



MY SUCCESS PLAN

JANUARY – JUNE 2024

www.epiclegacy.team

This Book Belongs to: _____

2 0 2 4 .

January

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
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FEBRUARY

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March

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April

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May

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JUNE

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JULY

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August

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September

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December

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21	22	23	24	25	26	27
28	29	30	31			

This Book Belongs to: _____

2 0 2 5 .

January

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19	20	21	22	23	24	25
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FEBRUARY

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March

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30	31					

April

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20	21	22	23	24	25	26
27	28	29	30			

May

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18	19	20	21	22	23	24
25	26	27	28	29	30	31

JUNE

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8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

JULY

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

August

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

September

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

October

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19	20	21	22	23	24	25
26	27	28	29	30	31	

NOVEMBER

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

December

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

Quarter

At A

Glance

January

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

Notes

Jan 1 - New Year's Day

Jan 15 - Martin Luther King Jr Day

Jan 17 - Spring 2024 PCP Enrollment Deadline

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

Jan 21 - 24 - Leadership Conf 2024, Fort Worth, TX (Diamond/Sapphire)

Jan 26 - Spring 2024 Dir Early Order

February

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

Notes

Feb 2 - Groundhog Day

Feb 8 - Spring 2024 Look Book Begins Mailing

Feb 10 - Spring 2024 Early Order Begins for PCP/Stars

Feb 11 - Super Bowl LVIII

Feb 14 - Valentines Day

Feb 15 - Spring 2024 All IBC's Can Order

Feb 16 - Spring 2024 Official Product Launch

Feb 19 - President's Day

March

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

Notes

March 8 - International Women's Day

March 10 - Daylight Savings Begins

March 15 - Q3 Star Qtr Ends

March 16 - Q4 Star Qtr Begins

March 16 - Summer 2024 PCP Enrollment Begins

March 17 - St. Patrick's Day

March 19 - 1st Day of Spring

March 22-23 - Career Conference (24-25-Spanish Only)

March 29 - Good Friday

March 31 - Easter

April

2024

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

Notes

April 1 - April Fools Day

April 15 - Tax Day

April 17 - Summer 2024 PCP Enrollment Deadline

April 22 - Earth Day

April 24 - Admin Professionals Day

April 26 - Summer 2024 Director Early Order Begins

May

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

Notes

May 5 - Cinco De Mayo

May 6 - Nurse Appreciation Day

May 7 - Teacher Appreciation Day

May 8 - Summer 2024 Look Book Begins Mailing

May 10 - Summer 2024 Early Order Begins for PCP/Stars

May 12 - Mary Kay Birthday

May 12 - Mother's Day

May 15 - Summer 2024 All IBC's Can Order

May 16 - Summer 2024 Official Product Launch

May 18 - Armed Forces Day

May 27 - Memorial Day

June

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

Notes

June 14 - Flag Day

June 15 - Q4 Star Ends

June 16 - Father's Day

June 16 - Q1 Star Begins (2024-24 SY)

June 16 - Fall 2024 PCP Enrollment Begins

June 19 - Juneteenth

June 20 - First Day of Summer

June 30 - Last Day of Seminar Year!

Quarterly &

Year Long

Personal &

Unit Goals

Dream Board



The background of the image features several horizontal, overlapping brushstrokes in a vibrant red color. The strokes are textured and vary in opacity, creating a layered, artistic effect. The overall composition is framed by a thin, light red border.

Make your
dreams
happen

My Star Goal

Circle the Prize/Prizes that you're excited to earn! If you have more than one, total them to determine what your goal is this quarter.

TOTAL STAR GOAL: _____

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

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

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

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

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

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

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

NEW TEAM MEMBERS:

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

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

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

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

Place Picture of
Q3 Star Poster
Here

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

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



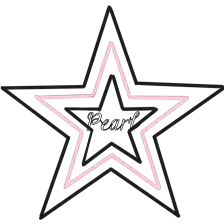
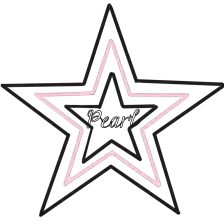
My Star Goal: \$ _____ = # New Personal Team Members: _____ = My Total Star Goal: \$ _____

Be a 3rd Qtr Star!!!

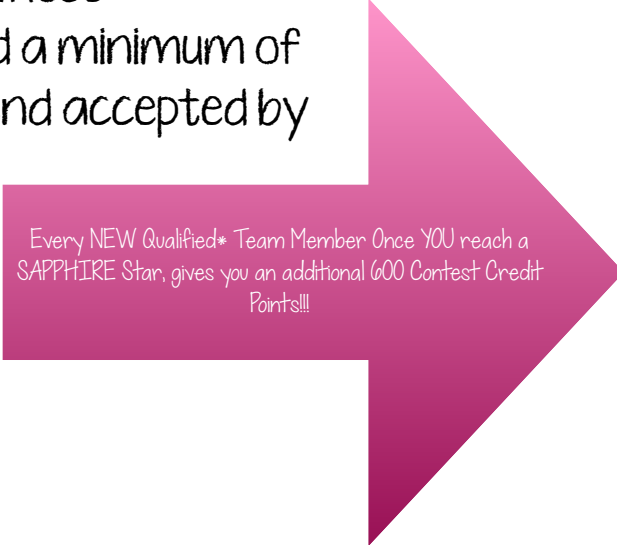
3rd Qtr: December 16 – March 15

Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Dec 16					
Dec 17 - 23					
Dec 24 - 30					
Dec 31 - Jan 6					
Jan 7 - 13					
Jan 14 - 20					
Jan 21 - 27					
Jan 28 - Feb 3					
Feb 4 - 10					
Feb 11 - 17					
Feb 18 - 24					
Feb 25-Mar 2					
Mar 3 - 9					
Mar 10 - 15					
TOTALS	\$	\$	\$	+	=

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



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








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

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

Track Your Way to Star!

December 16th - March 15th

Q3!

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

What is Your Goal This Quarter?

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

Hustle.
Slay.
Repeat.



My Star Goal

Circle the Prize/Prizes that you're excited to earn! If you have more than one, total them to determine what your goal is this quarter.

