

JANUARY – JUNE 2024 www.epiclegacy.team This Book Belongs to:_

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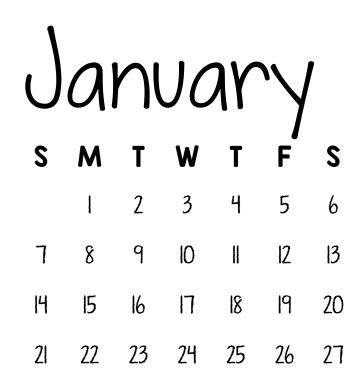
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Notes

Quarter At A Glance



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Notes

- Jan I 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

Februar									
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Notes

Feb 2 - Groundhog Day
Feb 8 - Spring 2024 Look Book Begins Mailing
Feb 10 - Spring 2024 Early Order Begins for PCP/Stars
Febll - 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

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 - Ist Day of Spring
March 22-23 - Career Conference (24-25-Spanish Only
March 29 -Good Friday
March 31 - Easter

April

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Notes



- April I 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

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, May 12 - Mary Kay Birthday	/Stars
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	_

Notes June 14 - Flag Day

June 15 - Q4 Star Ends June 16 - Father's Day June 16 - QI 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 Kensonal & Unit Goals





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

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 $3^{:}$ \$_____73 = \$_____per month

Take the total amount for each month & multiply by 2 to find out what your total retail sales goal needs to be: \$_____x2 = \$_____

Take the total & multiply it by 0.40 to discover what your profit will be each month: \$_____x0.40 = \$_____ (Refer to your monthly goal sheet to

make a plan and track it!!)

NEW TEAM MEMBERS:

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

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

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

____/ \$600 - ____NQTM (NewQualifiedTeamMember)

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

B	ea	3rd	Qtr	Star!!!	
	3nd ()tn. Daca	mber 1/2 -	Manch 15	

Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified≯ NewTeam 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 II - 17					
Feb 18 - 24					
Feb 25-Mar 2					
Mar 3 - 9					
Mar 10 - 15					
TOTALS	\$	\$	\$	+	=

*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!!

SAPPHIRE Star, gives you an additional 600 Contest Credit





<u>\$9,600</u>

\$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

<u>\$3,600</u>

\$3,300

\$3,000

\$2,700

\$2,400

\$2,100

\$1,800













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

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:\$_____73 = \$_____per month

Take the total amount for each month & multiply by 2 to find out what your total retail sales goal needs to be: \$____x2 = \$____

Take the total & multiply it by 0.40 to discover what your profit will be each month: $\int_{x0.40} = \int_{x0.40}^{x0.40}$ (Refer to your monthly goal sheet to make a plan and track it!!)

NEW TEAM MEMBERS:

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

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

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

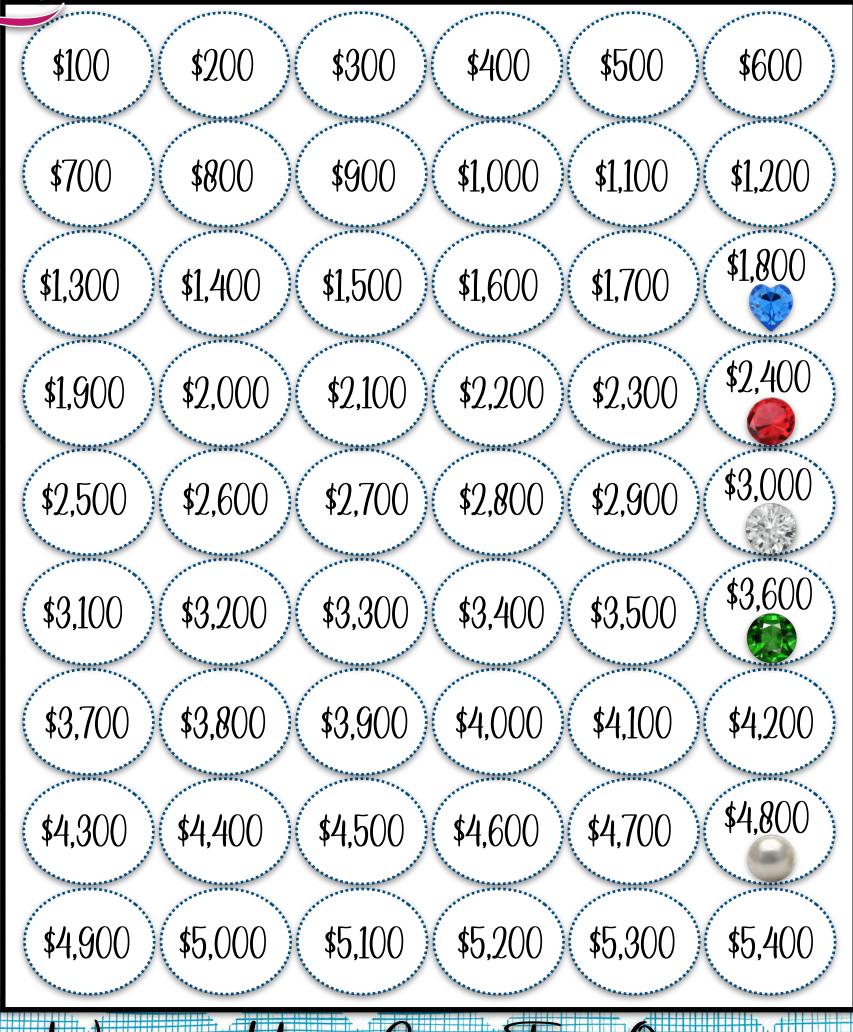
(NewQualifiedTeamMember)

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

* * * * * * * * * * * * * * * * * * *	Bec	7 4th 4th Qtr: N	1 Qtr 1arch 16 —	Sta June 15		<u>\$9,600</u> \$9,300 \$9,000 \$8,700	Fear
Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	∗ Qualified⊁ NewTeam Members	Contest Credits	\$8,400 \$8,100	Fearty
Mar 16 Mar 17 - 23 Mar 24 - 30 Mar 31 - Apr 6 Apr 7- 13 Apr 7- 13 Apr 21 - 27 Apr 28-May 4 May 5 - 11 May 12 - 18 May 19 - 25 May 26-Jun 1 June 2- 8						$\frac{\$7,800}{\$7,400}$ $\frac{\$7,400}{\$7,100}$ $\frac{\$6,600}{\$6,300}$ $\frac{\$6,000}{\$5,700}$ $\frac{\$6,000}{\$5,700}$ $\frac{\$5,100}{\$5,100}$ $\frac{\$4,800}{\$4,800}$ $\frac{\$4,800}{\$4,500}$ $\frac{\$4,200}{\$3,900}$ $\frac{\$3,600}{\$3,300}$	
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	erald earl	\$600 \$800 or ma	ore!!	Wholes	sale, fill in a quare!!		

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

Frack Your Way to Star! March 16th Jure 15th



What is Your Goal This Quarter? Color in the Circles as you Track Your Way to Star!



Place Picture of QI 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

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!!

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Take the total & multiply it by 0.40 to discover what your profit will be each month: $\int_{x0.40} = \int_{x0.40}^{x0.40}$ (Refer to your monthly goal sheet to make a plan and track it!!)

NEW TEAM MEMBERS:

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

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

Take the	at difference & div	ide it by
\$600 to	calculate how mai	nynew
qualified	team members	you'll want to
bless th	is quarter!	
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(NewQualifiedTeamMember)

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

** *** ** ** ** ** ** ** ** ** **	Be Ist	a IST F Qtr: June	e 16 - Sept	STA ember 15		<u>\$9,600</u> \$9,300 \$9,000 \$8,700
Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified≯ NewTeam Members	Contest Credits	\$8,400 \$8,100
Jun 16 - 22						\$7,800
Jun 23 - 29						\$7,400
Jun 30-Jul 6						\$7,100
Jul 7-13						\$6,600
Jul 14 - 20						\$6,300
Jul 21 - 27						<u>\$6,000</u>
Jul 28 - Aug 3						\$5,700 \$5,400
Aug 4 - 10						\$5,100
Aug II - 17						\$3,100 \$4,800
Aug 18 - 24						<u>\$4,500</u>
Aug 25 - 31						\$4,200
Sep I - 7						\$3,900
Sep 8 - 14						\$3,600
•						\$3,300
Sep 15	\$	£	¢	•	_	\$3,000
TOTALS		\$	\$	+	2	\$2,700

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

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

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













\$2,400

\$2,100

\$1,800

\$1,500

\$1,200

\$900

\$600

\$300



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

All Quarter STARS in My Unit

Consistency Based on Quarter They Started

All Quarter STARS in My Unit

Consistency Based on Quarter They Started

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



Great Start Tracking



Consultant Name	Start Date:	Month #	Month #2	Month #3	Month #4	Total WS Ordered	Get in RED!		Pearls	
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ч							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
5							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
6							l. 2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
7							l. 2. 3.	I. 2. 3.	4. 5. 6.	7. 8. 9.
8							l. 2. 3.	I. 2. 3.	4. 5. 6.	7. 8. 9.
9							l. 2. 3.	I. 2. 3.	4. 5. 6.	7. 8. 9.
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12							I. 2. 3.	I. 2. 3.	Ч. 5. 6. Ч.	T. 8. 9.
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16							I. 2. 3.	I. 2. 3.	ч. 5. 6. Ч.	Т. 8. 9. Т.
п							I. 2. 3.	I. 2. 3.	ч. 5. 6. Ч.	г. 8. 9. Т.
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65 Great Start Qualifieds for the year=TRIP!

Real women make real change.

MARY KAY

Great Start Tracking



Consultant Name	Start Date:	Month #I	Month #2	Month #3	Month #4	Total WS Ordered	Getin RED!		Pearls	
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27							<u>)</u>	l. 2. 3.	4. 5. 6.	7. 8. 9.
28								l. 2. 3.	4. 5. 6.	7. 8. 9.
29							<u>2.</u> 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
30							2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
31							2	l. 2. 3.	4. 5. 6.	7. 8. 9.
32							2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
33							2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
34							2. 3.	I. 2. 3.	4. 5. 6.	7. 8. 9.
35							<u>)</u>	I. 2. 3.	4. 5. 6.	7. 8. 9.
36							2. 3.	I. 2. 3.	4. 5. 6.	7. 8. 9.
37							2.	l. 2. 3.	4. 5. 6.	7. 8. 9.
38								l. 2. 3.	4. 5. 6.	7. 8. 9.
39								l. 2. 3.	4. 5. 6.	7. 8. 9.
40							2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
41							<u>)</u>	I. 2. 3.	Ч. 5. 6.	7. 8. 9.
42							2. 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.
43							<u>2.</u> 3.	l. 2. 3.	4. 5. 6.	7. 8. 9.

Great Start Tracking



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

Seminar 2023-24 Personal National Court of Sales Detailed Tracking

\$20,000 Wholesale (\$40,000 Retail) July I - June 30 With every month, fill in the blanks using the example below! If you want to track by coloring in with each order as a visual, use the other side of this sheet

Month	Total Personal Retail Sales This Month	Total Amount of Wholesale Orders This Month Typically 50% of what you sell unless you're a New Consultant	Total Amount of Wholesale Orders Year to Date	Goal: \$20,000 With each month, cross out the previous months amount and write in your new total needed!
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 Ist Totals:				YOU CAN DO IT!

Seminar 2023-2024 Personal National Court of Sales

\$20,000 Wholesale (\$40,000 Retail) July I - 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 . YOU DID IT!



SEMINAR 2023 - 2024 Personal National Court of Sharing

24 Qualified Team Members with either an initial \$600 Order in Agreement Month (or following) Or Star at least one Quarter in the Seminar Year

Track Your National Court of Sharing with Each New Team member July I - June 30

	NEW TEAM MEMBER	agmnt. Month	INITIAL QUALIFIED ORDER	INITIAL STAR ORDER	JUL	AUG	SEP	0CT	NOV	DEC	Jan	FEB	Mar	APR	MAY	JUN	Comm. Earned
I																	
2																	
3																	
4																	
5																	
6																	
7																	
8																	
٩																	
10																	
12																	
13																	
14																	
15																	
16																	
17																	
18																	
19																	
20																	
21																	
22																	
23																	
24																	

\$30000

\$550000

A Tracked # Grows 2023-2024 Unit Goals



\$ 1992ES	La.	Unit	Unit								<i>ANI</i> (57/11)			Total # of
	Total Producti on	Size Non T on Ist Day	Size Non T on Last Day	Total new Agreements	# of Qualified NC's	Prod. From NC (A, A+I)	*Leaders in Red	Total Personal Sales	Personal Sharing Appts	Personal NC's	Personal Team Size	Personal Facials	Personal Classes/ Parties	Personal & Unit Customers Saw Me Work
July														
Aug														
Sept														
Oct														
Nov														
Dec														
Jan														
Feb														
Mar														
Apr														
Мау														
Jun														

My Personal Goals: My Unit Goals:



Tracking my Career Car

Grand Achieven Tracker

Independent Sales Director

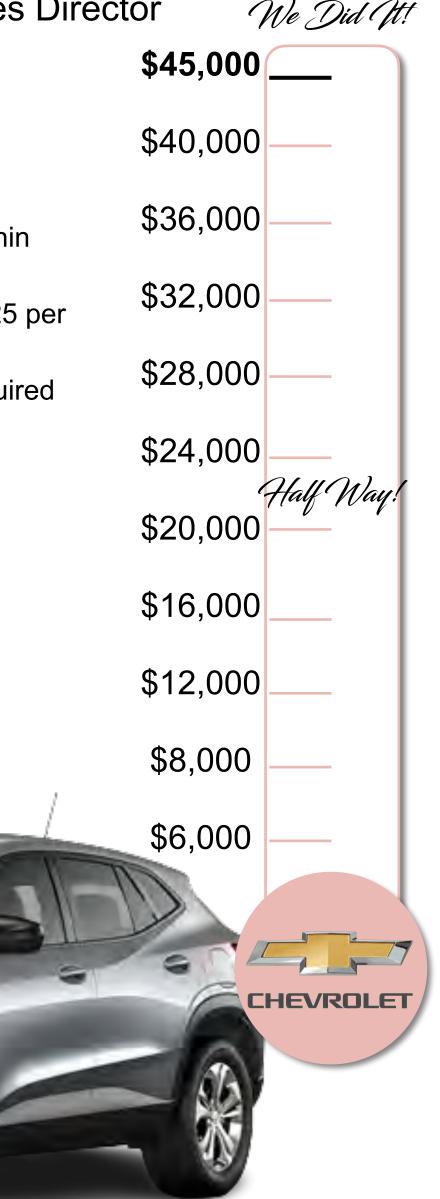


Qualifications

- \$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.

