MY SUCCESS PLAN

April 2021

www.ShanisOffice.com

April 2021 Goals

Your wings already exist... all you have to do is FLY!

PROFIT GOAL THIS MONTH

$_____

Profit Goal Divided by 0.40 = Retail Sales Goal .
Use the Sales Goal Tracking Sheet.

RETAIL SALES GOAL THIS MONTH:

$ _____

DIQ
8 active Team Members

FUTURE SALES DIRECTOR
8 Team Members

TEAM LEADER
5-7 Active team Members
ON TARGET CAR!!

STAR TEAM BUILDER
3-4 Active Team Members

SENIOR BEAUTY CONSULTANT
1-2 Active Team Members

BEAUTY CONSULTANT

SEMINAR CONSISTENCY IS YOURS!!

$600 _____$600 APR

$400 _____$600 MAY

$250 _____$600 JUN

Track Your Wholesale Orders!

TEAM PRODUCTION GOAL: $_____

DATE:	TEAM WHOLESALE PRODUCTION
5TH	
10TH	
15TH	
20TH	
25TH	
30TH	
FINISHED WITH:	

NEW TEAM MEMBERS:	ACTIVE / QUALIFIED
3rd Team Member = Bronze Medal	
4th New Team Member = Silver Medal	
5th New Team Member = Gold Medal	

SALES FORCE SUPPORT CALL CENTER:

1-877-411-6279

Personal & Unit Goals	Beginning of Month	End of Month.
Star Goal:	Total on the 1st:	Total:
Court of Personal Sales YTD:	YTD on the 1st:	YTD Total:
Court of Personal Sharing:	# of Qualified on 1st:	# Qualified Total:
Car Production:	On the 1st:	On the last Day:

My Monthly Sales Goal Tracking Sheet

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

Name:_____ Month:_____

I'm Saving For:

I Need To Profit:

$ ÷ .40 =

My Retail Sales Goal:

$

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

Ready. Set. GOAL!

$

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

Halfway There! I CAN DO IT!

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

Break your goal into bite size chunks!

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal:_____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Picture of Your Goal!

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

Break It Down:

My Average per Facial: $_____

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

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

Track Your Wholesale!

$1,700	$1,700 every month = On Target for Queens Court of Sales!
$1,500	
$1,200	
$850	$850 every month = On Target for Princess Court of Sales!
$600	$600 every month = On Target Star Consultant!
$400	
$225	

Month End Actual Totals:

Total Sold: _____

40% Profit:_____

50% Wholesale:_____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2
Total:	

Personal Retail Sales Monthly Goal:_____

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

Take a few minutes each day to calculate your total sales without tax

& then deduct that total from your goal.

Date	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		+	-
		=	=
11		+	-
		=	=
12		+	-
		=	=
13		+	-
		=	=
14		+	-
		=	=
15		+	-
		=	=

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal:_____

Date	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		15 Club!					
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30		30 Club!					

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

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

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about.

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

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. **Money**
  - 50% Profit
  - 2 Avenues of Income: Selling & Sharing
  - Selling via Reorders (consumable), Personal Website, Facials (avg $100), Parties (avg. $300), & On the Go Selling.
- 2. **Recognition**
  - Prizes weekly, monthly, quarterly & yearly.
  - Many people don't get recognized for a job well done!
  - Praise People to Success!
- 3. **Self Esteem & Personal Growth**
  - Like a college education in people skills but getting paid while learning.
  - Learn to step out of their comfort zone.
  - Spiritual, Emotional, & Professional Growth
- 4. **Cars**
  - Approximately 85% insurance is paid by Mary Kay
  - $22,000 & Build a team from 5 to 14 in 1-4 months with wholesale requirements.
  - Cash Option: $500, $700 or $1200 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**
  - $24 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

Details under Sharing Section

MONTH: _____

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

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

Notes

quarterly & year long goals

MK TOTAL REWARDS

1800 Points

2400 Points

Check out this quarter's rewards!

3000 Points

3600 Points

Party in a Bag
3700 Points

4800 Points

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

_____

_____

_____

_____

See the full size version of this poster on your Mary Kay inTouch – under: Contests/ Promotions > Contests > Star Consultant Q__ > See the Poster

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

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 qualified team members you'll want to bless this quarter!
$_____ / $600 – _____NQTM
(NewQualifiedTeamMember)

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	Total Contest Credits
Apr 1–3					
Apr 4 – 10					
Apr 11 – 17					
Apr 18 – 24					
Apr 30 – May 6					
May 7 – 13					
May 14 – 20					
May 21 – 27					
May 28 – Jun 3					
Jun 4 – 10					
Jun 11 – 17					
Jun 18 – 24					
Jun 25 – 30					
TOTALS	$	$	$	+	=

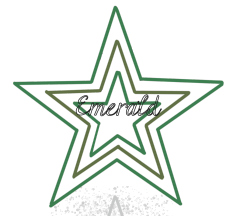
*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of $600 in wholesale Sect. 1 orders are postmarked and accepted by the company within the contest quarter.