TOTAL STAR GOAL: _____

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

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\$ _____ (wholesale)

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\$ ____ x 2 = \$ ____

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

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

NEW TEAM MEMBERS:

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

Total Star Goal: \$ _____

MINUS Your Star Goal: \$ _____
= _____

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

\$ _____ / \$600 = _____ NQTM
(NewQualifiedTeamMember)

Place Picture of
Q4 Star Poster
Here

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

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



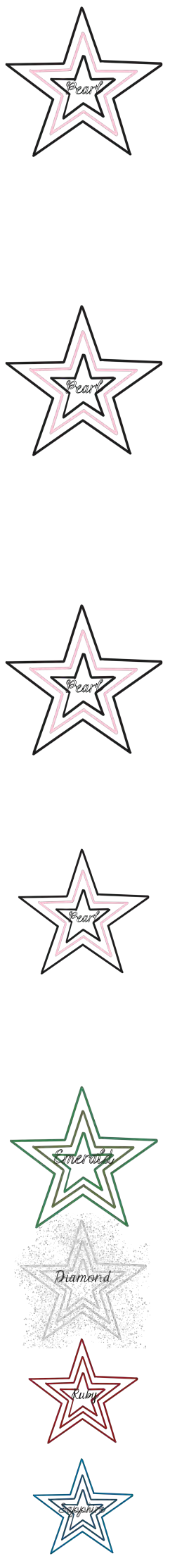
My Star Goal: \$ _____ = # New Personal Team Members: _____ = My Total Star Goal: \$ _____

Be a 4th Qtr Star!!!

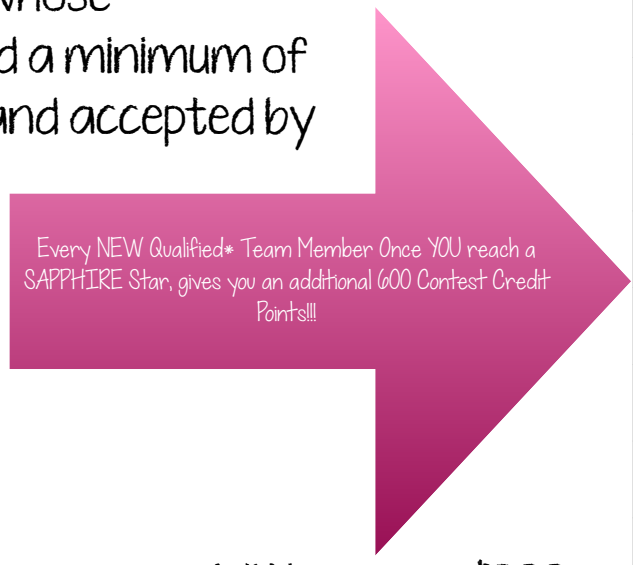
4th Qtr: March 16 - June 15

Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Mar 16					
Mar 17 - 23					
Mar 24 - 30					
Mar 31 - Apr 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					
June 2- 8					
June 9 - 15					
TOTALS	\$	\$	\$	+	=

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



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



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






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

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

Track Your Way to Star!

March 16th - June 15th

Q4!

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

What is Your Goal This Quarter?

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



*Make
it
happen*

My Star Goal

Circle the Prize/Prizes that you're excited to earn! If you have more than one, total them to determine what your goal is this quarter.

TOTAL STAR GOAL: _____

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

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\$ _____ (wholesale)

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\$ ____ x 2 = \$ ____

Take the total & multiply it by 0.40 to discover what your profit will be each month:
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(Refer to your monthly goal sheet to make a plan and track it!!)

NEW TEAM MEMBERS:

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

Total Star Goal: \$ _____

MINUS Your Star Goal: \$ _____
= _____

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

\$ _____ / \$600 = _____ NQTM
(NewQualifiedTeamMember)

Place Picture of
Q1 Star Poster
Here

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

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



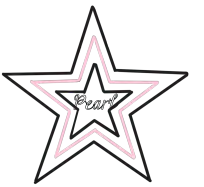
My Star Goal: \$ _____ = # New Personal Team Members: _____ = My Total Star Goal: \$ _____

Be a 1st Qtr Star!!!

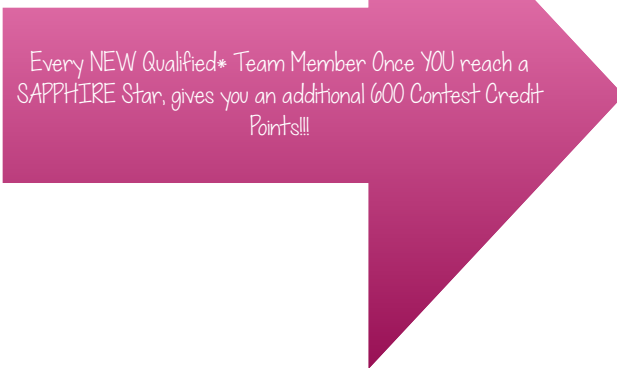
1st Qtr: June 16 – September 15

Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Jun 16 - 22					
Jun 23 - 29					
Jun 30-Jul 6					
Jul 7 - 13					
Jul 14 - 20					
Jul 21 - 27					
Jul 28 - Aug 3					
Aug 4 - 10					
Aug 11 - 17					
Aug 18 - 24					
Aug 25 - 31					
Sep 1 - 7					
Sep 8 - 14					
Sep 15					
TOTALS	\$	\$	\$	+	=

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



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

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

Track Your Way to Star!

Q1!

June 16th - September 15th

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

What is Your Goal This Quarter?

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

Tracking to **100** Unit Members!



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

You Can Do it!

Great Start Tracking



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



65 Great Start Qualifieds for the year = TRIP!



Great Start Tracking



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

Great Start Tracking



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

Seminar 2023-24 Personal National Court of Sales Detailed Tracking

\$20,000 Wholesale (\$40,000 Retail) July 1 - June 30

With every month, fill in the blanks using the example below!
If you want to track by coloring in with each order as a visual,
use the other side of this sheet

Month	Total Personal Retail Sales This Month	Total Amount of Wholesale Orders This Month <small>Typically 50% of what you sell unless you're a New Consultant</small>	Total Amount of Wholesale Orders Year to Date	Goal: \$20,000 <small>With each month, cross out the previous months amount and write in your new total needed!</small>
Example Month	\$2,000	\$1,000	\$1,000	\$19,000
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

\$20,000 Wholesale (\$40,000 Retail) July 1 - June 30

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

\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400.
				YOU DID IT!

A Tracked # Grows 2023-2024 Unit Goals



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

My Personal Goals:
My Unit Goals:



Tracking my
Career
Car

Grand Achiever Tracker

Independent Sales Director

We Did It!

Qualifications

- \$45,000 net adjusted unit sales volume within two consecutive calendar quarters.
- Max Co-op Lease/Cash Compensation \$425 per month.
- \$600 car program credit counts toward required sales volume.

\$45,000

\$40,000

\$36,000

\$32,000

\$28,000

\$24,000

\$20,000

\$16,000

\$12,000

\$8,000

\$6,000

Half Way!

On Target

- \$22,500 net adjusted unit sales volume in one calendar quarter.



Premier Club Tracker

Independent Sales Director

We Did It!