On Target

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



Premier Club Tracker

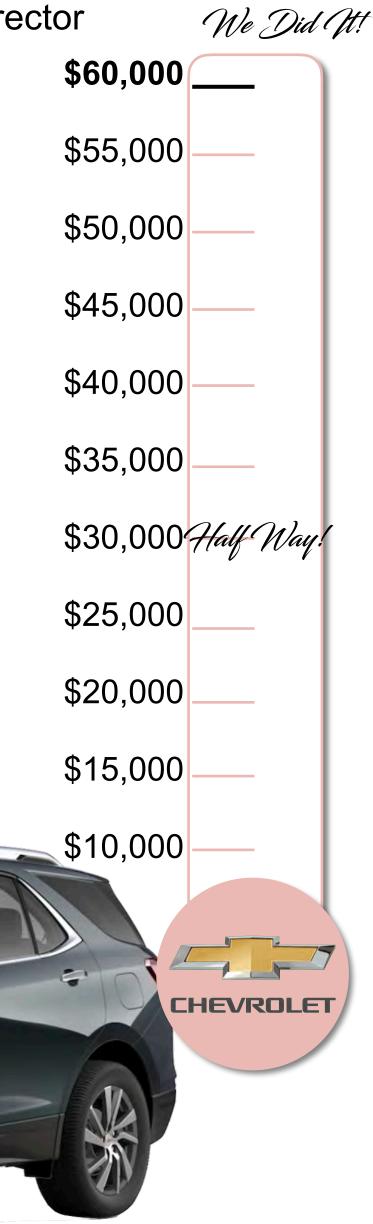
Independent Sales Director

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.



Cadillac [racker

Independent Sales Director

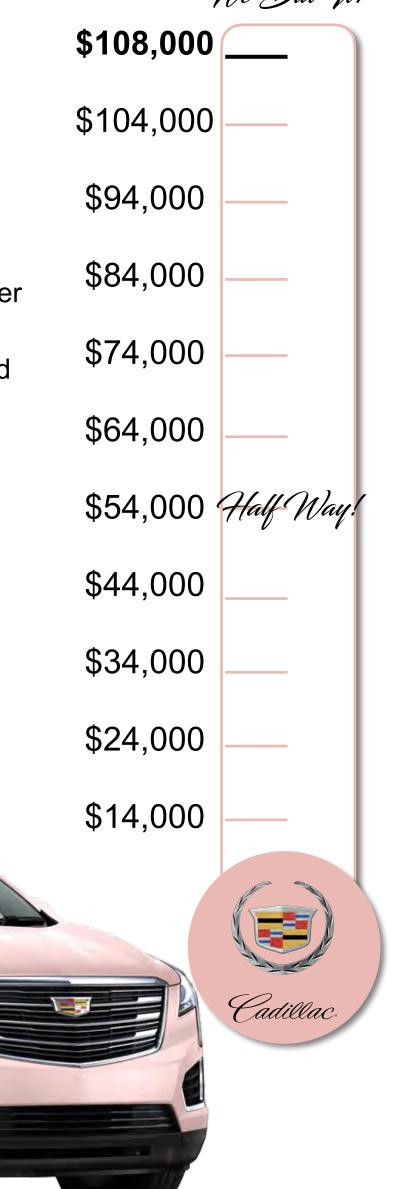


Qualifications

- \$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.



Notes

Unitreports

Insert Unit Members print out from Business Tools

Notes



MY SUCCESS PLAN JANUARY 2024 <u>www.epiclegacy.team</u>

January

Sunday	Monday	Tuesday	Wednesday
	Happy New Year!	2	3
7	8	9	10
]4	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 Wo	rth, TX (Diamond/Sapphire)	
28	29	30	31

		2024	
Thursday	Friday	Saturday	Feb 2024
4	5	6	S M T W T F S I I I I I I I I H 5 6 7 8 9 IO II I2 I3 IH I5 I6 I7
11	I2	13	18 19 20 21 22 23 24 25 26 27 28 29 - - Notes
18	19	20 Pular Canada)	
Leadership 2	024, Ft.Worth, TX (Emerald,	kudy, canada)	
25	26 Spring 2024 Dir Early Order	27	



My Why:

Wholesale Goal \$

Red Jackets

20 New Unit Members

2024 TOP SALES DIRECTOR TRIP Pink in Paradise

5 or more New Personal Team Members (Highlighted)

	Initial Order:	1	Initial Order:	Leaders in Red!	SR Consultan
2	Initial Order:	12	Initial Order:		
3	Initial Order:	13	Initial Order:		
+	Initial Order:	14	Initial Order:		
5	Initial Order:	15	Initial Order:		
ĺø	Initial Order:	16	Initial Order:		
7	Initial Order:	17	Initial Order:		
3	Initial Order:	18	Initial Order:		
7	Initial Order:	19	Initial Order:		
0	Initial Order:	20	Initial Order:		

(Je

4 or more New Qualified Consultants This Month

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

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

Ist 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	q

Personal & Unit Goals	Beginning of Month	End of Month.	
Unit Club Goal	Total on the lst:	Total:	
Court of Personal Sales	YTD on the lst:	YTD Total:	
Court of Personal Sharing	# of Qualified on lst:	# Qualified Total:	
Car Production	On the lst:	On the last Day:	
Unit Size Goal	# of Team Members on lst:	# of Team Members:	

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
		40 = \$
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Total 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Average per Facial: \$ Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT!		Track Your Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales!
Halfway There! I CAN DO IT!	Picture of Your Goal!	\$1,200 \$850 every month = On Target for Princess Court of Sales!
		\$600 S600 every month = On Target Star Consultant! \$225
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	
	Month End Actual Tota	ls: Orders Placed This Month:
Brie	goal 5% Section 2/ Supplies: te 5% MK Events/PCP:	
	(10)	Total:



Projected Unit Wholesale Production:

Actual Unit Wholesale Production:



\$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 =

Month/Quarter: ______
Projected Pay: _____

Unit Development

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

1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
De	evel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

Wholesale Amount x % Paid

\$

		% Paid	
Pers. Unit Monthly W/S	# Offspring Units	1st Line	2nd Line
\$4,500	One to Two	5.0%	
	Three to Four	6.0%	
	Five to Seven	7.0%	1.0%
	Eight or more	7.0%	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	Expense:	Category:	Amount:	Receipt:
 Product Gifts (Including the retail tax you paid) 	l			YES NO
Demo Products (Including the retail tax you paid)Printed Material	2			YES NO
Preferred Customer Program				
Bad Debts:Uncollected Sales or Sales Tax				
Car Expenses:	4			
Gas/Car Wash (If you drive a company vehicle)Maintenance/Repairs/Oil	5			YES NO
 Insurance/Lease Car Payments/Auto Loan Interest / License & Registration 	6			YES NO
 Parking/Tolls 	7			YES NO
Charitable Donations:Cash/Product Donations	8			YES NO
Education/Training:	9			yes 🗌 no 🗍
Conferences/Workshops/Meeting FeesBooks/Audio Training				
-	10			
Meals & Entertainment:Coffee Appointments/Luncheons/Brunches	11			YES NO
 Meals on trips (@50%) 	12			YES NO
 Star Party or other outings 	13			YES NO
Office Expenses:Computer/Internet Expenses	14			YES NO
 Phone Expenses 				
Office Equipment (computers, desk, printers, etc)Misc Office Supplies	15			
Travel Expenses:	16			YES NO
AirfareHotel	17			YES NO
Cabs, Parking, Rental CarTips	10			YES NO
Outside Services/Contracted Labor:	10.			
 Office Help/Office Manager/Office Assistant 	19			YES NO
Cleaning ServicesRepairs and Maintenance	20			YES NO
Other Business Expenses:	21			YES NO
 Bank/Propay/Credit Card service charges, fees 				
Dovetailing paid to another ConsultantDues & Subscriptions (magazines, publications,	22			YES NO
networking meetings, chamber of commerce, etc) • Equipment Rentals	23. ———			YES NO
Finance Charges/Interest paid on business loans	24			YES NO
Non-Product GiftsInsurance (business liability on Inventory)	25			yes No
 Legal and Professional Fees (accountants, attorneys) Licenses and Fees 	25.			
	Monthly Tota	c	Retail Sales for_	
Non-collected sales tax on personal use productsPostage and Delivery	Monthly Tota			
• Team/Unit Prizes	Health Insurance:			
 Section 2 Items (look books, party supplies, Starter Kit) 	Mortgage/Rent:			
Red Jacket/Director or National Suit	Utilities:			
 Buzz Kit (Directors) Miscellaneous Business Supplies 	Mileage:	_		

• Miscellaneous Business Supplies

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.

Date	Income Producing Activities	<u>Total Retail Sales w/o Tax</u>	Sales Needed to Finish Goal
		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		=	_
		=	=
Ц		+	_
		=	=
5		+	_
		=	=
6		+	_
		=	=
7		+	_
		=	=
8		+	_
		=	=
9		+	_
		=	=
10		+	_
		=	=
		+	_
		=	=
12		+	_
		=	=
13		+	_
		=	=
14		+	_
		=	=
15		+	_
		=	=

Month of _____

Personal Retail Sales Monthly Goal:

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

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

	Appt Date	Client Name & Phone #	* of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
I							
2							
3							
4							
5							
6							
7							
8							
9							
10							
 2							
12							
19							
15							
16							
П							
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							
59							
60							



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.

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

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

<u>These questions help you to:</u> Find out who she is. Understand what brings her joy! Understand what she is most passionate about Bring her back to her "why" to keep her motivated. Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants You may have one or all of these qualities)

6 Reasons People Choose A Mary Kay Business

- I. Busy People
 - They know how to prioritize.
 - Typically good time managers
 - Easy to train
 - Average consultant works a full time job, is married &/or has children.
- 2. More Month Than Money
 - · Motivated to find a way to make more money
 - Goal oriented and ambitious
 - Women tend to be more creative with money
- 3. Not The Sales Type
 - Not pushy, but informative
 - Like people and want to build relationships instead of just "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.

• I. Money

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

SHARING APPOINTMENTS AT-A-GLANCE See Sharing Page for Details

MONTH:

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

Name	Name
1	
2	12
3	13
4	14
5	15
ω	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
ϕ	26
7	27
8	28
q	29
10	30
	31
12	32
13	33
μ	34
15	35
16	36
17	37
18	38
19	39
20	40

My UNIT Shari	ng Appointmer	nts: Highlight the	e ones that STAR	RT their Busines	s this Month!!
4			71		
42			72		
43			73		
ЦЦ			74		
45			75		
46			76		
47			77		
48			78		
49			79		
50			80		
51			8		
52			82		
53			83		
54			84		
55			85		
56			86		
57			87		
58			88		
59			89		
60			90		
6			୩		
62			92		
63			93		
64			94		
65			95		
66			96		
67			97		
68			98		
69			99		
70			100		
		SHARING	GRESULTS		
Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non–Personal Unit Members	TOTAL
	+	=	+	=	

Sharing Appointment Details

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

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

Date	Name Cell/Email	Address Notes
	16	
	П	
	18	
	10	
	19	
	20	
	21	
	22	
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	24	
	ar	
	25	
	26	
	27	
	28	
	29	
	30	

Date	Name Cell/Email	Address Notes
	31	
	32	
	22	
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	34	
	35	
	36	
	37	
	38	
	39	
	40	
	4	
	42	
	43	
	44	
	45	

Date	Name Cell/Email	Address Notes
	46	
	47	
	48	
	49	
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	59	
	60	

Date	Name Cell/Email	Address Notes
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	62	
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	72	
	73	
	74	
	75	

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

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

Notes

New Consultants

New Personal & Unit Members Month_

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

mount

3 EARRINGS	Girls Lo	ive Pea	rls Track	king!!		
6 BRACELET 10 NECKLACE The You will have more success when you share with women you tridy want to work with Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Mary Kay Pearls of Sharing 3 EARRINGS 6 BRACELET	Girls Lo	ive Pea	rls Trac	king!!		
10 BRACELET 10 NECKLACE The You will have more success when you share with women you tridy want to work with Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Notes



 SUNDAY BRAIN DUMP for the week of Dec 31 - Jan 6, '24 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do
lists.