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!!

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



Seminar 2020-2021 Personal National Court of Sales

$15,000 Wholesale ($30,000 Retail) July 1 – June 30

Every $300 in wholesale orders, cross out a square! A Tracked # ALWAYS Grows!

$300	$300	$300	$300	$300
$300	$300	$300	$300	$300
$300	$300	$300	$300	$300
$300	$300	$300	$300	$300
$300	$300	$300	$300	$300
$300	$300	$300	$300	$300
$3q00	$300	$300	$300	$300
$300	$300	$300	$300	$300
$300	$300	$300	$300	$300. YOU DID IT!

Seminar 2020-2021 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 year.

New Team Member	Agreement Month	Initial Qualified Order	Initial Star Order	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Comm. Earned
1.																
2.																
3.																
4.																
5.																
6.																
7.																
8.																
9.																
10.																
11.																
12.																
13.																
14.																
15.																
16.																
17																
18.																
19.																
20.																
21.																
22.																
23.																
24.																

Track Your National Court of Sharing
with Each New Team member July 1 – June 30

Notes

tracking my career & promotion to director!

Grand Achiever Program

You have the option to earn the Chevy Trax or the cash compensation of $500/month!

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

TO BE ON TARGET:

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

NOTE: The avg. production to complete the required $22,000. In 1-4 months is an avg. of $5,750/month after qualifying.

You & Your First 5 to Go On-Target	1st ORDER	2nd ORDER	3rd ORDER
Your Personal Orders:			
1			
2			
3			
4			
5			
TOTALS = COMBINED $5,000 OR MORE!			

DON'T STOP!! KEEP GOING!! You can complete the $22,000 in ONE to FOUR Months! YOU DECIDE!!

You. have 1 – 4 months to accomplish the following qualifications:

1. $22,000 combined Personal & Team Sect. 1 Wholesale Production. You may contribute up to $4,000 personal wholesale. Cross out each box below as you achieve each level of production!
2. Build your team to 14 or more Personal Active Team Members. Track your team members and their order totals below!!

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

#	Team Members All of them must be ACTIVE (the month their $225+ Sect. 1 order is rcvd. & the following 2 calendar months).	1st Month Order Totals	2nd Month Order Totals	3rd Month Order Totals	4th Month Order Totals
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
	Team Production:				
	Your Personal Production Each Month:				
	Total for the MONTH:				

ALL IN WITH IO!

DIQ Requirements

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

* In the month of a $225 wholesale order and the following 2 months
** Initial first order of $600+ in the same or following calendar month of their agreement.

#	DIQ Unit Members All must be active when you complete DIQ! (The month her $225+ Sec. 1 order is rcvd & the following 2 calendar months).	1st Month Order Totals	2nd Month Order Totals	3rd Month Order Totals
1	Senior Beauty Consultant (4% Love Check)			
2	Order Your Red Jacket with 2nd Active Team Member			
3	Star Team Builder (4% Love Check & $50 Rebate for Red Jacket)			
4	Start Earning $50 Team Building Bonus with each New Qualified**			
5	Team Leader (9% or 13% Love Check & Go on Target for Car!)			
6				
7				
8	Future Sales Director (9% or 13% Love Check) ~ Submit for DIQ!			
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
21				
22				
23				
24				
	Team Production:			
	Your Personal Production Each Month:			
	Total for the Month:			

my team

Print a copy of your current Team Members List & Insert it in this Section.

Find it on Mary Kay InTouch
> Business Tools > My Business

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

As a New Beauty Consultant:

*Boost Your Business with a Perfect or Power Start & Build your MK Store as a Great Start Achiever!

* Earn Your Pearls of Sharing by doing your practice Sharing Appointments with your Director.

* Download the Great Start App & other fabulous MK Apps. Available to you in your App Store.

*Perfect your I-Story! (Check for tips under Consultant Education on InTouch.)

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

*Contact your director to share that you have a new team member! You may want to share things like: - Does she want to work her new business to get products at a discount, work as a part-time job, or pursue leadership?