Qualifications

- \$60,000 net adjusted unit sales volume within two consecutive calendar quarters.
- Max Co-op Lease/Cash Compensation \$525 per month.
- \$600 car program credit counts toward required sales volume.

On Target

- \$30,000 net adjusted unit sales volume in one calendar quarter.

\$60,000

\$55,000

\$50,000

\$45,000

\$40,000

\$35,000

\$30,000

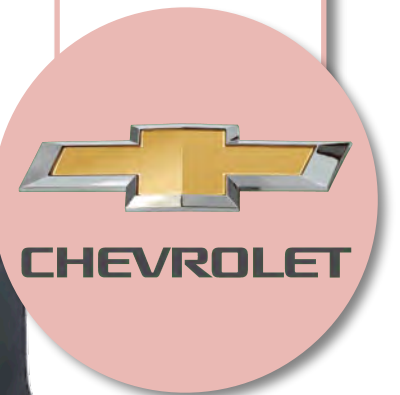
\$25,000

\$20,000

\$15,000

\$10,000

Half Way!



Cadillac Tracker

Independent Sales Director

We Did It!

\$108,000

\$104,000

\$94,000

\$84,000

\$74,000

\$64,000

\$54,000

\$44,000

\$34,000

\$24,000

\$14,000

Qualifications

- \$108,000 net adjusted unit sales volume within two consecutive calendar quarters.
- Max Co-op Lease/Cash Compensation \$925 per month.
- \$600 car program credit counts toward required sales volume.

On Target

- \$54,000 net adjusted unit sales volume in one calendar quarter.

Half Way!



Unit reports

Insert Unit Members
print out from Business Tools

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

success

planner

support

delegate

MY SUCCESS PLAN

JANUARY 2024

www.epiclegacy.team

January

Sunday	Monday	Tuesday	Wednesday
	1 Happy New Year!	2	3
7	8	9	10
14	15 Martin Luther King Jr. Day	16	17 Spring 2024 PCP Enrollment Deadline Leadership 2024, Ft.Worth, TX (Emerald, Ruby, Canada)
21	22	23	24
Leadership 2024, Fort Worth, TX (Diamond/Sapphire)			
28	29	30	31

January 2024 Goals



My Why:



Wholesale Goal \$

20 New Unit Members

5 or more New Personal Team Members (Highlighted)

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

Red Jackets

Leaders in Red!	SR Consultants

4 or more New Qualified Consultants This Month

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

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

1st Quarter Stars! (Total Unit Stars)

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

1	4	7
2	5	8
3	6	9

Personal & Unit Goals

Beginning of Month

End of Month.

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

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

÷ .40 =

My Retail Sales Goal:

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

Ready, Set,
GOAL!

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down: ↓

My Average per Facial: \$ _____

Retail Goal ÷ Average per Facial

= # Faces To Pamper: _____

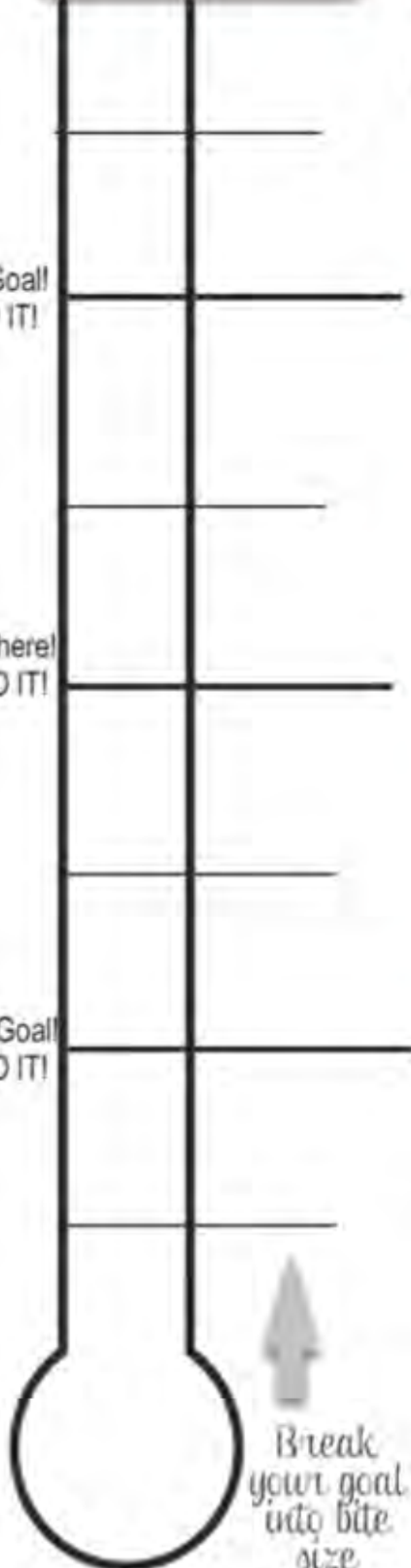
Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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



Break your goal into bite size chunks!

Picture of Your Goal!

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

Track Your Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

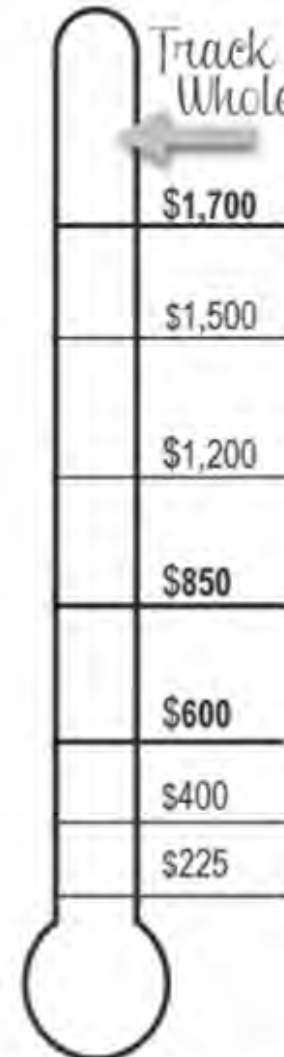
\$850 every month = On Target for Princess Court of Sales!

\$600

\$600 every month = On Target Star Consultant!

\$400

\$225



Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2
Total:	

DIRECTOR

2024

MONTHLY

Check Calculator

Projected Unit Wholesale Production: _____ Month/Quarter: _____

Actual Unit Wholesale Production: _____ Projected Pay: _____

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 15 / Dec 15 / Mar 15 / Jun 15

of Stars _____

STAR Bonus =

Wellness Bonus

Based on wholesale calendar year & paid in
January commission check

Total Annual W/S Prod	Bonus
\$60,000 - \$124,000	\$800
\$125,000 - \$186,999	\$1,300
\$187,000 and above	\$2,000

Wellness 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	\$425
Premier Club	\$525
Cadillac	\$925

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- New Cadillac Bonus: \$1,000
- Higher Unit Club: \$1,000

Seminar Bonus =

New Director Bonuses

\$1,000 New Independent Sales
Director Program Bonus when Sales
Director achieves each of the
following:

- Start Strong Bonus = \$1,000
- Grow Strong Bonus = \$1,000
- Keep Strong Bonus = \$1,000
- Lead Strong Bonus = \$1,000
- Consistency Club = \$1,000
- Fab 50's = \$1,000
- Head of the Class = 13-carat blue
topaz ring

New Dir. Bonus =

Unit Development

Qualified New Unit Members

\$400 bonus with 4 new qual.