Notes

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

Sunday, Dec 31	Monday, Jan I	Tuesday, Jan 2	Wednesday, Jan 3
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
^{,45} 7	:45 7	⁴⁴⁵	:45 7
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
8	8	8	8
:15 :30	:15 :30	:15 .30	:15 :30
:45	:45	:45	:45
9 :15	9 :15	9 :15	9 :15
:30	:30	:30	:30
^{:45} 10	:45	:45 10	:45
:15	:15	:15	:15
:30 :45	:30	30 35	30
11	11	11	11
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
12	12	12	12
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1:15
:30	:30	:30	:30
^{:45} 2	^{.45} 2	^{.45} 2	^{.45} 2
:15	:15	:15	:15
:30 :45	:30 :45	-30 -45	:30 :45
3	3	3	3
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
:30	:30	:30	:30
^{:45} 5	:45 5	5	5
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
6	6	6	6
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
7 :15	7 :15	7	7 :15
:30	:15 :30	:15 :30	:15
:45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
^{:45} 9	⁴⁵ 9	45 9	.45 9
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
: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
5	:15 :30	:15
	:45	:45
	7	7
	:15	:15
	:30 :45	:30
	8	8
	:15	:15
	:30	:30
	:45	:45
	9	9
	:15 :30	:15 :30
	:45	:45
	10	10
	:15	:15
	30	:30
	^{:45} 11	^{:45} 11
	11 :16	:15
	:30	:30
	:45	:45
	12	12
	:15 :30	:15 :30
	:45	:45
	1	1
	:15	:15
	:30	:30
	:45	:45
	2 :15	2 :15
	100 300	:10
	:45	:45
	3	3
	:15	:15
	:30	:30
	.45 4	:45 4
	:15	:15
		:30
	:45	:45
	5	5
	:15 :30	:15 :30
	·45	:45
	6	6
	:15	:15
		:30
	·45	·45 7
	7	7
	30	:30
	:45	:45
	8	8
	:15	:15
	:30 :45	:30 :45
	9 9	9
	:15	:15
	:30	:30
	:45	:45

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES 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:

I. 2.	SUNDAY BRAIN DUMP for the week of Jan 7 - Jan 13, '24 This is a master to do list! List everything on your mind, emails to send, errands to do, etc Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it!
	Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes

Weekly Plan Sheet from January 7 - 13, 2024

Sunday, Jan 7	Monday, Jan 8	Tuesday, Jan 9	Wednesday, Jan 10
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
^{:45} 7	345 7	⁴⁵ 7	^{:45} 7
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
^{:45} 9	³⁴⁵ 9	⁴⁵ 9	:45 9
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
10	10		10
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45 11	.45 11	³⁴⁵ 11
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
12	12		12
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1 :15	1 :15	1:15	1 :15
:30	:30	:30	:30
·45 2	³⁴⁵ 2	⁴⁵ 2	^{.45} 2
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
3 :15	3	3 :15	3
:30	:30	:30	:30
:45	.45 4	:45 4	4
•• :15	* :15	* :15	* :15
:30	:30 :45	:30 :45	:30 :45
5	5	5	5
:15 :30	:15 :30	:15 :30	:15 :30
:45	x45	:45	:45
6 :15	6 :15	6 :15	6 :15
-30	:30	:30	:30
:45 7	³⁴⁵ 7	⁴⁵ 7	³⁴⁵ 7
:15	:15	:15 :19	:15
-30 :45	30	.30 .45	30
8	8	8	8
-30	:30	:30	:30
·45 9	.45 9	:45 9	:45 9
9 :15	י נו5	ສ :15	:15
:30	:30 :45	:30 :45	:30 :45

Weekly Plan Sheet from January 7 - 13, 2024

excites you! God: Devotion, Church, Bible Study, Thursday, Jan II Saturday, Jan 13 Friday, Jan 12 Faith..... Family Time 6 :15 :15 Date Night :30 :45 Mary Kay Time: Meetings, 15 Networking, Training, etc. Exercise, Hair, Nails, Coffee with :15 Friends, etc.... :45 INCOME PRODUCING ACTIVITY **Booking Appointments** Coaching Calls Team Phone Calls 10 10 10 Facials/Parties/Virtual Events :15 :15 Customer Follow Up Calls :30 Sharing the Opportunity :45 11 11 11 :15 **BOOKINGS/FACES RESULTS** # Booking Held this Week:_ 12 12 12 :15 :30 # Bookings Next Week: # Faces This Week: PERSONAL SALES RESULTS Total Sales This Week: 3 :15 40% Profit: :45 TRACKING MY STAR :15 Wholesale Orders This Week: Amt. Needed to Finish Star: Unit Stars to Date: :45 SHARING THE OPPORTUNITY RESULTS :45 :45 :45 Personal Sharing Appts: -8 8 :15 :15 New Personal Team Mbrs:_ :45 :45 Team Sharing Appts: :15 :15 New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

SUNDAY BRAIN DUMP for the week of Jan 14 - Jan 20, '24 I. This is a master to do list! List everything on your mind, emails to send, errands to do, etc... 2. Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People or - LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes

Weekly Plan Sheet from January 14 - 20, 2024

Sunday, Jan 14	Monday, Jan 15	Tuesday, Jan 16	Wednesday, Jan 17
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
.45 7	:45 7	:45 7	:45 7
:15	:15	:15	:15
.30 .45	:30 :45	:30 :45	:30 :45
8	8	8	8
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	.30 .45
9	9	9	9
:15 :30	:15 :30	:15 .30	:15 :30
:45	:45	:45	:45
10 :15	10 :15	10 :15	10 :15
:30	:30	:30	:30
.45 11	·45 11	³⁴⁵	^{:45} 11
11 .15	11 .15	11 :15	11
:30	30	:30	:30
^{:45} 12	:45 12	³⁴⁵ 12	³⁴⁵ 12
:15	:15	:15	:15
-30 -45	:30	:30 :45	:30 :45
1	1	1	1
:15 :30	:15 :30	:15 :30	:15 :30
45	:45	:45	:45
2	2	2	2
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45	45	:45
3 :15	3 :15	3 :15	3 :15
:30	:30	:30	:30
:45	:45 4	45	45
• :15	.∎ 15	:15	:15
:30	:30	:30 :45	:30 :45
-45 5	5	5	5
:15	:15	:15	:15
.30 .45	:30 :45	.30 :45	30 345
6	6	6	6
:15 :30	:15 :30	:15 .30	:15 :30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
.45 9	9	:45 9	:45 9
3 :15	ש 15:	:15	:15
30	:30	:30 .4F	:30
:45	:45	:45	:45

Weekly Plan Sheet from January 14 - 20, 2024

WEEKTY FIGHT SPICEL	nom on non y	11 20, 2021	excites you!
Thursday, Jan 18	Friday, Jan 19	Saturday, Jan 20	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15 :30	7 :15 :30	7 :15 :30	Mary Kay Time: Meetings, Networking, Training, etc.
8 :15 :30	:45 8 :15 :30	**5 8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:46 9 :15 :30 :45 10 :15 :30 :45 10 :15 :30 :45 11	45 9 115 30 45 10 15 30 45 10 15 30 45 11	:45 9 :15 :30 :45 10 :15 :30 :45 :30 :45 :11	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
:15 :30 :45 12 :16 :30	:15 :30 :45 12 :15 :30	:15 :30 :45 12 :15 :30	BOOKINGS/FACES RESULTS # Booking Held this Week: # Bookings Next Week:
:45 1 :15	:45 1 :15	:46 1 :16	# Faces This Week:
.30 .45 2 .15 .30 .45	:30 :45 2 :15 :30 :45	:30 :45 2 :15 :30 :30 :45	PERSONAL SALES RESULTS Total Sales This Week:
3 :15 :30	3 :15 :30	3 :15 :30	40% Profit:
:45 4 :15 :30 :45	:45 4 :15 :30 :45	:45 4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	6 :15 :30	6 :15 :30 :45	Unit Stars to Date:
7 :15 :30	:45 7 :15 :30	7 :15 :30 :30	SHARING THE OPPORTUNITY RESULTS
:45 8 :15	:45 8 :15	:45 8 :15	Personal Sharing Appts:
:30 :45 9	30 345 9	30 :45 9	New Personal Team Mbrs:
:16 :30 :45	:15 :30 :45	:15 :30 :45	Team Sharing Appts: New Team Members:

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

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

Notes

Weekly Plan Sheet from January 21 - 27, 2024

Sunday, Jan 21	Monday, Jan 22	Tuesday, Jan 23	Wednesday, Jan 24
6 :15	6 :15	6 :15	6 :15
:30	:30 	130 	:30
·45 7	³⁴⁵ 7	:45 7	:45 7
:16 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
8 :15	8:15	8:15	8::15
:30	:30	:30	:30
.45 9	345 9	.45 9	:45 9
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	.30 :45
10 :15	10 :15		10 :15
:10	30	:15 :30	.10
·45 11	.45 11	^{,45} 11	.45 11
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
12	12		12
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1:15
:30	:30	:30	:30
·45 2	³⁴⁵ 2	^{.45} 2	⁴⁵ 2
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
3 :15	3:15	3	3 :15
:30	:30	:30	:30
:45	.45 4	45	45
• :15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
5	5	5	5
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
6 :15	6 :15	6 :15	6 :15
:30	:30 	:30 	:30
·45 7	^{.45} 7	·45 7	45 7
:15 :30	:15	:15	:15
:45	.30 .45	:45	.45
8 :15	8	8	8
:30	:30	:30	:30
:45 9	.45 9	45 9	9
9 :15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45

Weekly Plan Sheet from January 21 - 27, 2024

WEEKIY FIMIT SPICEL	HUM UNITUNI Y 2		excites you!
Thursday, Jan 25	Friday, Jan 26	Saturday, Jan 27	God: Devotion, Church, Bible Study Faith
6	6	6	Family Time
:15 :30	:15 :30	:15 :30	Date Night
:45	:45	·45	
/ :15	/ :15	:15	Mary Kay Time: Meetings,
:30 :45	:30 :45	·30 ·45	Networking, Training, etc.
8	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
.10	:30	.30	Friends, etc
.45	:45 9	·45 9	INCOME PRODUCING ACTIVI
:15	:15	:15	Booking Appointments
:30 :45	:30 :45	:30 :45	Coaching Calls Team Phone Calls
10	10	10	Facials/Parties/Virtual Events
:15 :30	:15 :30	:15 :30	Customer Follow Up Calls
:45	:45	:45	Sharing the Opportunity
11 :15	11 :15	11 :15	
:30	:30	-30 -45	BOOKINGS/FACES RESULTS
12	12	12	# Booking Held this Week:
:15	:15	:15	" Dealines Nort (Heals
:45	:45	:45	# Bookings Next Week:
1 .:15	1:15	1:15	# Faces This Week:
:30	:30	:30	
·45 2	:45	·45	PERSONAL SALES RESULTS
-	:15	:15	Total Sales This Week:
:30 :45	:30 :45	:30 :45	
3	3	3	
.15 .30	:15 :30	:15 .30	40% Profit:
:45	:45	.45	- TRACKING MY STAR
4 :15	4 :15	4 :15	
:30	30	.30	Wholesale Orders This Week:
⁻⁴⁵ 5	⁴⁵ 5	·45 5	-
:15	:15	:15	Amt. Needed to Finish Star:
.30	:45	:45	
6 :15	6 :15	6 :15	Unit Stars to Date:
:30	:30	:30	Omit Stars to Dute.
:45 7	³⁴⁵	·45	
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS
.30	:30	.30	RESULTS
8	8	8	Personal Sharing Appts:
:15 :30	:15 :30	:15	New Personal Team Mbrs:
:45	:45	:45	Thew Personal Team Provisi
9 :15	9 :15	9 :15	Team Sharing Appts:
	:30	:30	New Team Members:
:45	:45	:45	New Ieam Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

SUNDAY BRAIN DUMP for the week of Jan 28 - Feb 3, '24

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

lists.	

Notes

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
.so :45	45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	30	:30	:30
:45		:45	:45
8	:15	8	8
:15		:15	:15
:30	30	:30	:30
^{.45}	:45	.45	^{.45}
9	9	9	9
:15 :30	:15	:15	:15
.45	:45	:45	:45
10	10	10	10
ះ15	:15	:15	:15
:30	:30	:30	:30
: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	³⁴⁵
2	2	2	2
:15	:15	:15	:15
:30		:30	:30
:45	:45	365 •	345 •
3	3	3	3
:15	:15	:15	:15
:45	:30	:30	:30
	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	30	:30	:30
^{.45}	:45	345	³⁴⁵
5	5	5	5
:15	:15	:15	:15
:45	45	.45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45		:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	·45	.45	.45
8	8	8	8
:15	:15	:15	:15
-30	30	.30	:30
:45	:45	.45	
9	9	9	9
:15	:15	:15	:15
:30	30	:30	:30 .45
.45	:45	:45	:45

Weekly Plan Sheet from Jan 28 - Feb 3, 2024

WEEKIY FINIT STIEL		CD J, ZDZ I	excites you!
Thursday, Feb I	Friday, Feb 2	Saturday, Feb 3	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:16 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15	7	7 :15	Mary Kay Time: Meetings,
30	30 .46	:30 	Networking, Training, etc.
8	^{:45} 8	8	 Exercise, Hair, Nails, Coffee with
:15 :30	:15 :30	:15 :30	Friends, etc
:45	:45	:45	INCOME PRODUCING ACTIVITY
:15	9 :15	:15	Booking Appointments
:30 :45	-30 -45	:30	Coaching Calls
10	10	10	_ Team Phone Calls Facials/Parties/Virtual Events
:15 :30	:15 :30	:15 :30	Customer Follow Up Calls
:45	:45	:45	Sharing the Opportunity
11 :15	11 :15	11 :15	
:30	:30	:30	BOOKINGS/FACES RESULTS
^{:45} 12	^{:45} 12	12	# Booking Held this Week:
:15	:15	:15	
:30 :45	:30 :45	:30 :45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15 :30	:15 :30	:15 :30	
:45	:45	:45	PERSONAL SALES RESULTS
2 :15	2 :15	2 :15	Total Sales This Week:
:30	-30 	:30	
3	^{:45} 3	3	-
:15	:15	:15	40% Profit:
:45	:45	:50	
4	4	4	- TRACKING MY STAR
:30	:30	:30	Wholesale Orders This Week:
:45	:45	:45 E	
:15	:15	:15	Amt. Needed to Finish Star:
30	30	:30	
6	6	6	-
:15	:15	:15	Unit Stars to Date:
:45	:45	:45	
7	7	7	SHARING THE OPPORTUNITY
-30	-30	:30	RESULTS
:45	:45 8	:45	Personal Sharing Appts:
:15	• :15	0 :15	
:30	-30 -45	:30	New Personal Team Mbrs:
9	9	9	– Team Sharing Appts:
:15	:15 :30	:15	Teuni Shuring Apples:
:45	:45	-00 -45	New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

Notes



FEBRUARY 2024 WWW.epiclegacy.team

February

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



Thursday	Friday	Saturday	Ν/		01	•h	י ר	'N'	24
				M	KL	11	Z	.Uz	21
1	2 Groundhog Day	3	5	Μ	Τ	W	Τ	F	5
								ł	2
			3	4	5	6	7	8	9
			10	11	12	13	14	15	16
8 Spring 2024 Look Book	9	10 Spring 2024 Early Order	17	18	19	20	21	22	23
Begins Mailing		For PCP/Stars Begins	24	25	26	27	28	29	30
			31						
					Na	ote	29	5	
15 Spring 2024 All IBC's Can	16 Spring 2024 Official	17							
Order	Product Launch								
22	23	24							
29									
			I						



