

“Achieving Success is a daily process”
Mary Kay Ash



TODAY: _____

6 MOST IMPORTANT THINGS- MK BUSINESS

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

6 MOST IMPORTANT THINGS- FAMILY/PERSONAL

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

CALLS

| | |
|-----------|--|
| BOOKING | |
| | |
| | |
| COACHING | |
| | |
| | |
| PROSPECTS | |
| | |
| | |
| CUSTOMERS | |
| | |
| | |
| TEAM | |
| | |
| | |

| | |
|------|--|
| 5am | |
| 6am | |
| 7am | |
| 8am | |
| 9am | |
| 10am | |
| 11am | |
| Noon | |
| 1pm | |
| 2pm | |
| 3pm | |
| 4pm | |
| 5pm | |
| 6pm | |
| 7pm | |
| 8pm | |
| 9pm | |
| 10pm | |

| | |
|------------------------------------|----------------|
| INCOME PRODUCING ACTIVITIES | |
| 1 Skin Care Class | 5 New Contacts |
| 2 Facials | 2 New Bookings |
| 3 On-the-Go | 1 New Team Mbr |
| \$100 Cust Svc | |
| 1 Interview | |
| 1 Guest @ Mtg | |
| 1 DVD/CD w/ questionnaire | |
| Today's IPA Total: | |

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|--------------|
| NOTES |
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| |
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| |

(Grand Achiever = 10 IPA's per week/2 per day; Premier Club = 15 IPA's per week/3 per day; Cadillac = 20+ IPA's per week/4 per day)