\$100 for each additional qual.

(Maximum of 10)

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

Devel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

\$_____

Wholesale Amount x % Paid

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

Offspring Bonus =

Monthly *Expense* Tracking

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

Tax Deduction Categories:

Advertising Expenses:

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

Bad Debts:

- Uncollected Sales or Sales Tax

Car Expenses:

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

Charitable Donations:

- Cash/Product Donations

Education/Training:

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

Meals & Entertainment:

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

Office Expenses:

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

Travel Expenses:

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

Outside Services/Contracted Labor:

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

Other Business Expenses:

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

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

Monthly Totals

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

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

Personal Retail Sales Monthly Goal: _____

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

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

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

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

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

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

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

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

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

SHARING APPOINTMENTS AT-A-GLANCE

See Sharing Page for Details

MONTH: _____

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

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

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

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

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

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

SHARING RESULTS

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

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

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

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

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

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

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

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

New
Consultants

2024
January

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

Sunday, Dec 31	Monday, Jan 1	Tuesday, Jan 2	Wednesday, Jan 3
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

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

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team :: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from January 7 - 13, 2024

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

Weekly Plan Sheet from January 7 - 13, 2024

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

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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: _____

Notes

A series of horizontal lines for writing notes, starting from the top of the page below the header and extending to the bottom.

Weekly Plan Sheet from January 14 - 20, 2024

Sunday, Jan 14	Monday, Jan 15	Tuesday, Jan 16	Wednesday, Jan 17
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from January 14 - 20, 2024

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

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BOOKINGS/FACES RESULTS

Booking Held this Week: _____

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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: _____

Weekly Plan Sheet from January 21 - 27, 2024

Sunday, Jan 21	Monday, Jan 22	Tuesday, Jan 23	Wednesday, Jan 24
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from January 21 - 27, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from January 28 - February 3, 2024

Sunday, Jan 28	Monday, Jan 29	Tuesday, Jan 30	Wednesday, Jan 31
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from Jan 28 - Feb 3, 2024

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

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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: _____

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

MY SUCCESS PLAN

FEBRUARY 2024

www.epiclegacy.team

February

Sunday	Monday	Tuesday	Wednesday
4	5	6	7
11 Super Bowl LVIII	12	13	14 Valentine's Day
18	19 President's Day	20	21
25	26	27	28

February 2024 Goals



My Why:

Wholesale Goal \$

20 New Unit Members

5 or more New Personal Team Members (Highlighted)

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

Red Jackets

Leaders in Red!	SR Consultants

4 or more New Qualified Consultants This Month

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

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

1st Quarter Stars! (Total Unit Stars)

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

1	4	7
2	5	8
3	6	9

Personal & Unit Goals

Beginning of Month

End of Month.

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

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$

÷ .40 =

\$

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

My Retail Sales Goal:

Ready, Set,
GOAL!



\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down:



My Average per Facial: \$ _____

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

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

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

Halfway There!
I CAN DO IT!

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

Picture of
Your Goal!

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

Track Your
Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

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

\$600

\$600 every month
= On Target
Star Consultant!

\$400

\$225

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2

Total:

Break
your goal
into bite
size
chunks!

DIRECTOR

2024

MONTHLY

Check Calculator

Projected Unit Wholesale Production: _____ Month/Quarter: _____

Actual Unit Wholesale Production: _____ Projected Pay: _____

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 15 / Dec 15 / Mar 15 / Jun 15

of Stars _____

STAR Bonus =

Wellness Bonus

Based on wholesale calendar year & paid in
January commission check

Total Annual W/S Prod	Bonus
\$60,000 - \$124,000	\$800
\$125,000 - \$186,999	\$1,300
\$187,000 and above	\$2,000

Wellness 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	\$425
Premier Club	\$525
Cadillac	\$925

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- New Cadillac Bonus: \$1,000
- Higher Unit Club: \$1,000

Seminar Bonus =

New Director Bonuses

\$1,000 New Independent Sales
Director Program Bonus when Sales
Director achieves each of the
following:

- Start Strong Bonus = \$1,000
- Grow Strong Bonus = \$1,000
- Keep Strong Bonus = \$1,000
- Lead Strong Bonus = \$1,000
- Consistency Club = \$1,000
- Fab 50's = \$1,000
- Head of the Class = 13-carat blue
topaz ring

New Dir. Bonus =

Unit Development

Qualified New Unit Members

\$400 bonus with 4 new qual.

\$100 for each additional qual.

(Maximum of 10)

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

Devel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

\$_____

Wholesale Amount x % Paid

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

Offspring Bonus =

Monthly *Expense* Tracking

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

Tax Deduction Categories:

Advertising Expenses:

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

Bad Debts:

- Uncollected Sales or Sales Tax

Car Expenses:

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

Charitable Donations:

- Cash/Product Donations

Education/Training:

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

Meals & Entertainment:

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

Office Expenses:

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

Travel Expenses:

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

Outside Services/Contracted Labor:

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

Other Business Expenses:

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

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

Monthly Totals

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

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

Personal Retail Sales Monthly Goal: _____

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

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

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

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

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

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

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

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

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

SHARING APPOINTMENTS AT-A-GLANCE

See Sharing Page for Details

MONTH: _____

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

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

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

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

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

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

SHARING RESULTS

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

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

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

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

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

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

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

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

Notes

New
Consultants

2024
February

Weekly Plan Sheet from February 4 - February 10, 2024

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

Weekly Plan Sheet from February 4 - February 10, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from February 11 - February 17, 2024

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

Weekly Plan Sheet from Feb 11 - Feb 17, 2024

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

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Date Night

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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: _____

Weekly Plan Sheet from February 18 - February 24, 2024

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

Weekly Plan Sheet from Feb 18 - 24, 2024

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

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Date Night

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

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

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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: _____

Notes

Weekly Plan Sheet from February 25 - March 2, 2024

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

Weekly Plan Sheet from Feb 25 - Mar 2, 2024

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

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BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Notes

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

Success

Planner

Support

LEADERSHIP

delegate

MY SUCCESS PLAN

MARCH 2024

www.epiclegacy.team

March

Sunday	Monday	Tuesday	Wednesday
3	4	5	6
10 Daylight Savings Begins	11	12	13
17 St. Patrick's Day	18	19 1st Day of Spring	20
24	25	26	27
	Career Conference 2024 (Spanish Only)		
31 Easter			

March 2024 Goals



My Why:

Wholesale Goal \$

20 New Unit Members

5 or more New Personal Team Members (Highlighted)

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

Red Jackets

Leaders in Red!	SR Consultants

4 or more New Qualified Consultants This Month

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

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

1st Quarter Stars! (Total Unit Stars)

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

1	4	7
2	5	8
3	6	9

Personal & Unit Goals

Beginning of Month

End of Month.