Wholesale Goal \$

Red Jackets

20 New Unit Members

2024 TOP SALES DIRECTOR TRIP Pink in Paradise

February 2024 Goals

5 or more New Personal Team Members (Highlighted)

1	Initial Order:	11	Initial Order:	Leaders in Red!	SR Consultants
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:		
Ю	Initial Order:	20	Initial Order:		

(je

4 or more New Qualified Consultants This Month

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

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

Ist Quarter Stars! (Total Unit Stars)

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

1	Ч	7
2	5	8
3	6	9

Personal & Unit Goals	Beginning of Month	End of Month.	
Unit Club Goal	Total on the lst:	Total:	
Court of Personal Sales	YTD on the lst:	YTD Total:	
Court of Personal Sharing	# of Qualified on lst:	# Qualified Total:	
Car Production	On the lst:	On the last Day:	
Unit Size Goal	# of Team Members on lst:	# of Team Members:	

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
		40 = \$
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Total 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Average per Facial: \$ Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT!		Track Your Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales!
Halfway There!	Picture of Your Goal!	\$1,200 \$850 every month = On Target for Princess Court of Sales!
		\$600 S600 every month = On Target Star Consultant! \$225
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	
	Month End Actual Tota	ls: Orders Placed This Month:
Brie	goal 5% Section 2/ Supplies: te 5% MK Events/PCP:	
	0001	Total:



Projected Unit Wholesale Production:

Actual Unit Wholesale Production:



\$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 =

Month/Quarter: ______
Projected Pay: _____

Unit Development

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

1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
De	Devel. Bonus =		

Offspring Directors

Total Offspring Wholesale Amount

Wholesale Amount x % Paid

\$

		% Paid		
Pers. Unit Monthly W/S	# Offspring Units	1st Line	2nd Line	
\$4,500	One to Two	5.0%		
	Three to Four	6.0%		
	Five to Seven	7.0%	1.0%	
	Eight or more	7.0%	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	Expense:	Category:	Amount:	Receipt:
 Product Gifts (Including the retail tax you paid) 	l			YES NO
Demo Products (Including the retail tax you paid)Printed Material	2			YES NO
Preferred Customer Program				
Bad Debts:Uncollected Sales or Sales Tax				
Car Expenses:	4			
Gas/Car Wash (If you drive a company vehicle)Maintenance/Repairs/Oil	5			YES NO
 Insurance/Lease Car Payments/Auto Loan Interest / License & Registration 	6			YES NO
 Parking/Tolls 	7			YES NO
Charitable Donations:Cash/Product Donations	8			YES NO
Education/Training:	9			yes 🗌 no 🗍
Conferences/Workshops/Meeting FeesBooks/Audio Training				
-	10			
Meals & Entertainment:Coffee Appointments/Luncheons/Brunches	11			YES NO
 Meals on trips (@50%) 	12			YES NO
 Star Party or other outings 	13			YES NO
Office Expenses:Computer/Internet Expenses	14			YES NO
Phone Expenses				
Office Equipment (computers, desk, printers, etc)Misc Office Supplies	15			
Travel Expenses:	16			YES NO
AirfareHotel	17			YES NO
Cabs, Parking, Rental CarTips	10			YES NO
Outside Services/Contracted Labor:	10.			
 Office Help/Office Manager/Office Assistant 	19			YES NO
Cleaning ServicesRepairs and Maintenance	20			YES NO
Other Business Expenses:	21			YES NO
 Bank/Propay/Credit Card service charges, fees 				
Dovetailing paid to another ConsultantDues & Subscriptions (magazines, publications,	22			YES NO
networking meetings, chamber of commerce, etc) • Equipment Rentals	23. ———			YES NO
Finance Charges/Interest paid on business loans	24			YES NO
Non-Product GiftsInsurance (business liability on Inventory)	25			yes No
 Legal and Professional Fees (accountants, attorneys) Licenses and Fees 	25.			
	Monthly Tota	c	Retail Sales for_	
Non-collected sales tax on personal use productsPostage and Delivery	Monthly Tota			
• Team/Unit Prizes	Health Insurance:			
 Section 2 Items (look books, party supplies, Starter Kit) 	Mortgage/Rent:			
Red Jacket/Director or National Suit	Utilities:			
 Buzz Kit (Directors) Miscellaneous Business Supplies 	Mileage:	_		

• Miscellaneous Business Supplies

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.

Date	Income Producing Activities	<u>Total Retail Sales w/o Tax</u>	Sales Needed to Finish Goal
		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		=	_
		=	=
Ц		+	_
		=	=
5		+	_
		=	=
6		+	_
		=	=
7		+	_
		=	=
8		+	_
		=	=
9		+	_
		=	=
10		+	_
		=	=
		+	_
		=	=
12		+	_
		=	=
13		+	_
		=	=
14		+	_
		=	=
15		+	_
		=	=

Month of _____

Personal Retail Sales Monthly Goal:

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

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

	Appt Date	Client Name & Phone #	* of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
I							
2							
3							
4							
5							
6							
7							
8							
9							
10							
 2							
12							
19							
15							
16							
П							
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							
59							
60							



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.

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

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

<u>These questions help you to:</u> Find out who she is. Understand what brings her joy! Understand what she is most passionate about Bring her back to her "why" to keep her motivated. Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants You may have one or all of these qualities)

6 Reasons People Choose A Mary Kay Business

- I. Busy People
 - They know how to prioritize.
 - Typically good time managers
 - Easy to train
 - Average consultant works a full time job, is married &/or has children.
- 2. More Month Than Money
 - · Motivated to find a way to make more money
 - Goal oriented and ambitious
 - Women tend to be more creative with money
- 3. Not The Sales Type
 - Not pushy, but informative
 - Like people and want to build relationships instead of just "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.

• I. Money

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

SHARING APPOINTMENTS AT-A-GLANCE See Sharing Page for Details

MONTH:

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

Name	Name
1	
2	12
3	13
4	14
5	15
ω	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
ϕ	26
7	27
8	28
q	29
10	30
	31
12	32
13	33
μ	34
15	35
16	36
17	37
18	38
19	39
20	40

My UNIT Shari	ng Appointmer	nts: Highlight the	e ones that STAR	RT their Busines	s this Month!!
4			71		
42			72		
43			73		
ЦЦ			74		
45			75		
46			76		
47			77		
48			78		
49			79		
50			80		
51			8		
52			82		
53			83		
54			84		
55			85		
56			86		
57			87		
58			88		
59			89		
60			90		
6			୩		
62			92		
63			93		
64			94		
65			95		
66			96		
67			97		
68			98		
69			99		
70			100		
		SHARING	GRESULTS		
Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non–Personal Unit Members	TOTAL
	+	=	+	=	

Sharing Appointment Details

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

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

Date	Name Cell/Email	Address Notes
	16	
	П	
	18	
	10	
	19	
	20	
	21	
	22	
	23	
	24	
	ar	
	25	
	26	
	27	
	28	
	29	
	30	

Date	Name Cell/Email	Address Notes
	31	
	32	
	22	
	33	
	34	
	35	
	36	
	37	
	38	
	39	
	40	
	4	
	42	
	43	
	44	
	45	

Date	Name Cell/Email	Address Notes
	46	
	47	
	48	
	49	
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	51	
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	56	
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	59	
	60	

Date	Name Cell/Email	Address Notes
	61	
	62	
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	72	
	73	
	74	
	75	

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

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

Notes

New Consultants

New Personal & Unit Members Month_

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

mount

3 EARRINGS	Girls Lo	ive Pea	rls Track	king!!		
6 BRACELET 10 NECKLACE The You will have more success when you share with women you tridy want to work with Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Mary Kay Pearls Girls Love Pearls Tracking!! C BRACELET C BRACELET						
10 BRACELET 10 NECKLACE The You will have more success when you share with women you tridy want to work with Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Notes



SUNDAY BRAIN DUMP for the week of Feb 4 - Feb 10, '24

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

lists.			

Notes

Weekly Plan Sheet from February 4 - February 10, 2024

Sunday, Feb 4	Monday, Feb 5	Tuesday, Feb 6	Wednesday, Feb 7
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
^{:45} 7	:45 7	^{:45}	^{:45} 7
:15	:15	:15	:15
:30 :45	:30 :45	30 45	.30 .45
8	8	8	8
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
9	9	9	9
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
10 :15	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
11 :15	11 :15	11 :15	11 :15
:30	:30	:30	:30
:45 12	:45 12	^{:45} 12	:45 12
12 :15	12	12 :15	:15
-30	30	:30	:30
^{.45} 1	¹⁴⁵	⁴⁵	1
:15	:15	:15	:15
:30	:30 :45	-30 -45	:30 :45
2	2	2	2
:15	:15	:15	:15
:30 :45	:30 :45	-30 -45	.30 .45
3	3	3	3
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
:10	105 130	:30	30
:45	:45	:45	:45
5 :15	5 :15	5 :15	5 :15
:30	:30	:30	:30
:45	:45 6	:45 6	:45 6
:15	:15	:15	:15
:30	:30 	:30	:30
¹⁴⁵ 7	^{:45} 7	⁴⁵ 7	45 7
:15	:15	:15	:15
:30 :45	:30 :45	-30 -45	:30 :45
8	8	8	8
:15	:15 :an	:15	:15
:45	30 :45	:30 :45	:30 :45
9	9	9	9
:15 :30	:15 .30	:15 :30	:15 :30
:45	:45	:45	:45

Weekly Plan Sheet from February 4 - February 10, 2024

Thursday, Feb 8	Friday, Feb 9	Saturday, Feb 10	God: Devo Faith
6	6	6	Family Time
:15	115	:15	Data Niahi
-30	30	:30	Date Night
⁴⁴⁵ 7	45	:45	
:15	115	:15	Mary Kay
:30	:30	:30	Networkin
¹⁴⁵ 8	45 8	·45 8	
:15	115	:15	Exercise, H
-30	-30	:30	Friends, et
¹⁴⁵ 9	45 9	:45 9	INCOME
3 :15	3 :15	3 :15	Booking A
:30	:30	:30	Coaching
:45	:45	:45	Team Pho
10 :15	10	10 :15	Facials/Pa
:30	:30	:30	Customer
:45	:45	:45	Sharing th
11	11	11 :15	
30	30	:30	BOOKING
:45	:45	:45	
12	12	12	# Booking
:15	:15 :30	:15 :30	# Pooking
:45	:45	:45	# Bookings
1	1	1	# Faces Th
:15 :30	:15	:15 :30	
:45	-50 :45	:45	DEDSON
2	2	2	PERSON
:15	:15	:15	Total Sale
:30 :45	30	:30	
3	3	3	
:15	:15	:15	40% Pro
:30 :45	30 .45	:30 :45	
4	4	4	TRACKI
:15	:15	:15	
:30	:30	:30	Wholesal
^{:45} 5	45	^{:45} 5	-
:15	:15	:15	Amt. Nee
:30	:30	:30	
⁻⁴⁵ 6	·45 6	·45 6	
:15	:15	:15	Unit Star
-30	:30	:30	
:45	:45	:45	
7 :15	7 15	7 :15	SHARING
:30	:30	:30	RESULTS
:45	45	:45	Personals
8 .:15	8	8:15	Personal
:30	30	:30	New Pers
:45	:45	:45	
9	9	9	Team Sha
:15 :30	:15 :30	:15 :30	
:45	:45	:45	New Team

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

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

amily Time

1 Yary Kay Time: Meetings, Vetworking, Training, etc.

Exercise, Hair, Nails, Coffee with -riends, etc....

NCOME 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

Nholesale Orders This Week:

Amt. Needed to Finish Star:

Jnit Stars to Date:

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _

New Personal Team Mbrs:_

Team Sharing Appts:

New Team Members:

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

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

1515.		

Notes

Weekly Plan Sheet from February II - February 17, 2024

Sunday, Feb II	Monday, Feb 12	Tuesday, Feb 13	Wednesday, Feb 14
6 :15	6 :15	6 :15	6 :15
:30 :45	30 45	:30 :45	:30 :45
7 :15	7 1:15	7	7 :15
:30	:30	:30	:30
.45 8	^{:45} 8	345 8	:45 8
:15	:15	:15 :30	:15 :30
:45	:45	:45 -	:45
9 :15	9 :15	9 :15	9 :15
:30	30 45	:30 :45	:30 :45
10 ះ15	10 :15	10	10
:30	30	:15 :30	:15 :30
.45 11	¹⁴⁵ 11	³⁴⁵ 11	:45 11
:15 :30	30	:15	:15 :30
:45	:45	:45	:45
12 :15	12 :15	12 :15	12 :15
:30 :45	30	:30	:30
1	1	1	1
:15	:15	:15 :30	:15 :30
:45	.45	345 2	:45 2
:15	:15	:15	:15
:30 :45	-30 -45	:30 :45	.30 .45
3 :15	3 :15	3 :15	3 :15
:30	30	:30 :45	:30
4	4	4	4
:15 :30	.15 .30	:15 :30	:15 :30
.45 5	¹⁴⁵ 5	345 5	5
:15	:15	:15	:15
:30 :45	-30 -45	:30 :45	:30 :45
6 :15	6 115	6 :15	6 :15
:30	30	:30	:30
^{:45} 7	·45 7	45 7	^{.45} 7
:15	.15 .30	:15 :30	:15 :30
:45	45	.45	:45
8 :15	8 :15	8 :15	8 :15
:30	30 -45	:30 :45	:30 :45
9	9 :15	9	9
:15 :30	.15	:15 :30	:15 :30
:45	:45	:45	:45

Weekly Plan Sheet from Feb II - Feb IT, 2024

WEEKIY FINITSPIECE	excites you!		
Thursday, Feb 15	Friday, Feb 16	Saturday, Feb 17	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15	7	7 :15	Mary Kay Time: Meetings,
.30 .45	30 345	:30 :45	Networking, Training, etc.
8 :15 :30	8 :15 :30	8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
·45 9	·45 9	^{:45} 9	INCOME PRODUCING ACTIVITY
:15 :30	:15 :30	:15 :30	Booking Appointments Coaching Calls
:45	:45	:45	Team Phone Calls
10 :15	10 :15	10 :15	Facials/Parties/Virtual Events
-30	:30	:30	Customer Follow Up Calls Sharing the Opportunity
11	11	11	
:15 :30	:15	:15 :30	BOOKINGS/FACES RESULTS
:45	:45	:45	
12 :15	12 :15	12 :15	# Booking Held this Week:
.30	30	:30	# Bookings Next Week:
:45	:45	:45	
1 :15	1 :15	1 :15	# Faces This Week:
:30	.30	:30	
2	2	2	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week:
.30 .45	:30 :45	:30 :45	
3	3	3	
:15	:15	:15	40% Profit:
:45	:45	:45	
4	4	4 :15	TRACKING MY STAR
30	:30	:30	Wholesale Orders This Week:
:45	:45	:45	
5 :15	5 :15	5 :15	Amt. Needed to Finish Star:
:30	30	:30	
45	·45 6	:45 6	
:15	:15	:16	Unit Stars to Date:
.30	30	:30	
7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS
:45	30 x45	:45	
8	8	8	Personal Sharing Appts:
:15 :30	:15	:15 :30	New Developed Tree Maker
-30	:45	:45	New Personal Team Mbrs:
9	9	9	Team Sharing Appts:
:15 .30	:15 :30	:15 :30	
:45	:45	:45	New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

SUNDAY BRAIN DUMP for the week of Feb 18 - 24, 2024

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

IS 15.	