* - 3 key things to know about your new team member (i.e. Married, Single, children, working...)

* - How did you meet her?

* Announce your new team member and a pic in your Unit's Facebook group! You may want to also share on your personal Facebook page and tag her too with her permission.

* Follow the "Team Builder Great Start Action Plan" on MK InTouch >Contests/Promotions > Great Start Promotion > then Team Builder Action Plan on the left hand menu. If you need help from your Director- just ask!

*Be sure to plug your team members into all social media including Voxer, etc.

*Encourage her to attend your first meeting to be pinned!

*With your 2nd Active Team Member, you can order your Red Jacket @ www.twin hill.com/MK red jacket.

*You'll find more info under inTouch - Ordering>Career Apparel>Red Jacket Info

*Be Sure to visit all of the fabulous education Tools to help you get into RED on your MK InTouch under Education!

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

*Plan Your Red Jacket Debut with your Director to celebrate your Team!

*Continue with the tips mentioned above for Senior Beauty Consultants

*Master your skin class and invite your team members to learn as you earn!

*Celebrate your team members accomplishments via social media in your unit's group.

* Now is a great time to explore your Team & Reports under Business Tools!

* Share your personal activity & results on your unit's Facebook page! You are inspiring!

*Study the Advance Brochure under Resources to get familiar with car qualifications.

*Earn the company promotion every month!

*Be a Star every quarter! your team will follow your lead!

*As you're growing your personal team, be sure to build a relationship with your personal team members because they will be a part of your future unit when you decide to promote yourself to DIQ and into the position of Independent Sales Director!

TIPS as you're Passing on the Dream & Growing Your Team (continued)

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

*Keep doing all of the tips mentioned on previous page.

* Now might be a great time to create a Facebook Group & Name for your PERSONAL TEAM!

*Master your skill to share the Mary Kay Opportunity!

FUTURE SALES DIRECTOR OR DIQ

With 8+ Active Personal Team Members:

*Keep doing all of the previously mentioned. . .

*Now is the time to plan a potluck with your team to share your VISION!

*Study the Advance Brochure under Resources to familiarize yourself with DIQ eligibility steps.

* You'll want to be in communication with your Sales Director! Text or call her!! She is a wealth of information and has been where you are!

*Be careful so you take advice from!

*Take some time to really study your Team Reports (in Business Tools) in Depth!

*Keep it SIMPLE! Don't overthink! Imperfect action is better than perfect procrastination!

*Get EXCITED!! You're going to be an INDEPENDENT SALES DIRECTOR!!!!

My New Team Members!

Start Date	Name Cell#	15th Day	Contacted my Dir. To Share about my New TM	Entered into Contacts	Added & Shared on Unit/Team FB Group	Attended First Meeting	First Order $

My New Team Members!

Start Date	Name Cell#	15th Day	Contacted my Dir. To Share about my New TM	Entered into Contacts	Added & Shared on Unit/Team FB Group	Attended First Meeting	First Order $

Notes

april

april

Sunday	Monday	Tuesday	Wednesday
4 Easter	5	6	7
11	12	13	14
18	19	20	21
25	26	27	28 Admin. Professionals Day

2021

Thursday	Friday	Saturday
1 4th Quarter Begins	2 Good Friday (Corp. Offices Closed)	3
8	9	10
15 Summer 2021 PCP Enrollment Deadline	16	17
22 Earth Day	23	24
29	30 TAX DAY (Taxes Due) Last Day of the Month	

May 2021

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

Notes

SUNDAY BRAIN DUMP for the week of APR 4 - APR 10

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 4 - 10, 2021**

Sunday, April 4	Monday, April 5	Tuesday, April 6	Wednesday, April 7
6	**6**	**6**	**6**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	**7**	**7**	**7**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	**8**	**8**	**8**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	**9**	**9**	**9**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	**10**	**10**	**10**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	**11**	**11**	**11**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	**12**	**12**	**12**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	**1**	**1**	**1**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	**2**	**2**	**2**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	**3**	**3**	**3**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	**4**	**4**	**4**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	**5**	**5**	**5**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	**6**	**6**	**6**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	**7**	**7**	**7**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	**8**	**8**	**8**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	**9**	**9**	**9**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from April 4 - 10, 2021

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

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

Family Time

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

Date Night

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties
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 Members: _ _ _ _

Team Sharing Appts:

_ _ _ _ _

New Team Members:

_ _ _ _ _

DATE: Sunday, April 4

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

SCHEDULE @ A GLANCE
5AM – Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY – MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY – PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, April 5