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

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$ _____

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

÷ .40 =

My Retail Sales Goal:

\$ _____

Ready, Set, GOAL!



\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down: ↓

My Average per Facial: \$ _____

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

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

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

Halfway There!
I CAN DO IT!

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

Picture of Your Goal!

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

Track Your Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

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

\$600

\$600 every month = On Target Star Consultant!

\$400

\$225

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2
Total:	

Break your goal into bite size chunks!

DIRECTOR

2024

MONTHLY

Check Calculator

Projected Unit Wholesale Production: _____ Month/Quarter: _____

Actual Unit Wholesale Production: _____ Projected Pay: _____

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 15 / Dec 15 / Mar 15 / Jun 15

of Stars _____

STAR Bonus =

Wellness Bonus

Based on wholesale calendar year & paid in
January commission check

Total Annual W/S Prod	Bonus
\$60,000 - \$124,000	\$800
\$125,000 - \$186,999	\$1,300
\$187,000 and above	\$2,000

Wellness 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	\$425
Premier Club	\$525
Cadillac	\$925

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- New Cadillac Bonus: \$1,000
- Higher Unit Club: \$1,000

Seminar Bonus =

New Director Bonuses

\$1,000 New Independent Sales
Director Program Bonus when Sales
Director achieves each of the
following:

- Start Strong Bonus = \$1,000
- Grow Strong Bonus = \$1,000
- Keep Strong Bonus = \$1,000
- Lead Strong Bonus = \$1,000
- Consistency Club = \$1,000
- Fab 50's = \$1,000
- Head of the Class = 13-carat blue
topaz ring

New Dir. Bonus =

Unit Development

Qualified New Unit Members

\$400 bonus with 4 new qual.

\$100 for each additional qual.

(Maximum of 10)

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

Devel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

\$_____

Wholesale Amount x % Paid

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

Offspring Bonus =

Monthly *Expense* Tracking

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

Tax Deduction Categories:

Advertising Expenses:

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

Bad Debts:

- Uncollected Sales or Sales Tax

Car Expenses:

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

Charitable Donations:

- Cash/Product Donations

Education/Training:

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

Meals & Entertainment:

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

Office Expenses:

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

Travel Expenses:

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

Outside Services/Contracted Labor:

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

Other Business Expenses:

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

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

Monthly Totals

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

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

Personal Retail Sales Monthly Goal: _____

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

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

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

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

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

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

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

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

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

SHARING APPOINTMENTS AT-A-GLANCE

See Sharing Page for Details

MONTH: _____

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

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

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

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

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

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

SHARING RESULTS

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

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

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

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

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

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

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

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

New
Consultants

2024
March

Weekly Plan Sheet from Mar 3 - Mar 9, 2024

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

Weekly Plan Sheet from Mar 3 - Mar 9, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from March 10 - March 16, 2024

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

Weekly Plan Sheet from March 10 - March 16, 2024

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

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

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

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: _____

Notes

Weekly Plan Sheet from March 17 - March 23, 2024

Sunday, Mar 17	Monday, Mar 18	Tuesday, Mar 19	Wednesday, Mar 20
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from March 17 - 23, 2024

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

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Color each box with a color that excites you!

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Date Night

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

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

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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: _____

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

Weekly Plan Sheet from March 24 - 30, 2024

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

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Booking Held this Week: _____

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Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

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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: _____

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

MY SUCCESS PLAN

APRIL 2024

www.epiclegacy.team

April

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

April 2024 Goals



My Why:



Wholesale Goal \$

20 New Unit Members

5 or more New Personal Team Members (Highlighted)

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

Red Jackets

Leaders in Red!	SR Consultants

4 or more New Qualified Consultants This Month

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

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

1st Quarter Stars! (Total Unit Stars)

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

1	4	7
2	5	8
3	6	9

Personal & Unit Goals

Beginning of Month

End of Month.

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

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$ ÷ .40 =

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

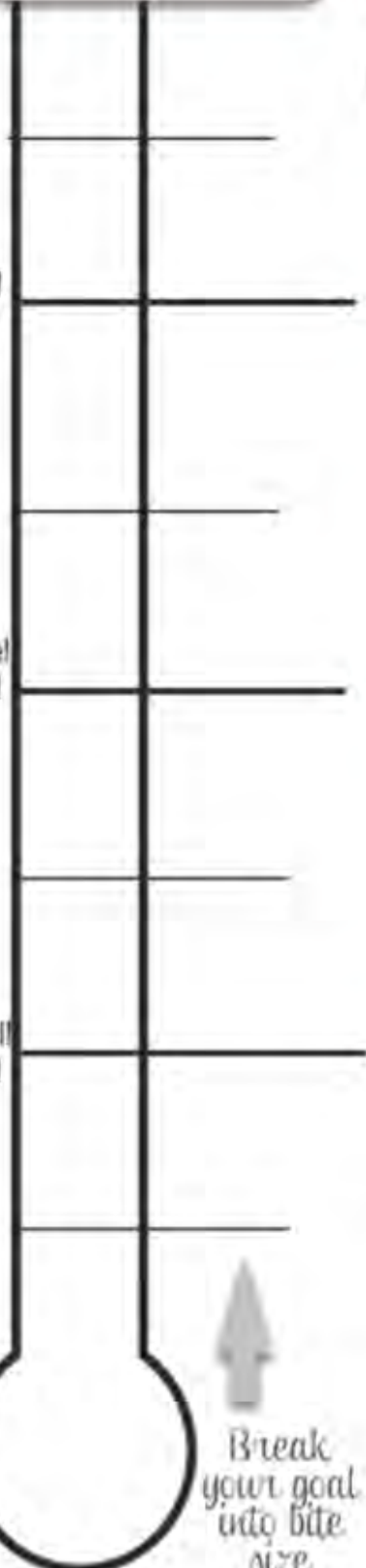
My Retail Sales Goal:

\$

Ready, Set, GOAL!



\$



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: _____

Break It Down:

My Average per Facial: \$ _____

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

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

Picture of Your Goal!

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

Track Your Wholesale!



Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2

Total: _____

DIRECTOR

2024

MONTHLY

Check Calculator

Projected Unit Wholesale Production: _____ Month/Quarter: _____

Actual Unit Wholesale Production: _____ Projected Pay: _____

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 15 / Dec 15 / Mar 15 / Jun 15

of Stars _____

STAR Bonus =

Wellness Bonus

Based on wholesale calendar year & paid in
January commission check

Total Annual W/S Prod	Bonus
\$60,000 - \$124,000	\$800
\$125,000 - \$186,999	\$1,300
\$187,000 and above	\$2,000

Wellness 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	\$425
Premier Club	\$525
Cadillac	\$925

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- New Cadillac Bonus: \$1,000
- Higher Unit Club: \$1,000

Seminar Bonus =

New Director Bonuses

\$1,000 New Independent Sales
Director Program Bonus when Sales
Director achieves each of the
following:

- Start Strong Bonus = \$1,000
- Grow Strong Bonus = \$1,000
- Keep Strong Bonus = \$1,000
- Lead Strong Bonus = \$1,000
- Consistency Club = \$1,000
- Fab 50's = \$1,000
- Head of the Class = 13-carat blue
topaz ring

New Dir. Bonus =

Unit Development

Qualified New Unit Members

\$400 bonus with 4 new qual.

\$100 for each additional qual.

(Maximum of 10)

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

Devel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

\$_____

Wholesale Amount x % Paid

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

Offspring Bonus =

Monthly *Expense* Tracking

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

Tax Deduction Categories:

Advertising Expenses:

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

Bad Debts:

- Uncollected Sales or Sales Tax

Car Expenses:

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

Charitable Donations:

- Cash/Product Donations

Education/Training:

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

Meals & Entertainment:

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

Office Expenses:

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

Travel Expenses:

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

Outside Services/Contracted Labor:

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

Other Business Expenses:

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

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

Monthly Totals

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

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

Personal Retail Sales Monthly Goal: _____

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

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

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

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

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

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

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

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

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

SHARING APPOINTMENTS AT-A-GLANCE

See Sharing Page for Details

MONTH: _____

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

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

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

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

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

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

SHARING RESULTS

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

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

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

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

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

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

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

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

New
Consultants

2024
April

Weekly Plan Sheet from March 31 - April 6, 2024

Sunday, Mar 31	Monday, Apr 1	Tuesday, Apr 2	Wednesday, Apr 3
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from March 31 - April 6, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

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

Weekly Plan Sheet from April 7 - 13, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from April 14 - 20, 2024

Sunday, Apr 14	Monday, Apr 15	Tuesday, Apr 16	Wednesday, Apr 17
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from April 14 - 20, 2024

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

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Date Night

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

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

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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: _____

Notes

Weekly Plan Sheet from April 21 - 27, 2024

Sunday, Apr 21	Monday, Apr 22	Tuesday, Apr 23	Wednesday, Apr 24
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from April 21 - 27, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Notes

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

MY SUCCESS PLAN

MAY 2024

www.epiclegacy.team

May

Sunday	Monday	Tuesday	Wednesday
			1
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 Summer 2024 All IBC's Can Order
19	20	21	22
26	27 Memorial Day	28	29

May 2024 Goals



My Why:

Wholesale Goal \$

20 New Unit Members

5 or more New Personal Team Members (Highlighted)

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

Red Jackets

Leaders in Red!	SR Consultants

4 or more New Qualified Consultants This Month

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

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

1st Quarter Stars! (Total Unit Stars)

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

1	4	7
2	5	8
3	6	9

Personal & Unit Goals

Beginning of Month

End of Month.

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

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:

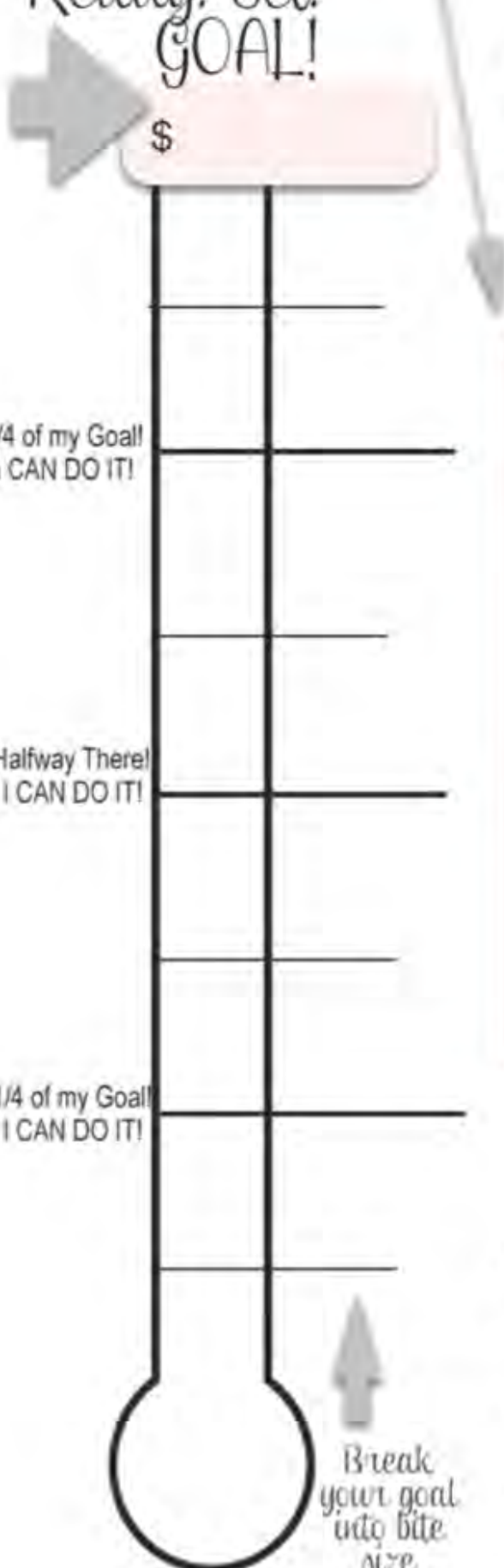
I Need To Profit:

÷ .40 =

My Retail Sales Goal:

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

Ready, Set,
GOAL!



Projected Month Totals:

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

Break It Down:

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

Picture of Your Goal!

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

Month End Actual Totals:

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



Orders Placed This Month:

Section 1	Section 2
Total:	

Break your goal into bite size chunks!