Notes

Weekly Plan Sheet from February 18 - February 24, 2024

Sunday, Feb 18	Monday, Feb 19	Tuesday, Feb 20	Wednesday, Feb 21
6 :15	6 :15	6 :15	6 ::15
:30	:45	.30 .45	:30 :45
7	7	7	7
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
^{:45} 9	^{.45} 9	9 9	.45 9
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45 11	.45 11	^{.45} 11	¹⁴⁵
:15	:15	:15	:15
:30 :45	:30	30	:30 :45
12	12	12	12
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1 :15
:30	:30	:30	:30
^{:45} 2	:45 2	:45	:45 2
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
3	3	3	3
:15 :30	:15 :30	:15 .30	:15 :30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
:30	:30	:30	:30
^{:45} 5	³⁴⁵ 5	⁴⁵ 5	³⁴⁵ 5
:15	:15	:15	:15
:30 :45	:30 :45	.30 .45	:30 :45
6	6	6	6
:15 :30	:15 :30	:15 :30	:15 :30
:45	³⁴⁵ 7	:45 7	x45 7
7 :15	7 :15	7 :15	7 :15
:30	:45	:30	:30
8	8	8	8
:15	:15	:15	:15
:45	:45	:45	:45
9 :15	9 :15	9 :15	9 :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	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15	:15	:15	Date Night
:30	30 45	:30 :45	
7	7	7	
:15 :30	:15	:15 :30	Mary Kay Time: Meetings, Networking, Training, etc.
:45	-45	:45	
8 :15	8	8	Exercise, Hair, Nails, Coffee with
:30	.30	:30	Friends, etc
:45	.45	:45	INCOME PRODUCING ACTIVITY
9 :15	9 :15	9 :15	Booking Appointments
:30	:30	:30	Coaching Calls
^{:45} 10	·45 10	:45 10	Team Phone Calls
:15	:15	:15	Facials/Parties/Virtual Events
:30 :45	.30 .45	:30	Customer Follow Up Calls Sharing the Opportunity
11	²⁴⁵ 11	¹⁴⁵ 11	
:15	:15	:15	BOOKINGS/FACES RESULTS
:30 :45	30 45	:30 :45	
12	12	12	# Booking Held this Week:
:15	:15	:15 -30	
:45	.45	:45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15	:15 :30	
:45	45	:45	PERSONAL SALES RESULTS
2	2	2	
:30	.30	:30	Total Sales This Week:
:45	.45	:45	
3 :15	3	3 :15	40% Profit:
:30	-30	:30	
:45	:45	:45	TRACKING MY STAR
:15	** :15	• :15	
.30	30	.30	Wholesale Orders This Week:
¹⁴⁵ 5	⁻⁴⁵ 5	5	-
:15	15 15	:15	Amt. Needed to Finish Star:
:30	.30	:30	
6	6	6	
:15	:15	:15	Unit Stars to Date:
:30 :45	:30 :45	:45	
7	7	7	SHARING THE OPPORTUNITY
:15	.15 .30	:15	RESULTS
:45	:45	:45	
8	8	8	Personal Sharing Appts:
:15 :30	.15 .30	:15 	New Personal Team Mbrs:
:45	:45	:45	
9 :15	9	9	Team Sharing Appts:
	1		
:30	:30	:30	New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

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

Notes

Weekly Plan Sheet from February 25 - March 2, 2024

Sunday, Feb 25	Monday, Feb 26	Tuesday, Feb 27	Wednesday, Feb 28
6 :15	6 :15	6 :15	6 :15
:30	30	:30 	:30
^{:45} 7	·45 7	·45 7	.45 7
:15	-15	:15 :30	:15 :30
:45	.45	:45	:45
8 :15	8	8 :15	8
:30	:30	:30	:30
^{:45} 9	^{:45} 9	9	:45 9
:15	.15	:15	:15
:30 :45	-30 -45	:30 :45	.30 .45
10	10	10	10
:15	:15	:15 :30	:15 :30
:45 11	·45 11	.45 11	.45
11	11	11 :15	:15
:30 :45	.30 .45	:30 :45	:30 :45
12	12	12	12
:15 :30	:15	:15 :30	:15 :30
:45	·45	:45	:45
1 :15	1 :15	1 :15	1 :15
:30	30	:30	:30
^{:45} 2	²⁴⁵ 2	.45 2	^{.45} 2
:15	.15	:15	:15
:30 :45	-30 -45	:30 :45	:30 :45
3	3	3	3
:30	.30	:15 :30	.30
:45	45	45	45
4 :15	4 .15	4 :15	4 :15
:30	-30 -45	:30 :45	:30 :45
5	5	5	5
:15 :30	15 -30	:15 :30	:15 :30
:45	45	:45	:45
6 :15	6 .15	6 :15	6 :15
:30	.30	130 	:30
^{:45} 7	⁻⁴⁵ 7	^{:45} 7	^{.45} 7
:15	:15	:15 	:15
:30 :45	-30 -45	.30 .45	.30 .45
8	15	8	8
:30	.30	.10	-10
:45 9	·45 9	.45 9	.45 9
9 :15	9 .15	9 :15	:15
:30 :45	30	:30	:30

Weekly Plan Sheet from Feb 25 - Mar 2, 2024

WEEKIY FINIT STIELT		$\Lambda L, LUL I$	excites you!
Thursday, Feb 29	Friday, Mar I	Saturday, Mar 2	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15	:15	:15	Date Night
:30	:30	:30	
:45	:45	:45	
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
8 :15 :30	30	8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:45 9 :15 :30	.45 9 .15 .30	.45 9 :15 :30	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls
:45	45	:45	Team Phone Calls
10	10	10	Facials/Parties/Virtual Events
:15	15	:15	Customer Follow Up Calls
.30	.30	.30	Sharing the Opportunity
:45	.45	:45	
11	11	11	
:15	.15	:15	
30 345 12	30 35 45 12	.30 .45 12	BOOKINGS/FACES RESULTS # Booking Held this Week:
:15 :30 :45 1	:15 :30 :45 1	:15 :30 :45 1	# Bookings Next Week: # Faces This Week:
:15	:15	:15	
:30	:30	:30	
·45	:45	:45	PERSONAL SALES RESULTS
2	2	2	
-	-	-	Total Sales This Week:
:15	:15	15	
:30	:30	30	
:45	:45	45	
3	3	3	40% Profit:
:15	:15	:15	
:30	:30	:30	
4	-45 4	-45 4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30	:30	
:45	:45	:45	
b	5	5	Amt. Needed to Finish Star:
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
6	6	6	Unit Stars to Date:
:15	:15	:15	
:30	:30	:30	
.45 7 :15 :30	.45 7 .15 .30	:45 7 :15 :30	SHARING THE OPPORTUNITY RESULTS
:45	45	:45	Personal Sharing Appts:
8	8	8	
:15	-15	:15	
30	30	:30	New Personal Team Mbrs:
35	45	:45	
9	9	9	
:15 :30 :45	:15 :30 :45	:15 :30 :45	Team Sharing Appts: New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

Notes



MY SUCCESS PLAN MARCH 2024 <u>www.epiclegacy.team</u>

March

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

	-	2024							
Thursday	Friday	Saturday	A	IP	Rİ		20)2'	4
	I	2	5	Μ	Τ	W	Τ	F	5
					2	3	4	5	6
			7	8	9	10		12	13
			14	15	16	17	18	19	20
7	8 International Women's Day	9	21 28	22 29	23 30	24	25	26	27
14	15 Q3 Star Ends	16 Q4 Star Begins Summer 2024 PCP			No	ote	29		
21	22 Career Conference 2024	Enrollment Begins 23 (Limited Sites-See Intouch)							
28	29 Good Friday	30							

March 2024 Goals

My Why:

Wholesale Goal \$

Red Jackets

20 New Unit Members

2024 TOP SALES DIRECTOR TRIP Pink in Paradise

5 or more New Personal Team Members (Highlighted)

	Initial Order:		Initial Order:	Leaders in Red!	SR Consultants
2	Initial Order:	12	Initial Order:		
3	Initial Order:	13	Initial Order:		
ł	Initial Order:	14	Initial Order:		
5	Initial Order:	15	Initial Order:		
0	Initial Order:	16	Initial Order:		
1	Initial Order:	17	Initial Order:		
	Initial Order:	18	Initial Order:		
1	Initial Order:	19	Initial Order:		
)	Initial Order:	20	Initial Order:		

(Je

4 or more New Qualified Consultants This Month

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

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

Ist Quarter Stars! (Total Unit Stars)

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

1	Ч	7
2	5	8
3	6	9

Personal & Unit Goals	Beginning of Month	End of Month.	
Unit Club Goal	Total on the lst:	Total:	
Court of Personal Sales	YTD on the lst:	YTD Total:	
Court of Personal Sharing	# of Qualified on lst:	# Qualified Total:	
Car Production	On the let:	On the last Day:	
Unit Size Goal	# of Team Members on lst:	# of Team Members:	

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
		40 = \$
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Total 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Average per Facial: \$ Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT!		Track Your Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales!
Halfway There!	Picture of Your Goal!	\$1,200 \$850 every month = On Target for Princess Court of Sales!
		\$600 S600 every month = On Target Star Consultant! \$225
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	
	Month End Actual Tota	ls: Orders Placed This Month:
Brie	goal 5% Section 2/ Supplies: te 5% MK Events/PCP:	
	(10)	Total:



Projected Unit Wholesale Production:

Actual Unit Wholesale Production:



\$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 =

Month/Quarter: ______
Projected Pay: _____

Unit Development

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

1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
Devel. Bonus =			

Offspring Directors

Total Offspring Wholesale Amount

Wholesale Amount x % Paid

\$

		% Paid	
Pers. Unit Monthly W/S	# Offspring Units	1st Line	2nd Line
\$4,500	One to Two	5.0%	
	Three to Four	6.0%	
	Five to Seven	7.0%	1.0%
	Eight or more	7.0%	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	Expense:	Category:	Amount:	Receipt:
 Product Gifts (Including the retail tax you paid) 	l			YES NO
Demo Products (Including the retail tax you paid)Printed Material	2			YES NO
Preferred Customer Program				
Bad Debts:Uncollected Sales or Sales Tax				
Car Expenses:	4			
Gas/Car Wash (If you drive a company vehicle)Maintenance/Repairs/Oil	5			YES NO
 Insurance/Lease Car Payments/Auto Loan Interest / License & Registration 	6			YES NO
 Parking/Tolls 	7			YES NO
Charitable Donations:Cash/Product Donations	8			YES NO
Education/Training:	9			yes 🗌 no 🗍
Conferences/Workshops/Meeting FeesBooks/Audio Training				
-	10			
Meals & Entertainment:Coffee Appointments/Luncheons/Brunches	11			YES NO
 Meals on trips (@50%) 	12			YES NO
 Star Party or other outings 	13			YES NO
Office Expenses:Computer/Internet Expenses	14			YES NO
Phone Expenses				
Office Equipment (computers, desk, printers, etc)Misc Office Supplies	15			
Travel Expenses:	16			YES NO
AirfareHotel	17			YES NO
Cabs, Parking, Rental CarTips	10			YES NO
Outside Services/Contracted Labor:	10.			
 Office Help/Office Manager/Office Assistant 	19			YES NO
Cleaning ServicesRepairs and Maintenance	20			YES NO
Other Business Expenses:	21			YES NO
 Bank/Propay/Credit Card service charges, fees 				
Dovetailing paid to another ConsultantDues & Subscriptions (magazines, publications,	22			YES NO
networking meetings, chamber of commerce, etc) • Equipment Rentals	23. ———			YES NO
Finance Charges/Interest paid on business loans	24			YES NO
Non-Product GiftsInsurance (business liability on Inventory)	25			YES NO
 Legal and Professional Fees (accountants, attorneys) Licenses and Fees 	25.			
	Monthly Tota	c	Retail Sales for_	
Non-collected sales tax on personal use productsPostage and Delivery	Monthly Tota			
• Team/Unit Prizes	Health Insurance:			
 Section 2 Items (look books, party supplies, Starter Kit) 	Mortgage/Rent:			
Red Jacket/Director or National Suit	Utilities:			
 Buzz Kit (Directors) Miscellaneous Business Supplies 	Mileage:	_		

• Miscellaneous Business Supplies

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.