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, April 6

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, April 7

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

SCHEDULE @ A GLANCE
5AM – Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY – MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY – PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

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

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, April 8

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

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

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Friday, April 9

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

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

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, April 10

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

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

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

SUNDAY BRAIN DUMP for the week of APR 11 - APR 17

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 11 - 17, 2021**

Sunday, April 11	Monday, April 12	Tuesday, April 13	Wednesday, April 14
6	**6**	**6**	**6**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	**7**	**7**	**7**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	**8**	**8**	**8**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	**9**	**9**	**9**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	**10**	**10**	**10**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	**11**	**11**	**11**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	**12**	**12**	**12**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	**1**	**1**	**1**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	**2**	**2**	**2**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	**3**	**3**	**3**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	**4**	**4**	**4**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	**5**	**5**	**5**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	**6**	**6**	**6**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	**7**	**7**	**7**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	**8**	**8**	**8**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	**9**	**9**	**9**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from April 11 - 17, 2021

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

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

Family Time

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

Date Night

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties
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 Members: _ _ _ _

Team Sharing Appts:

_ _ _ _ _

New Team Members:

_ _ _ _ _

DATE: Sunday, April 11

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, April 12

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, April 13

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

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

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, April 14

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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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!

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2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, April 15

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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1	5
2	6
3	7
4	8

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

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1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Friday, April 16

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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2	6
3	7
4	8

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

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2	5
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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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.

1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, April 17

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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"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.

1	3
2	4

NOTES / THOUGHTS

SUNDAY BRAIN DUMP for the week of APR 18 - APR 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 **April 18 - 24 , 2021**

Sunday, April 18	Monday, April 19	Tuesday, April 20	Wednesday, April 21
6	**6**	**6**	**6**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	**7**	**7**	**7**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	**8**	**8**	**8**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	**9**	**9**	**9**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	**10**	**10**	**10**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	**11**	**11**	**11**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	**12**	**12**	**12**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	**1**	**1**	**1**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	**2**	**2**	**2**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	**3**	**3**	**3**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	**4**	**4**	**4**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	**5**	**5**	**5**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	**6**	**6**	**6**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	**7**	**7**	**7**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	**8**	**8**	**8**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	**9**	**9**	**9**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from April 18 - 24, 2021

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

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

Family Time

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

Date Night

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties
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 Members: _ _ _ _

Team Sharing Appts:

_ _ _ _ _

New Team Members:

_ _ _ _ _

DATE: Sunday, April 18

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

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

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, April 19

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
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10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
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PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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1	5
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, April 20

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
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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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6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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1	3
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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: Wednesday, April 21

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
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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

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, April 22

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
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10AM
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1
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PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Friday, April 23

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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1	5
2	6
3	7
4	8

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

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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

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1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, April 24

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

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NOTES / THOUGHTS

SUNDAY BRAIN DUMP for the week of APR 25 - MAY 1

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 25 - May 1, 2021

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

Weekly Plan Sheet from April 25 - May 1, 2021

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

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

Family Time

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

Date Night

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

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

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _ _

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

BOOKINGS//FACES RESULTS

Booking Held this Week: _ _ _ _

Bookings Next Week: _ _ _ _ _ _

Faces This Week: _ _ _ _ _ _ _ _

PERSONAL SALES RESULTS
Total Sales This Week:

_ _ _ _ _ _ _ _ _ _ _ _ _ _ _

40% Profit: _ _ _ _ _ _

TRACKING MY STAR
Wholesale Orders This Week: _ _ _ _ _ _ _ _ _ _

Amt. Needed to Finish Star: _ _ _ _ _ _ _ _ _ _ _

Unit Stars to Date: _ _ _

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts:

_ _ _ _ _ _

New Personal Team Members: _ _ _ _

Team Sharing Appts:

_ _ _ _ _

New Team Members:

_ _ _ _ _

DATE: Sunday, April 25

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
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PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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

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2	5
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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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

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, April 26

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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4
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6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
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PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

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1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, April 27

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

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

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

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MILEAGE TO RECORD:

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

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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

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1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, April 28

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

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
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7PM
8PM
9PM
10PM

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
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

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NOTES / THOUGHTS

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Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
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11AM
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1PM
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NOTES / THOUGHTS

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6AM
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NOTES / THOUGHTS

DATE: Saturday, May 1

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2	4

NOTES / THOUGHTS

Notes

quarterly at a glance

April - June 2021 At-A-Glance

APRIL

Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

NOTES:

April 1: 4th Quarter Begins

April 2: Good Friday (Corporate Office Closed)