DIRECTOR

2024

MONTHLY

Check Calculator

Projected Unit Wholesale Production: _____ Month/Quarter: _____

Actual Unit Wholesale Production: _____ Projected Pay: _____

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 15 / Dec 15 / Mar 15 / Jun 15

of Stars _____

STAR Bonus =

Wellness Bonus

Based on wholesale calendar year & paid in
January commission check

Total Annual W/S Prod	Bonus
\$60,000 - \$124,000	\$800
\$125,000 - \$186,999	\$1,300
\$187,000 and above	\$2,000

Wellness 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	\$425
Premier Club	\$525
Cadillac	\$925

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- New Cadillac Bonus: \$1,000
- Higher Unit Club: \$1,000

Seminar Bonus =

New Director Bonuses

\$1,000 New Independent Sales
Director Program Bonus when Sales
Director achieves each of the
following:

- Start Strong Bonus = \$1,000
- Grow Strong Bonus = \$1,000
- Keep Strong Bonus = \$1,000
- Lead Strong Bonus = \$1,000
- Consistency Club = \$1,000
- Fab 50's = \$1,000
- Head of the Class = 13-carat blue
topaz ring

New Dir. Bonus =

Unit Development

Qualified New Unit Members

\$400 bonus with 4 new qual.

\$100 for each additional qual.

(Maximum of 10)

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

Devel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

\$_____

Wholesale Amount x % Paid

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

Offspring Bonus =

Monthly *Expense* Tracking

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

Tax Deduction Categories:

Advertising Expenses:

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

Bad Debts:

- Uncollected Sales or Sales Tax

Car Expenses:

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

Charitable Donations:

- Cash/Product Donations

Education/Training:

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

Meals & Entertainment:

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

Office Expenses:

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

Travel Expenses:

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

Outside Services/Contracted Labor:

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

Other Business Expenses:

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

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

Monthly Totals

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

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

Personal Retail Sales Monthly Goal: _____

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

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

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

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

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

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

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

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

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

SHARING APPOINTMENTS AT-A-GLANCE

See Sharing Page for Details

MONTH: _____

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

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

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

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

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

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

SHARING RESULTS

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

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

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

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

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

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

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

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

New
Consultants

Notes

Lined writing area for notes.

2024
May

Weekly Plan Sheet from April 28 - May 4, 2024

Sunday, Apr 28	Monday, Apr 29	Tuesday, Apr 30	Wednesday, May 1
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from April 28 - May 4, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from May 5 - 11, 2024

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

Weekly Plan Sheet from May 5 - 11, 2024

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

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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: _____

Weekly Plan Sheet from May 12 - 18, 2024

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

Weekly Plan Sheet from May 12 - 18, 2024

Thursday, May 16	Friday, May 17	Saturday, May 18
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

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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: _____

Weekly Plan Sheet from May 19 - 25, 2024

Sunday, May 19	Monday, May 20	Tuesday, May 21	Wednesday, May 22
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from May 19 - 25, 2024

Thursday, May 23		Friday, May 24		Saturday, May 25	
6		6		6	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
7		7		7	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
8		8		8	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
9		9		9	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
10		10		10	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
11		11		11	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
12		12		12	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
1		1		1	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
2		2		2	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
3		3		3	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
4		4		4	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
5		5		5	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
6		6		6	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
7		7		7	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
8		8		8	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	
9		9		9	
:15		:15		:15	
:30		:30		:30	
:45		:45		:45	

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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: _____

Notes

Weekly Plan Sheet from May 26 - June 1, 2024

Sunday, May 26	Monday, May 27	Tuesday, May 28	Wednesday, May 29
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from May 26 - June 1, 2024

Thursday, May 30	Friday, May 31	Saturday, June 1
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

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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: _____

Notes

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

MY SUCCESS PLAN

JUNE 2024

www.epiclegacy.team

June

Sunday	Monday	Tuesday	Wednesday
2	3	4	5
9	10	11	12
16 Father's Day Q1 Star Quarter Begins Fall 2024 PCP Enrollment Begins	17	18	19 Juneteenth
23	24	25	26
30 Last Day of Seminar Year!			

2024



July 2024

Thursday	Friday	Saturday
		1
6	7	8
13	14 Flag Day	15 Q4 Star Quarter Ends
20 First Day of Summer	21	22
27	28	29

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

June 2024 Goals



My Why:

Wholesale Goal \$

20 New Unit Members

5 or more New Personal Team Members (Highlighted)

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

Red Jackets

Leaders in Red!	SR Consultants

4 or more New Qualified Consultants This Month

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

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

1st Quarter Stars! (Total Unit Stars)

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

1	4	7
2	5	8
3	6	9

Personal & Unit Goals

Beginning of Month

End of Month.

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

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

÷ .40 =

My Retail Sales Goal:

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

Ready, Set,
GOAL!



\$

Projected Month Totals:

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

Break It Down: ↓

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

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

Halfway There!
I CAN DO IT!

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

Picture of
Your Goal!

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

Track Your
Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

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

\$600

\$600 every month
= On Target
Star Consultant!

\$400

\$225

Month End Actual Totals:

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

Orders Placed This Month:

Section 1	Section 2
Total:	

Break
your goal
into bite
size
chunks!

DIRECTOR

2024

MONTHLY

Check Calculator

Projected Unit Wholesale Production: _____ Month/Quarter: _____

Actual Unit Wholesale Production: _____ Projected Pay: _____

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 15 / Dec 15 / Mar 15 / Jun 15

of Stars _____

STAR Bonus =

Wellness Bonus

Based on wholesale calendar year & paid in
January commission check

Total Annual W/S Prod	Bonus
\$60,000 - \$124,000	\$800
\$125,000 - \$186,999	\$1,300
\$187,000 and above	\$2,000

Wellness 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	\$425
Premier Club	\$525
Cadillac	\$925

Car Cash =

Seminar Bonuses

- Each New Offspring Director: \$1,000
- New Cadillac Bonus: \$1,000
- Higher Unit Club: \$1,000

Seminar Bonus =

New Director Bonuses

\$1,000 New Independent Sales
Director Program Bonus when Sales
Director achieves each of the
following:

- Start Strong Bonus = \$1,000
- Grow Strong Bonus = \$1,000
- Keep Strong Bonus = \$1,000
- Lead Strong Bonus = \$1,000
- Consistency Club = \$1,000
- Fab 50's = \$1,000
- Head of the Class = 13-carat blue
topaz ring

New Dir. Bonus =

Unit Development

Qualified New Unit Members

\$400 bonus with 4 new qual.

\$100 for each additional qual.

(Maximum of 10)

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

Devel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

\$_____

Wholesale Amount x % Paid

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

Offspring Bonus =

Monthly *Expense* Tracking

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

Tax Deduction Categories:

Advertising Expenses:

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

Bad Debts:

- Uncollected Sales or Sales Tax

Car Expenses:

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

Charitable Donations:

- Cash/Product Donations

Education/Training:

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

Meals & Entertainment:

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

Office Expenses:

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

Travel Expenses:

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

Outside Services/Contracted Labor:

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

Other Business Expenses:

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

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

Monthly Totals

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

Retail Sales for _____

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

KEY LEADERS I'M WORKING WITH THIS MONTH!