Date	Income Producing Activities	<u>Total Retail Sales w/o Tax</u>	Sales Needed to Finish Goal
		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		=	_
		=	=
Ц		+	_
		=	=
5		+	_
		=	=
6		+	_
		=	=
7		+	_
		=	=
8		+	_
		=	=
9		+	_
		=	=
10		+	_
		=	=
		+	_
		=	=
12		+	_
		=	=
13		+	_
		=	=
14		+	_
		=	=
15		+	_
		=	=

Month of _____

Personal Retail Sales Monthly Goal:

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

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

	Appt Date	Client Name & Phone #	* of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
I							
2							
3							
4							
5							
6							
7							
8							
9							
10							
 2							
12							
19							
15							
16							
П							
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							
59							
60							



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.

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

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

<u>These questions help you to:</u> Find out who she is. Understand what brings her joy! Understand what she is most passionate about Bring her back to her "why" to keep her motivated. Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants You may have one or all of these qualities)

6 Reasons People Choose A Mary Kay Business

- I. Busy People
 - They know how to prioritize.
 - Typically good time managers
 - Easy to train
 - Average consultant works a full time job, is married &/or has children.
- 2. More Month Than Money
 - · Motivated to find a way to make more money
 - Goal oriented and ambitious
 - Women tend to be more creative with money
- 3. Not The Sales Type
 - Not pushy, but informative
 - Like people and want to build relationships instead of just "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.

• I. Money

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

SHARING APPOINTMENTS AT-A-GLANCE See Sharing Page for Details

MONTH:

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

Name	Name
1	
2	12
3	13
4	14
5	15
ω	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
ϕ	26
7	27
8	28
q	29
10	30
	31
12	32
13	33
μ	34
15	35
16	36
17	37
18	38
19	39
20	40

My UNIT Shari	ng Appointmer	nts: Highlight the	e ones that STAR	RT their Busines	s this Month!!
4			71		
42			72		
43			73		
ЦЦ			74		
45			75		
46			76		
47			77		
48			78		
49			79		
50			80		
51			8		
52			82		
53			83		
54			84		
55			85		
56			86		
57			87		
58			88		
59			89		
60			90		
6			୩		
62			92		
63			93		
64			94		
65			95		
66			96		
67			97		
68			98		
69			99		
70			100		
		SHARING	GRESULTS		
Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non–Personal Unit Members	TOTAL
	+	=	+	=	

Sharing Appointment Details

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

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

Date	Name Cell/Email	Address Notes
	16	
	П	
	18	
	10	
	19	
	20	
	21	
	22	
	23	
	24	
	ar	
	25	
	26	
	27	
	28	
	29	
	30	

Date	Name Cell/Email	Address Notes
	31	
	32	
	22	
	33	
	34	
	35	
	36	
	37	
	38	
	39	
	40	
	4	
	42	
	43	
	44	
	45	

Date	Name Cell/Email	Address Notes
	46	
	47	
	48	
	49	
	50	
	51	
	52	
	53	
	F (1)	
	54	
	55	
	56	
	57	
	58	
	ro	
	59	
	60	

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

Date	Name Cell/Email	Address Notes
	76	
	۲۲ ۲۳	
	78	
	79	
	80	
	81	
	82	
	83	
	84	
	85	
	86	
	87	
	88	
	89	
	90	

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

Notes

New Consultants

New Personal & Unit Members Month_

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

mount

3 EARRINGS	Girls Lo	ive Pea	rls Track	king!!		
6 BRACELET 10 NECKLACE The You will have more success when you share with women you tridy want to work with Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Mary Kay Pearls of Sharing 3 EARRINGS 6 BRACELET	Girls Lo	ive Pea	rls Trac	king!!		
10 BRACELET 10 NECKLACE The You will have more success when you share with women you tridy want to work with Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Notes



SUNDAY BRAIN DUMP for the week of Mar 3 - Mar 9, '24

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

ISTS.	

Notes

Weekly Plan Sheet from Mar 3 - Mar 9, 2024

Sunday, Mar 3	Monday, Mar 4	Tuesday, Mar 5	Wednesday, Mar 6
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
⁻⁴⁵ 7	⁴⁵ 7	⁴⁵ 7	:45 7
:15 :30	:15 :30	:15 :30	:15
:45			.45
8 :15	8 :15	8 :15	8
:30	:30	:30	:30
.45 9	^{:45} 9	^{:45} 9	:45 9
:15	:15	:15	:15
:30 :45	-30 -45	-30 -45	.30 .45
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45	.45	45
11 :15	11 :15	11 :15	11 :15
:30 :45	30 45	30 45	30 35
12	12	12	12
:15	:15 :30	:15 :30	:15 .30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1 :15
:30	:30	:30	:30
^{.45} 2	^{:45} 2	^{:45} 2	:45 2
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	30 345
3	3	3	3
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	45
4 :15	4 :15	4 :15	4 :15
:30	30	30	:30
	5	5	5
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
6 :15	6 :15	6 :15	6 :15
.30	:30	:30	:30
^{:45} 7	:45 7	:45 7	:45 7
:15	:15	:15	:15
:30 :45	-30 -45	.30 .45	.30 .45
8	8	8	8
:15 :30	:15 :30	:15 :30	:15 :30
:45	-	.45	-
9 :15	9 :15	9 :15	9 :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	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
8 :15 :30	8 :15 :30	8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
.45 9 .15 .30 .46 10 .15 .30 .45 11	345 9 :15 :30 :45 10 :15 :30 :45 10 :15 :30 :45 11	:45 9 :15 :30 :45 10 :15 :30 :45 10 :15 :30 :45 11	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
15 30 45 12	:15 :30 :45 12	15 30 45 12	BOOKINGS/FACES RESULTS # Booking Held this Week:
:15 :30 :45 1 :15	:15 :30 :45 1 :15	:15 :30 :45 1 :15	# Bookings Next Week: # Faces This Week:
30 45 2 15 30	:30 :45 2 :15 :30	30 145 2 130 30	PERSONAL SALES RESULTS Total Sales This Week:
-45 3 -15 -30 -45	45 3 315 30 45	:45 3 :15 :30 :45	 40% Profit:
4 :15 :30 :45	4 :15 :30 :45	4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30 :45	6 :15 :30 :45	6 :15 :30 :45	Unit Stars to Date:
7 15 30 45	7 15 30 45	7 :15 :30 :45	SHARING THE OPPORTUNITY RESULTS
8 :15 :30 :45	8 :15 :30 :45	8 :15 :30 :45	Personal Sharing Appts: New Personal Team Mbrs:
9 :15 :30 :45	9 :15 :30 :45	9 :15 :30 :45	Team Sharing Appts: New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

SUNDAY BRAIN DUMP for the week of March 10 - 16, 2024

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

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Notes

Weekly Plan Sheet from March 10 - March 16, 2024

Sunday, Mar 10	Monday, Mar II	Tuesday, Mar 12	Wednesday, Mar 13
6 :15	6 :15	6 :15	6 :15
.30	:30	.30	30
7	³⁴⁵ 7	⁴⁵ 7	^{.45} 7
:15	:15	:15	:15 :30
:45	:45	-30 	:45
8:15	8 :15	8	8 :15
.30	:30	:30	:30
·45 9	:45 9	:45 9	^{:45} 9
:15	:15	:15	:15
:45	:30 :45	-30 -45	:30 :45
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
45	:45	:45	45
11 :15	11 :15	11 :15	11 :15
:30 :45	:30 :45	:30 :45	:30 :45
12	12	12	12
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1 :15
:30	:30	:30	:30
·45 2	:45 2	2	2
-	:15	:15	:15
:30 :45	:30 :45	-30 -45	:30 :45
3	3	3	3
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	.45
4 :15	4 :15	4 :15	4 :15
:30 :45	:30 :45	:30	:30
5	5	5	5
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
6 :15	6 :15	6 :15	6 :15
-30	:30	:30	:30
^{:45} 7	³⁴⁵ 7	^{:45} 7	^{.45} 7
- :15	:15	:15	:15
:30 :45	:30 :45	:30 :45	30 45
8	8	8	8
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	.45
9 :15	9 :15	9 :15	9 :15
-30 -4e	: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
	:15	:15
	:30	:30
	:45	:45
	7 :15	7 :15
	30	:30
	:45	:45
	8	8
	:15	:15
	:30	:30
	:45	:45
	9	9
	:15	:15
		:30
	·45 10	:45 10
	10 :15	:15
	30	:30
	:45	:45
	11	11
	:15	:15
	:30	:30
	:45	:45
	12	12
	:15	:15
	:30	:30
	:45	:45
	1	1 Lat
	:15 :30	:15 :30
	:45	:45
	2	2
	- :15	:15
		:30
	:45	:45
	3	3
	:15	:15
	:30	:30
	:45	:45
	4	4
	:15	:15
	30 :45	:45
	⁴³ 5	5
	3 :15	:15
	.30	:30
	:45	:45
	6	6
	:15	:15
	.30	:30
	:45	:45
	7	7
	:15	:15
	30 :45	:45
	³⁴⁵ 8	8
	ö :15	ð :15
	30	:30
	:45	:45
	9	9
	:15	:15
	:30	:30
	:45	:45

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

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

Family Time

Date Night

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

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

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

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:

SUNDAY BRAIN DUMP for the week of March 17 - 23, 2024

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

lists.		

Notes

Weekly Plan Sheet from March 17 - March 23, 2024

Sunday, Mar 17	Monday, Mar 18	Tuesday, Mar 19	Wednesday, Mar 20
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
:45	·45 7	:45	.45
7 :15	:15	1 :15	7 :15
-30	:30	.30	:30
^{:45} 8	345 8	^{.45} 8	:45 8
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
9	9	9	9
:15	:15	:15	:15
:30 :45	.30 :45	-30 -45	:30 :45
10	10		10
:15 :30	:15 :30	:15 :30	:15 :30
:45		:45	:45
11	11	11	11
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
12	12	12	12
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1:15
30	:30	:30	:30
:45	:45	-	:45
2 :15	2 :15	2 :15	2 :15
:30	:30	.30	:30
^{:45} 3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
¹⁴⁵ 4	45	4	45
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
5	5	5	5
:15	:15	:15	:15
:30 :45	.30 :45	30 :45	:30 :45
6	6	6	6
:15	:15 :30	:15 :30	:15 :30
:45	.45		:45
7	7	7	7
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
8	8	8	8
:30	:30	:30	:30
:45	:45	:45	:45
9 :15	9 :15	9 :15	9 :15
.30	30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from March 17 - 23, 2024

WEEKIY FIMITSTIEEL			excites you!
Thursday, Mar 21	Friday, Mar 22	Saturday, Mar 23	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
15 130 145	- :15 :30 :45	:15 :30 :45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
30	145 8 :15 :30	:45 8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:45 9 :15 :30	 .45 9 .15 .30 	.45 9 :15 :30	- INCOME PRODUCING ACTIVITY Booking Appointments
:30 :45 10 :15	30 45 10 15	:30 :45 10 :15	Coaching Calls Team Phone Calls Facials/Parties/Virtual Events
:30 :45 11	30 35 11	30 35 11	Customer Follow Up Calls Sharing the Opportunity
:15 :30 :45 12	:15 :30 :45 12	:15 :30 :45 12	BOOKINGS/FACES RESULTS # Booking Held this Week:
12 :15 :30 :45	12 :15 :30 :45	12 :15 :30 :45	# Bookings Next Week:
1 :15 :30	1 :15 :30	1 :15 :30	# Faces This Week:
:45 2 :15 :30	45 2 :15	:45 2 :15 :30	PERSONAL SALES RESULTS Total Sales This Week:
:30 :45 3 :15	30 45 3 :15	:45 3 :15	 40% Profit:
30 45 4	-10 -30 -45 -45	:30 :45 4	TRACKING MY STAR
:15 :30 :45	:15 :30 :45	:15 :30 :45	Wholesale Orders This Week:
5 :15 :30	5 :15 :30 45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	.45 6 :15 :30	6 :15 :30	Unit Stars to Date:
445 7 :115	300 45 7 :15	:45 7 :15	SHARING THE OPPORTUNITY
30 45 8	30 45 8	:30 :45 8	RESULTS Personal Sharing Appts:
:15 :30 :45	:15 :30 :45	:15 :30 :45	New Personal Team Mbrs:
9 :15 :30 :45	9 :15 :30 :45	9 :15 :30 :45	Team Sharing Appts: New Team Members:
.40	.40	.+.	

