	5			
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8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE				
Believe in Yourself and You will be Unstoppable				
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)			
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -			
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business				
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.				
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NOTES / THOUGHTS				

### DATE: Thursday, June 27, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers					
Million \$ Call: 641-715-3900 44336#	2				
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7AM	5				
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7PM	NEW BOOKINGS:	RETAIL SALES TO	DAY	SHARED MARY KAY WITH:	
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE				
Believe in Yourself and You will be Unstoppable				
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)			
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -			
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business				
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.				
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NOTES / THOUGHTS				

### DATE: Friday, June 28, 2024

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
5AM - Quiet Time/Devi/Prayers	I				
Million \$ Call: 641-715-3900 44336#	2				
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7AM	5				
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8AM	SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY				
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE				
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)			
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -			
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business				
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.				
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NOTES / THOUGHTS				

### DATE: Saturday, June 29, 2024

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			
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7AM	5			
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8AM	SIX MOST IMPOARTANT THINGS	TO DO TODAY - PE	RSONAL/FAMILY	
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70.4	NEW BOOKINGS:	RETAIL SALES TO	JUVA	SHARED MARY KAY WITH:
7PM	NEW DUUNINGS.	NETAIL SALES TO		SHAKEV MAKT KAT WITH
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/REFERRALS/CURRENT CUSTOMER BASE				
Believe in Yourself and You will be Unstoppable				
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, F. When you have a GOAL, you have to do the WORK!	ACIALS COMING UP, ETC)			
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS  It costs five times as much to attract a new customer as it does to maintain an emergence of the service of the se	established one, so determine to make your customers the happiest in town" -			
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Love your business like a hobby. Treat your business like a business				
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS A goal without a plan is just a WISH.				
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NOTES / THOUGHTS				

Notes

# Future Planning

# July

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	29				_	

### Notes

July I - Happy New Seminar Year!
July I - 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

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### 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 Notes Sept 2- Labou

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29	30					

Sept 2 - Labour Day
Sept 5-II - Top Director Trip Maui, Hawaii
Sept II-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 - Ist Qtr Star Ends

### October

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### Notes

Oct I - 2nd Qtr Star Begins

Oct I - 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

### Notes

Nov 3 - Daylight Savings Time Ends

Nov 9 - Winter 2024 Early Order Begins for PCP/Stars

Nov II - Remembrance Day

Nov 15 - Fall 2023 Last Day to Order

Nov 16 - Winter 2024 Official Product Launch

Nov 29 - Dec 2 - PINK Weekend

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### 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
	Canada Day   Happy New Seminar Year!   Q1 Star Quarter Begins	2	3
7	8 Fall 2024 PCP Enrollment Deadline	9	IO
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

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Thursday	Friday	Saturday
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25	26 Fall 2024 Director Early Order	27



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Notes

August

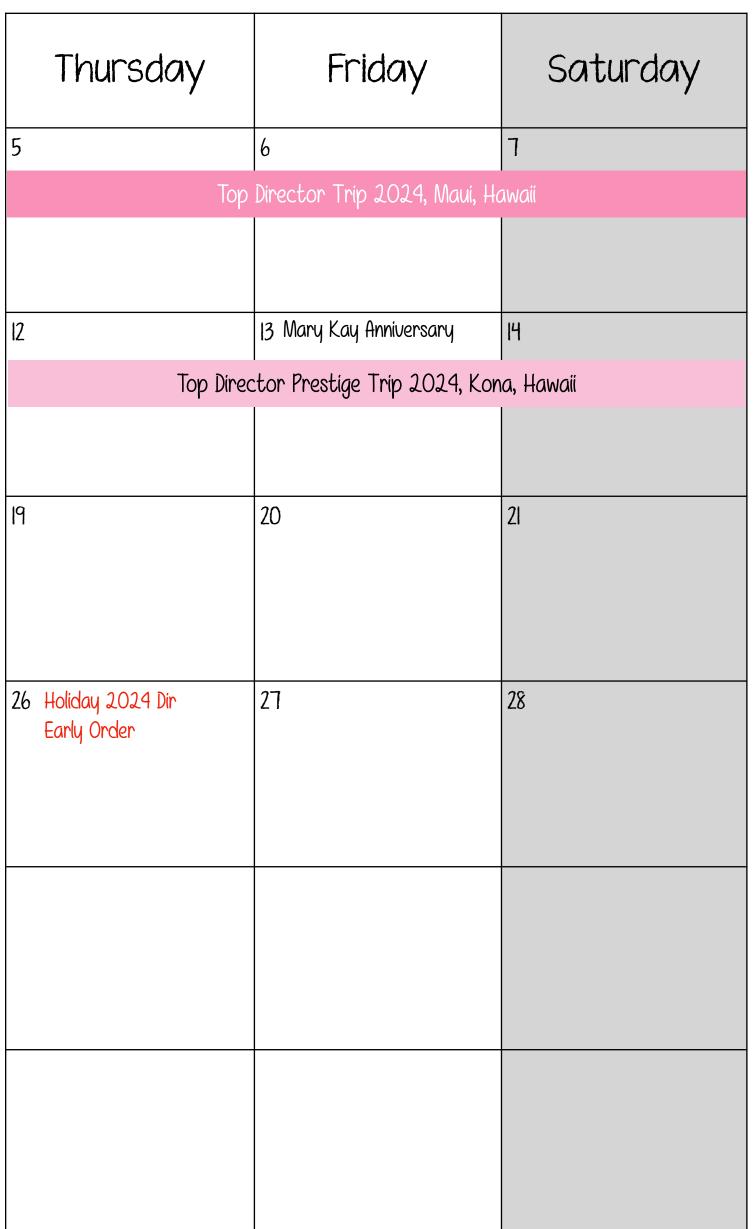
Sunday	Monday	Tuesday	Wednesday
4	5 Civic Holiday (All Corp Offices Closed)	6	7
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Book Begins Mailing			H						
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September

Sunday	Monday	Tuesday	Wednesday
1	2 Labour Day	3	4
8	9	10	11
	Top Director Trip 3	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		

## 2024





### Oct 2024

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# October

Sunday	Monday	Tuesday	Wednesday
		Q2 Star Quarter Begins Holiday 2024 Early Order Begins For PCP/Stars	2
6	7	8	9
13	[4 Thanksgiving Day	I5 Winter 2024 PCP Enrollment Deadline	16 Bosses Day
20	21	22	23
27	28	29	30



Thursday	Friday	Saturday	November
3 Holiday 2024 Official	4	5	S M T W 1
Product Launch			3 4 5 6
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17	18	19	-
24	25	26 Winter 2024 Director Early Order Begins	Ī
31 Halloween			
Winter 2024 Look Book Begins Mailing			
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# November

Sunday	Monday	Tuesday	Wednesday
3 Daylight Savings Time Ends	4	5	6
10	Remembrance Day	12	13
17	18	19	20
24	25	26	27

Thursday	Friday	Saturday
		2
7	8	9 Winter 2024 Early Order Begins For PCP/ Stars
14	15	16 Winter 2024 Official Product Launch
21	22	23
28	29 PINK FRIDAY	30 SMALL BUSINESS SATURDAY



### December 2024

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# December

Sunday	Monday	Tuesday	Wednesday
I	2 CYBER MONDAY	3	4
8	9	10	II
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	Q3 Star Quarter Begins

Thursday	Friday	Saturday
5	6	7
12	13	14
19	20	21 1st Day of Winter
26 Boxing Day	27	28
2 Hanukkah Ends		



### January 2025

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Notes



### MY SUCCESS PLAN

JANUARY - JUNE 2024

www.epiclegacy.team