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

LEADER:

Personal Retail Sales Monthly Goal: _____

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

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

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

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

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

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

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

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

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

SHARING APPOINTMENTS AT-A-GLANCE

See Sharing Page for Details

MONTH: _____

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

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

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

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

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

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

SHARING RESULTS

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

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

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

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

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

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

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

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

New
Consultants

2024
June

Weekly Plan Sheet from June 2 - 8, 2024

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

Weekly Plan Sheet from June 2 - 8, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from June 9 - 15, 2024

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

Weekly Plan Sheet from June 9 - 15, 2024

Thursday, June 13	Friday, June 14	Saturday, June 15
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

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Coaching Calls
Team Phone Calls
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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: _____

Weekly Plan Sheet from June 16 - 22, 2024

Sunday, June 16	Monday, June 17	Tuesday, June 18	Wednesday, June 19
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from June 16 - 22, 2024

Thursday, June 20	Friday, June 21	Saturday, June 22
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

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Date Night

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

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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: _____

Weekly Plan Sheet from June 23 - 29, 2024

Sunday, June 23	Monday, June 24	Tuesday, June 25	Wednesday, June 26
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from June 23 - 29, 2024

Thursday, June 27			Friday, June 28			Saturday, June 29		
6	6	6						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
7	7	7						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
8	8	8						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
9	9	9						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
10	10	10						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
11	11	11						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
12	12	12						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
1	1	1						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
2	2	2						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
3	3	3						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
4	4	4						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
5	5	5						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
6	6	6						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
7	7	7						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
8	8	8						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						
9	9	9						
:15	:15	:15						
:30	:30	:30						
:45	:45	:45						

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Team Phone Calls
Facials/Parties/Virtual Events
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Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

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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: _____

Future
Planning

July

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

Notes

July 1 - Happy New Seminar Year!

July 4 - Independence Day (All Corp Offices Closed)

July 17 - Fall 2024 PCP Enrollment Deadline

July 19 - Holiday 2024 PCP Enrollment Begins

July 25-28 - Emerald Seminar

July 26 - Fall 2024 Director Early Order

July 29-Aug 1 - Diamond Seminar

August

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

Notes

Aug 2-5 - Ruby Seminar

Aug 6-9 - Sapphire Seminar

Aug 9 - Fall 2024 Look Book Begins Mailing

Aug 10 - Fall 2024 Early Order Begins for PCP/Stars

Aug 15 - Fall 2024 All IBC's Can Order

Aug 16 - Fall 2024 Official Product Launch

Aug 17 - Holiday 2024 PCP Enrollment Deadline

September

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

Notes

Sept 2 - Labor Day

Sept 2 - Holiday 2024 Look Book Begins Mailing

Sept 5-11 - Top Director Trip Maui, Hawaii

Sept 10 - Holiday 2024 Early Order Begins for PCP/Stars

Sept 11 - Patriot Day

Sept 13 - Mary Kay Anniversary

Sept 15 - 1st Qtr Star Ends

Sept 15 - Holiday 2024 All IBC's Can Order

Sept 16 - 2nd Qtr Star Begins

Sept 16 - Holiday 2024 Official Product Launch

Sept 17 - Winter 2024 PCP Enrollment Begins

Sept 22 - First Day of Fall

October

2024

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

Notes

- Oct 14 - Columbus Day
- Oct 16 - Bosses Day
- Oct 17 - Winter 2024 PCP Enrollment Deadline
- Oct 26 - Winter 2024 Director Early Order Begins
- Oct 31 - Halloween

November

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

Notes

- Nov 3 - Daylight Savings Time Ends
- Nov 5 - Election Day
- Nov 8 - Winter 2024 Look Book Begins Mailing
- Nov 10 - Winter 2024 Early Order Begins for PCP/Stars
- Nov 11 - Veteran's Day
- Nov 15 - Winter 2024 All IBC's Can Order
- Nov 16 - Winter 2024 Official Product Launch
- Nov 28 - Thanksgiving Day
- Nov 29 - Dec 2 - PINK Weekend

December

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

Notes

- Dec 2 - Cyber Monday
- Dec 15 - 2nd Qtr Star Ends
- Dec 16 - 3rd Qtr Star Begins
- Dec 16 - Spring 2024 PCP Enrollment Begins
- Dec 21 - 1st Day of Winter
- Dec 24 - Christmas Eve
- Dec 25 - Christmas Day
- Dec 25 - Jan 2 - Hanukkah
- Dec 31 - New Year's Eve

July

Sunday	Monday	Tuesday	Wednesday
	1 Happy New Seminar Year!	2	3
7	8	9	10
14	15	16	17 Fall 2024 PCP Enrollment Deadline
21	22	23	24
28	29	30	31
Seminar 2024-Emerald	Seminar 2024-Diamond		

August

Sunday	Monday	Tuesday	Wednesday
4	5	6	7
Seminar 2024-Ruby		Seminar 2024-Sapphire	
11	12	13	14
18	19	20	21
25	26	27	28

September

Sunday	Monday	Tuesday	Wednesday
1	2 Labor Day Holiday 2024 Look Book Begins Mailing	3	4
8	9	10 Holiday 2024 Early Order Begins for PCP/Stars	11 Patriot Day
Top Director Trip 2024, Maui, Hawaii			
			Top Director Prestige Trip 2024, Kona, Hawaii
15 Q1 Star Quarter Ends Holiday 2024 All IBCs Can Order	16 Q2 Star Quarter Begins Holiday 2024 Official Product Launch Winter 2024 PCP Enrollment Begins	17	18
22 1st Day of Fall	23	24	25
29	30		

October

Sunday	Monday	Tuesday	Wednesday
		1	2
6	7	8	9
13	14 Columbus Day	15	16 Bosses Day
20	21	22	23
27	28	29	30

November

Sunday	Monday	Tuesday	Wednesday
3 Daylight Savings Time Ends	4	5 Election Day	6
10 Winter 2024 Early Order Begins for PCP/ Stars	11 Veteran's Day	12	13
17	18	19	20
24	25	26	27

December

Sunday	Monday	Tuesday	Wednesday
1	2 CYBER MONDAY	3	4
8	9	10	11
15 Q2 Star Quarter Ends	16 Q3 Star Quarter Begins Spring 2025 PCP Enrollment Begins	17	18
22	23	24 Christmas Eve	25 Christmas Day Hanukkah Begins
29	30	31 New Year's Eve	1

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

MY SUCCESS PLAN

JANUARY - JUNE 2024

www.epiclegacy.team