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

SUNDAY BRAIN DUMP for the week of Mar 24 - 30, 2024

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

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Notes

Weekly Plan Sheet from March 24 - 30, 2024

Sunday, Mar 24	Monday, Mar 25	Tuesday, Mar 26	Wednesday, Mar 27
6 .15	6 :15	6 :15	6 :15
:30 :45	:30	:30	:30
7	7		7
:15 :30	:15 :30	:15 :30	:15 :30
45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
·45 9	9 9	²⁴⁵ 9	^{.45} 9
:15	:15	:15	:15
.30 .45	.30 .45	:30 :45	:30 :45
10	10	10	10
:15 :30	:15 	:15 :30	:15 :30
.45	^{:45} 11	^{:45} 11	^{:45} 11
:15	:15	:15	:15
.30 .45	:30 :45	:30 :45	30
12	12		12
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1 15	1 :15	1	1 :15
:30	:30	:30	:30
^{.45} 2	:45	2	2
:15	:15	:15	:15
30 45	.30 .45	-30 -45	-30 -45
3	3	3	3
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
.30	:30	:30	:30
^{-,45} 5	⁴⁵ 5	⁴⁶ 5	⁴⁵ 5
:15	:15	:15	:15
-30 -45	:30 :45	:30 :45	:30 :45
	6	6	6
:15 :30	:15 :30	:15 :30	:15 :30
:45	×45	:45	:45
7 :15	7 :15	7 :15	7 :15
.30	:30	:30	:30
·45 8	.45 8	8	^{,45} 8
:15	:15	:15 -20	:15 -20
.30 .45	:30 :45	:30 :45	:30 :45
	9		9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45

Weekly Plan Sheet from March 24 - 30, 2024

Thursday, Mar 28	Friday, Mar 29	Saturday, Mar 30	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15	115	:15	Date Night
:30 :45	30 	:30 :45	
7	7	7	Mary Kay Ting Mastings
:15	:15 :30	:15 :30	Mary Kay Time: Meetings, Networking, Training, etc.
:45	:45	:45	
8 :15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	30	:30	Friends, etc
·45 9	·45 9	9	INCOME PRODUCING ACTIVITY
:15	:15	:15	Booking Appointments
-30 -45	:30 :45	:30 :45	Coaching Calls Team Phone Calls
10	10	10	Facials/Parties/Virtual Events
:15 :30	15	:15	Customer Follow Up Calls
:45	:45	:45	Sharing the Opportunity
11 :15	11	11	
-19	30	:30	BOOKINGS/FACES RESULTS
:45	:45	:45	
12 :15	12 :15	12 :15	# Booking Held this Week:
:30		:30	# Bookings Next Week:
45	:45	:45	
:15	: :15	:15	# Faces This Week:
:30	:30	:30	
2	^{:45} 2	2 2	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week:
:30 :45	:30 :45	:30 :45	
3	3	3	
:15	:15	:15	40% Profit:
:45	···· ·································	:45	
4	4	4	TRACKING MY STAR
:15 :30	:15 	:30	Wholesale Orders This Week:
:45	:45	:45	
5 :15	5 :15	5 :15	Amt. Needed to Finish Star:
:30	30	:30	
45	·45	:45	
:15	:15	:15	Unit Stars to Date:
-30	30	:30	
7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS
-30 -45	30 :45	:30 :45	
8	8	8	Personal Sharing Appts:
:15 :30	:15	:15 :30	New Operational Trees Makers
:45	.30 ;45	:45	New Personal Team Mbrs:
9	9	9	Team Sharing Appts:
:15 :30	:15 :30	:15 :30	
:45	:45	:45	New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

Notes



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April

Sunday	Monday	Tuesday	Wednesday
	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	

		2024	
Thursday	Friday	Saturday	May 2024
4	5	6	S M T W T F S I I I I I I I I 5 6 T 8 9 IO II I2 I3 IH I5 I6 IT I8 I9 20 21 22 23 24 25
	12	13	26 27 28 29 30 31
18	19	20	
25	26 Summer 2024 Director Early Order Begins	27	

April 2024 Gogls

My Why:

Wholesale Goal \$

Red Jackets

20 New Unit Members

2024 TOP SALES DIRECTOR TRIP Pink in Paradise

5 or more New Personal Team Members (Highlighted)

	Initial Order:		Initial Order:	Leaders in Red!	SR Consultants
2	Initial Order:	12	Initial Order:		
3	Initial Order:	13	Initial Order:		
ł	Initial Order:	14	Initial Order:		
5	Initial Order:	15	Initial Order:		
)	Initial Order:	16	Initial Order:		
	Initial Order:	17	Initial Order:		
	Initial Order:	18	Initial Order:		
	Initial Order:	19	Initial Order:		
)	Initial Order:	20	Initial Order:		

(Je

4 or more New Qualified Consultants This Month

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

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

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

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
		40 = \$
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Total 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Average per Facial: \$ Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT!		Track Your Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales!
Halfway There! I CAN DO IT!	Picture of Your Goal!	\$1,200 \$850 every month = On Target for Princess Court of Sales!
		\$600 S600 every month = On Target Star Consultant! \$225
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	
	Month End Actual Tota	ls: Orders Placed This Month:
Brie	goal 5% Section 2/ Supplies: te 5% MK Events/PCP:	
	0001	Total:



Projected Unit Wholesale Production:

Actual Unit Wholesale Production:



\$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 =

Month/Quarter: ______
Projected Pay: _____

Unit Development

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

1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
De	evel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

Wholesale Amount x % Paid

\$

		% Paid	
Pers. Unit Monthly W/S	# Offspring Units	1st 2nd Line 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	Expense:	Category:	Amount:	Receipt:
 Product Gifts (Including the retail tax you paid) 	l			YES NO
Demo Products (Including the retail tax you paid)Printed Material	2			YES NO
Preferred Customer Program				
Bad Debts:Uncollected Sales or Sales Tax				
Car Expenses:	4			
Gas/Car Wash (If you drive a company vehicle)Maintenance/Repairs/Oil	5			YES NO
 Insurance/Lease Car Payments/Auto Loan Interest / License & Registration 	6			YES NO
 Parking/Tolls 	7			YES NO
Charitable Donations:Cash/Product Donations	8			YES NO
Education/Training:	9			yes 🗌 no 🗍
Conferences/Workshops/Meeting FeesBooks/Audio Training				
-	10			
Meals & Entertainment:Coffee Appointments/Luncheons/Brunches	11			YES NO
 Meals on trips (@50%) 	12			YES NO
 Star Party or other outings 	13			YES NO
Office Expenses:Computer/Internet Expenses	14			YES NO
 Phone Expenses 				
Office Equipment (computers, desk, printers, etc)Misc Office Supplies	15			
Travel Expenses:	16			YES NO
AirfareHotel	17			YES NO
Cabs, Parking, Rental CarTips	10			YES NO
Outside Services/Contracted Labor:	10.			
 Office Help/Office Manager/Office Assistant 	19			YES NO
Cleaning ServicesRepairs and Maintenance	20			YES NO
Other Business Expenses:	21			YES NO
 Bank/Propay/Credit Card service charges, fees 				
Dovetailing paid to another ConsultantDues & Subscriptions (magazines, publications,	22			YES NO
networking meetings, chamber of commerce, etc) • Equipment Rentals	23. ———			YES NO
Finance Charges/Interest paid on business loans	24			YES NO
Non-Product GiftsInsurance (business liability on Inventory)	25			YES NO
 Legal and Professional Fees (accountants, attorneys) Licenses and Fees 	25.			
	Monthly Tota	c	Retail Sales for_	
Non-collected sales tax on personal use productsPostage and Delivery	Monthly Tota			
• Team/Unit Prizes	Health Insurance:			
 Section 2 Items (look books, party supplies, Starter Kit) 	Mortgage/Rent:			
Red Jacket/Director or National Suit	Utilities:			
 Buzz Kit (Directors) Miscellaneous Business Supplies 	Mileage:	_		

• Miscellaneous Business Supplies

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.

Date	Income Producing Activities	<u>Total Retail Sales w/o Tax</u>	Sales Needed to Finish Goal
		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		=	_
		=	=
Ц		+	_
		=	=
5		+	-
		=	=
6		+	_
		=	=
7		+	_
		=	=
8		+	_
		=	=
9		+	_
		=	=
10		+	_
		=	=
		+	_
		=	=
12		+	_
		=	=
13		+	_
		=	=
14		+	_
		=	=
15		+	_
		=	=

Month of _____

Personal Retail Sales Monthly Goal:

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

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

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

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

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



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.

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

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

<u>These questions help you to:</u> Find out who she is. Understand what brings her joy! Understand what she is most passionate about Bring her back to her "why" to keep her motivated. Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants You may have one or all of these qualities)

6 Reasons People Choose A Mary Kay Business

- I. Busy People
 - They know how to prioritize.
 - Typically good time managers
 - Easy to train
 - Average consultant works a full time job, is married &/or has children.
- 2. More Month Than Money
 - · Motivated to find a way to make more money
 - Goal oriented and ambitious
 - Women tend to be more creative with money
- 3. Not The Sales Type
 - Not pushy, but informative
 - Like people and want to build relationships instead of just "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.

• I. Money

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

SHARING APPOINTMENTS AT-A-GLANCE See Sharing Page for Details

MONTH:

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

Name	Name
1	
2	12
3	13
4	14
5	15
ω	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
ϕ	26
7	27
8	28
q	29
10	30
	31
12	32
13	33
μ	34
15	35
16	36
17	37
18	38
19	39
20	40

My UNIT Shari	ng Appointmer	nts: Highlight the	e ones that STAR	RT their Busines	s this Month!!
4			71		
42			72		
43			73		
ЦЦ			74		
45			75		
46			76		
47			77		
48			78		
49			79		
50			80		
51			8		
52			82		
53			83		
54			84		
55			85		
56			86		
57			87		
58			88		
59			89		
60			90		
6			୩		
62			92		
63			93		
64			94		
65			95		
66			96		
67			97		
68			98		
69			99		
70			100		
		SHARING	GRESULTS		
Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non–Personal Unit Members	TOTAL
	+	=	+	=	

Sharing Appointment Details

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

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

Date	Name Cell/Email	Address Notes
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	18	
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	25	
	26	
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	28	
	29	
	30	

Date	Name Cell/Email	Address Notes
	31	
	32	
	22	
	33	
	34	
	35	
	36	
	37	
	38	
	39	
	40	
	4	
	42	
	43	
	44	
	45	

Date	Name Cell/Email	Address Notes
	46	
	47	
	48	
	49	
	50	
	51	
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	53	
	F (1)	
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	59	
	60	

Date	Name Cell/Email	Address Notes
	61	
	62	
	12	
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	70	
	ا ر	
	72	
	73	
	74	
	75	

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

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

Notes		

New Consultants

New Personal & Unit Members Month_

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

mount

3 EARRINGS	Girls Lo	ive Pea	rls Track	king!!		
6 BRACELET 10 NECKLACE The You will have more success when you share with women you tridy want to work with Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

3 EARRINGS	UI IS LUVET CUI IS TI VICKII IY!!					
10 BRACELET 10 NECKLACE The You will have more success when you share with women you tridy want to work with Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Notes		



SUNDAY BRAIN DUMP for the week of Mar 31 - Apr 6, '24

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

IIS LS.	

Notes		

Weekly Plan Sheet from March 31 - April 6, 2024

Sunday, Mar 31	Monday, Apr I	Tuesday, Apr 2	Wednesday, Apr 3
6 :15	6 :15	6 :15	6 :15
:30	:30 :45	:30 	:30
7	7	·45 7	7
:15	:15 :30	:15 :30	:15 :30
:45	x45	:45	:45
8::15	8 :15	8:15	8 ::5
:30	:30	:30	:30
^{:45} 9	345 9	:45 9	^{,45} 9
:15	:15	:15 :30	:15
:45	:45	:45	:45
10 :15	10 :15	10 :15	10 :15
30	:30	30	:30
³⁴⁵ 11	³⁴⁵	³⁴⁵ 11	³⁴⁵ 11
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	.30 .45
12	12	12	12
:15 :30	:15 :30	:15 :30	:15 :30
:45	x45	:45	:45
1 :15	1 :15	1 :15	1 :15
:30	:30	:30 	:30
^{.45} 2	⁴⁵ 2	³⁴⁵ 2	^{.45} 2
:15	:15	:15	:15
:45	:45	:45	:45
3 :15	3 :15	3	3 :15
:30	:30	:30	:30
:45 4	45	45	45
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	.30 .45
5	5		5
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	.45
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
⁻⁴⁵ 7	7	⁴⁵ 7	7
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
8 :15	8 :15	8:15	8 :15
:30	:30	:30	:30
:45 9	345 9	9	:45 9
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45

Weekly Plan Sheet from March 31 - April 6, 2024

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

Thursday, Apr 4	Friday, Apr 5	Saturday, Apr 6	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
8 :15 :30	8 15 30	8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:45 9 :15 :30 :45 10 :15 :30 :45 10 :15 :30 :45 11	45 9 :15 :30 :45 10 :15 :30 :45 10 :15 :30 :45 11	:45 9 :15 :30 :45 10 :15 :30 :45 10 :15 :30 :45 11	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
:15 :30 :45 12	15 30 45 12	:15 :30 :45 12	BOOKINGS/FACES RESULTS # Booking Held this Week:
:15 :30 :45 1		:15 :30 :45 1	# Bookings Next Week:
:15 :30 :45 2 :15	15 30 45 2 15	:15 :30 :45 2 :15	PERSONAL SALES RESULTS
30 3	:30 :45 3	30 33 3	Total Sales This Week:
:15 :30 :45	:15 30 :45	:15 :30 :45	40% Profit: TRACKING MY STAR
4 :15 :30 :45	4 :15 :30 :45	4 :15 :30 :45	Wholesale Orders This Week:
5 :15 :30	5 :15 :30 :45	5 :15 :30	Amt. Needed to Finish Star:
6 :15 :30	6 :15 :30	6 :15 :30	Unit Stars to Date:
.45 7 :15 :30	:45 7 :15 :30	:45 7 :15 :30	SHARING THE OPPORTUNITY RESULTS
:45 8 :15	45 8 :15	:45 8 :15	Personal Sharing Appts:
.30 .45 9	:30 :45 9	:30 :45 9	New Personal Team Mbrs: Team Sharing Appts:
:15 :30 :45	:15 :30 :45	:15 :30 :45	New Team Members:

SUNDAY BRAIN DUMP for the week of Apr 7 - 13, 2024

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

115 1.5.	