April 4: Easter Sunday

April 15: PCP Deadline to Enroll Customers for Summer Look Bk

April 22: Earth Day

April 28: Admin. Prof. Day

April 30: Tax Day (Taxes Due)

MAY

Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

NOTES:

May 4: Teacher Appreciation Day (US)

May 9: Mother's Day

May 9: Summer Product Early Order Opens for PCP & Stars

May 12: Mary Kay Ash Birthday/Nurses Appreciation Day

May 14: Summer Look Book Mails

May 16: Summer Product Launch

May 24: Victoria Day

May 31: Memorial Day (US)

JUNE

Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

NOTES:

June 15: PCP Enrollment for Fall Look Book Begins

June 20: Father's Day

June 20: 1st Day of Summer

June 30: 4th Qtr Ends

June 30: Last Day of the Seminar Year

July - September 2021 At-A-Glance

JULY

Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

NOTES:

July 1: HAPPY MK NEW YEAR!

July 1: 1st Quarter Begins

July 1: Canada Day (Corporate Office Closed)

July 15: PCP Deadline to Enroll Customers for Fall Look Bk

AUGUST

Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

NOTES:

August 1: PCP Enrollment Begins for Holiday Look Book

August 2: Civic Holiday (Corporate Office Closed)

August 9: Fall Early Order for PCP/Stars

August 14: Fall Look Book Mails

August 16: Fall Product Official Launch

August 31: PCP Deadline to Enroll Customers for Holiday Look

SEPTEMBER

Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

NOTES:

September 6: Labour Day

September 13: Mary Kay Anniversary

September 15: PCP Enrollment Begins for Winter Look Book

September 22: 1st Day of Fall

September 28: Holiday Look Book Mails

September 30: 1st Quarter Ends

October - December 2021 At-A-Glance

OCTOBER

Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

NOTES: (Breast Cancer Awareness Month)

October 1: Holiday Product Early Order Opens for PCP/Stars

October 1: 2nd Quarter Begins

October 3: Holiday Product Official Launch

October 5: World Teacher Appreciation Day

October 11: Thanksgiving (Corp Office Closed)

October 15: PCP Deadline for Winter Look Book

October 16: Bosses Day

October 31: Halloween

NOVEMBER

Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

NOTES:

November 7: Daylight Savings Ends

November 9: Winter Product Early Ordering for PCP/Stars

November 11: Remembrance Day

November 13: Winter Look Book Mails

November 16: Winter Product Official Launch

November 28: Hanukkah (Start)

DECEMBER

Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

NOTES:

December 15: PCP Enrollment for Spring Look Book Begins

December 21: 1st Day of Winter

December 24: Christmas Eve

December 25: Christmas (Corp Office Closed)

December 25: Boxing Day (Corp Office Closed)

December 31: New Years Eve

December 31: 2nd Quarter Ends

future planning

july

Sunday	Monday	Tuesday	Wednesday
4 Independence Day	5	6	7
11	12	13	14
18	19 PCP Enrollment for Holiday Look Book Begins	20	21
25 Parent's Day	26	27	28

2021

Thursday	Friday	Saturday
1 Canada Day (Corp. Offices Closed) HAPPY MK NEW YEAR!! 1st Qtr Begins	2	3
8	9	10
15 Fall 2021 PCP Enrollment Deadline	16	17
22	23	24
29	30	31 Last Day of the Month

August 2021

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

Notes

august

Sunday	Monday	Tuesday	Wednesday
1 Holiday 2021 PCP Enrollment Begins	2 Civic Holiday (Corp. Offices Closed)	3	4
8	9 Fall Product Early Order for PCP & Stars	10	11
15	16 Fall Product Official Launch	17	18
22	23	24	25
29	30	31 Holiday PCP Enrollment Deadline Last Day of the Month	

2021

Thursday	Friday	Saturday
5	6	7
12	13	14 Fall 2021 Look Book Mails
19	20	21
26	27	28

September 2021

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

Notes

september

Sunday	Monday	Tuesday	Wednesday
			1
5	6 Labour Day	7	8
12	13 MK Ash Anniversary	14	15 Winter 2021/2022 PCP Enrollment Begins
19	20	21	22 1st Day of Fall
26	27	28 Holiday Look Book Begins Mailing	29

2021

Thursday	Friday	Saturday
2	3	4
9	10	11
16	17	18
23	24	25
30 1st Quarter Ends Last Day of the Month		

October 2021

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

Notes

MY SUCCESS PLAN

April - June 2021

www.ShanisOffice.com