Notes

Weekly Plan Sheet from April 7 - 13, 2024

Sunday, Apr 7	Monday, Apr 8	Tuesday, Apr 9	Wednesday, Apr 10
6 :15	6 :15	1	6 :15
.30	:30	:30	:30
:45 7	^{:45} 7		:45 7
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
8	8		8
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45	:45	:45
9	9		9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45		:45
10 :15	10 :15	10 :15	10 :15
:30	:30	:30	:30
:45 11	^{:45}	:45 11	:45
:15	:15	:15	:15
:30 :45	:30 :45	:30 	:30 :45
12	12		12
:15	:15	:15	:15
-30 -46	:30 :45	:30 :45	.30 .45
1	1	1	1
:15 -an	:15 :30	:15 :30	:15 :30
:45	35	35	45
2	2		2
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
3 :15	3 :15	3 :15	3 :15
:30	:30	:30	:30
.45	45	45	45
* :15	* :15	* :15	* :15
-30	:30 :45	:30 :45	:30 :45
5	5		5
:15	:15	:15	:15
:30 :45	:30 :45	.30 145	30 345
6	6		6
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	-
8 :15	8 :15	8 ::15	8 :15
:30	:30	:30	:30
:45 9	345 9	45 9	9 9
9 :15	9 :15	9 :15	9 :15
.30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from April 7 - 13, 2024

WEEKIY FINITI SPIEEL T			excites you!
Thursday, Apr II	Friday, Apr 12	Saturday, Apr 13	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45		Date Night
7 :15	7	.15	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc.
:45 8	·45 8	·45 8	Exercise, Hair, Nails, Coffee with
:15 :30	:15	:15	Friends, etc
:45	:45	:45	
9 :15	9 :15	9	- INCOME PRODUCING ACTIVITY Booking Appointments
:30	:30	:30	Coaching Calls
^{.45} 10	:45 10	^{:45}	Team Phone Calls
:15	:15	:15	Facials/Parties/Virtual Events Customer Follow Up Calls
:45	:30 :45	-30 -45	Sharing the Opportunity
11	11	11	
:15 :30	:15 :30	:15 :30	BOOKINGS/FACES RESULTS
:45	:45	:45	
12 :15	12 :15	12 :15	# Booking Held this Week:
:30	:30	:30	# Bookings Next Week:
^{:45} 1	·45 1	:45	
:15	:15	:15	# Faces This Week:
:30 :45	:30 :45	.30 .45	PERSONAL SALES RESULTS
2	2	2	
:15 :30	:15 :30	:15	Total Sales This Week:
:45	:45	:45	
3 :15	3 :15	3 :15	40% Profit:
:30	:30	:30	
·45 4	45 4	45 4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:45	:45	:45	
5 :15	5	5	Amt. Needed to Finish Star:
:30	:30	:30	Ame. Needed to Finish Stur:
:45	·45 6	.45	
:15	:15	۲۵ ۱۶	Unit Stars to Date:
:30	:30	.30 :45	
7	7	7	SHARING THE OPPORTUNITY
:15	:15	:15	RESULTS
.45	:45	:45	Damaanal Shaniyaa Qaata
8 :15	8 :15	8 :15	Personal Sharing Appts:
.30	30	:30	New Personal Team Mbrs:
^{:45} 9	·45 9	·45 9	
:15	:15	:15	Team Sharing Appts:
:30 :45	:30 :45	:30 :45	New Team Members:

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

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

Notes	

Weekly Plan Sheet from April 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
:15	:15	:15	:15
:30	:30		
:45	45	.45	¹⁴⁵
9	9	9	9
9	:15	יז	יז
:15		נו5	נו5
:30	:30	:30	:30
	: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}	³⁴⁵	³⁴⁵	³⁴⁵
12	12	12	12
:15	:15	:15	:15
:30	:30	.30	.30
:45			
1	1	1	1:15
:15	:15	:15	
:30	:30	.30	:30
·45	345	.45	³⁴⁵
2	2	2	2
۲ :15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
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 - 45	:30
^{:45}	.45	45	45
5	5	5	5
:15 :30	:15 :30	:15	:15
:45	:45	.45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
^{:45}	:45	:45	:45
7	7		7
:15	:15	, :15	:15
:30	:30	:30	:30
:46	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
.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	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30	:15 :30	:15 :30	Date Night
:45		:45	
7 :15	7 :16	:15	Mary Kay Time: Meetings,
30	30	:30	Networking, Training, etc.
.45 8	·45 8	:45 8	Everaine Hain Nation C C
:15	: :15	:15	Exercise, Hair, Nails, Coffee with Friends, etc
30 ;45	30 (45	:30 :45	
9	9	9	INCOME PRODUCING ACTIVITY
:15 :30	:15 :30	:15 :30	Booking Appointments Coaching Calls
:45	:45	:45	Team Phone Calls
10 :15	10 :15	10 :15	Facials/Parties/Virtual Events
-30	:30 	-30 	Customer Follow Up Calls Sharing the Opportunity
^{:45} 11	·45 11	:45 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/FACES RESULTS
:30 :45	30 :45	:30 :45	
12	12	12	# Booking Held this Week:
:15 :30	:15 :30	:15 :30	# Bookings Next Week:
:45	:45	:45	
1 :15	1 :15	1 .15	# Faces This Week:
30	30	:30	
^{:45} 2	·45 2	:45 2	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week:
-30 -45	30 345	:30 :45	
3	3	3	
:15 :30	:15 :30	:15 :30	40% Profit:
:45	:45	:45	
4 :15	4 :15	4 :15	TRACKING MY STAR
-30	30	:0	Wholesale Orders This Week:
^{:45} 5	·45 5	:45 5	
5 :15	:15	:15	Amt. Needed to Finish Star:
:45	:30 :45	:45	
6	6		
		6	
:15 :30	6 :15 :30	6 :15 :30	Unit Stars to Date:
:15 :30 :45		6 :15 :30 :45	Unit Stars to Date:
:15 :30 :45 7 :15	30	6 :15 :30 :45 7 :15	SHARING THE OPPORTUNITY
115 30 345 7 115 30	30	6 :15 :30 :45 7 :15 :30	
30 345 7 115	30	6 :15 :30 :45 7 :16 :30 :45 :45 8	SHARING THE OPPORTUNITY RESULTS
30 345 7 115	30 45 7 :15 :30	:30 :45 7 :15 :30	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts:
30 35 36 30 30 45 8 30 30	30 345 7 300 301 302 303 304 305 306 307 308 309 309 301 301 302 303 304 305 306	30 30 35 35 30 30 36 30 30 30	SHARING THE OPPORTUNITY RESULTS
30 35 36 30 36 8 15 15 15	30 345 7 350 30 345 8 315	:30 :45 7 :15 :30 :45 8 :15	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: New Personal Team Mbrs:
30 :45 7 :15 :30 :46 8 :15 :30 :45 9 :15	.30 .45 7 .15 .30 .45 8 .15 .30 .45 .30 .45 .30 .45 .30 .45 .30 .45 .30 .45 .30 .45 .30 .45 .30 .45 .30 .45 .30 .45	30 :45 7 :15 :30 :46 8 :15 :30 :45 9 :15	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: New Personal Team Mbrs: Team Sharing Appts:
30 35 36 37 30 30 35 8 30 30 30 30 30 30 30 30 30 30	30 345 7 300 301 302 303 304 305 306 307 308 309 309 301 301 302 303 304 305 306	30 30 45 7 15 30 45 8 30 15 30 30	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: New Personal Team Mbrs:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

SUNDAY BRAIN DUMP for the week of Apr 21 - 27, 2024

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

Notes	

Weekly Plan Sheet from April 21 - 27, 2024

Sunday, Apr 21	Monday, Apr 22	Tuesday, Apr 23	Wednesday, Apr 24
6 :15	6 :15	6 :15	6 :15
.30	:30 	:30	:30
·45 7	345 7	⁴⁵ 7	³⁴⁵ 7
:15	:15 :30	:15 :30	:15 :30
:45	.45		:45
8 :15	8 :15	8 :15	8 :15
.30	:30	:30	:30
^{.45}	:45 9	:45 9	:45 9
:15	:15	۲ 15	:15
:30 :45	:30 :45	-30 -45	:30 :45
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45	36	:45	345
11 :15	11 :15	11 :15	11 :15
.30	:30	.30	:30
^{:45} 12	³⁴⁵ 12	⁴⁵ 12	^{.45} 12
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
1	1	1	1
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
2 :15	2 :15	2 :15	2 :15
-30	:30	:30	:30
^{:45} 3	3	⁴⁵ 3	³⁴⁵ 3
:15	:15	:15	:15
:45	:30 :45	-30 :45	:30 :45
4	4	4	4
:15	:15 :30	:15 :30	:15 :30
:45	:45	-	:45
5 :15	5 :15	5 :15	5 :15
:30	:30 :45	30	:30
6	6	6	6
:15	:15 :30	:15	:15 :30
:45	30	.45	:45
7 :15	7 :15	7 :15	7 :15
:30	:30	-10	:30
:45	.45 8	.45 8	×45 8
:15	6 :15	8 :15	6 :15
:30	:30 :45	30	:30 :45
9			9
:15	:15	:15	:15 :30
:45	.45	.45	.45

Weekly Plan Sheet from April 21 - 27, 2024

Thursday, Apr 25	Friday, Apr 26	Saturday, Apr 27	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
145 8 :15 :30	145 8 :15 :30	8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:45 9 :15 :30 :45 10 :15 :30 :45 11	45 9 :15 :30 :45 10 :15 :30 :45 11	:45 9 :15 :30 :45 10 :15 :30 :45 11	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
:15 :30 :45 12 :15 :30 :45 1	:15 :30 :45 12 :15 :30 :45 1	:15 :30 :45 12 :15 :30 :45 1	BOOKINGS/FACES RESULTS # Booking Held this Week: # Bookings Next Week: # Faces This Week:
30 345 2 :15 :30 :45	130 145 2 15 130 145	130 145 2 15 130 145	PERSONAL SALES RESULTS Total Sales This Week:
3 :15 :30	3 :15 :30	3 :15 :30	40% Profit:
:45 4 :15 :30 :45	:45 4 :15 :30 :45	:45 4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	6 :15 :30	6 :15 :30	Unit Stars to Date:
:45 7 :15 :30	:45 7 :15 :30	:45 7 :15 :30	SHARING THE OPPORTUNITY RESULTS
:45 8 :15	:45 8 :15	:45 8 :15	Personal Sharing Appts:
-30 -45	:15 :30 :45	:15 :30 :45	New Personal Team Mbrs:
9 :15 :30	9 :15 :30	9 :15 :30	Team Sharing Appts:
:30	:45	:45	New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

Notes



May

Sunday	Monday	Tuesday	Wednesday
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

		2024				P			
Thursday	Friday	Saturday	(5	Ju M	n	e	- 2C ⊤)2 ¹ F	5
2	3	4	2	3 10	4	5	6 13	1 7 14	I 8 15
9	10 Summer 2024 Early Order Begins for PCP/Stars	11	162330	17 24	18 25			21 28	22 29
16 Summer 2024 Official Launch	7	18 Armed Forces Day			N(29	,	
23	24	25							
30	31								



My Why:

Wholesale Goal \$

Red Jackets

20 New Unit Members

2024 TOP SALES DIRECTOR TRIP Pink in Paradise

5 or more New Personal Team Members (Highlighted)

	Initial Order:	1	Initial Order:	Leaders in Red!	SR Consult
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:		

(Je

4 or more New Qualified Consultants This Month

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

1	6	1
2	7	12
3	8	13
4	9	14
5	Ю	15

Ist Quarter Stars! (Total Unit Stars)

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

1	ц	7
2	5	8
3	6	9

Personal & Unit Goals	Beginning of Month	End of Month.	
Unit Club Goal	Total on the lst:	Total:	
Court of Personal Sales	YTD on the lst:	YTD Total:	
Court of Personal Sharing	# of Qualified on lst:	# Qualified Total:	
Car Production	On the lst:	On the last Day:	
Unit Size Goal	# of Team Members on lst:	# of Team Members:	

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
		40 = \$
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Total 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Average per Facial: \$ Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT!		Track Your Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales!
Halfway There! I CAN DO IT!	Picture of Your Goal!	\$1,200 \$850 every month = On Target for Princess Court of Sales!
		\$600 S600 every month = On Target Star Consultant! \$225
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	
	Month End Actual Tota	ls: Orders Placed This Month:
Brie	goal 5% Section 2/ Supplies: te 5% MK Events/PCP:	
	(10)	Total:



Projected Unit Wholesale Production:

Actual Unit Wholesale Production:



\$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 =

Month/Quarter: _____ Projected Pay: _____

Unit Development

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

1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
De	evel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

Wholesale Amount x % Paid

\$

		% Paid	
Pers. Unit Monthly W/S	# Offspring Units	1st 2nd Line 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	Expense:	Category:	Amount:	Receipt:
 Product Gifts (Including the retail tax you paid) 	l			YES NO
Demo Products (Including the retail tax you paid)Printed Material	2			YES NO
Preferred Customer Program				
Bad Debts:Uncollected Sales or Sales Tax				
Car Expenses:	4			
Gas/Car Wash (If you drive a company vehicle)Maintenance/Repairs/Oil	5			YES NO
 Insurance/Lease Car Payments/Auto Loan Interest / License & Registration 	6			YES NO
 Parking/Tolls 	7			YES NO
Charitable Donations:Cash/Product Donations	8			YES NO
Education/Training:	9			yes 🗌 no 🗍
Conferences/Workshops/Meeting FeesBooks/Audio Training				
-	10			
Meals & Entertainment:Coffee Appointments/Luncheons/Brunches	11			YES NO
 Meals on trips (@50%) 	12			YES NO
 Star Party or other outings 	13			YES NO
Office Expenses:Computer/Internet Expenses	14			YES NO
Phone Expenses				
Office Equipment (computers, desk, printers, etc)Misc Office Supplies	15			
Travel Expenses:	16			YES NO
AirfareHotel	17			YES NO
Cabs, Parking, Rental CarTips	10			YES NO
Outside Services/Contracted Labor:	10.			
 Office Help/Office Manager/Office Assistant 	19			YES NO
Cleaning ServicesRepairs and Maintenance	20			YES NO
Other Business Expenses:	21			YES NO
 Bank/Propay/Credit Card service charges, fees 				
Dovetailing paid to another ConsultantDues & Subscriptions (magazines, publications,	22			YES NO
networking meetings, chamber of commerce, etc) • Equipment Rentals	23. ———			YES NO
Finance Charges/Interest paid on business loans	24			YES NO
Non-Product GiftsInsurance (business liability on Inventory)	25			YES NO
 Legal and Professional Fees (accountants, attorneys) Licenses and Fees 	25.			
	Monthly Tota	c	Retail Sales for_	
Non-collected sales tax on personal use productsPostage and Delivery	Monthly Tota			
• Team/Unit Prizes	Health Insurance:			
 Section 2 Items (look books, party supplies, Starter Kit) 	Mortgage/Rent:			
Red Jacket/Director or National Suit	Utilities:			
 Buzz Kit (Directors) Miscellaneous Business Supplies 	Mileage:	_		

• Miscellaneous Business Supplies

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.

Date	Income Producing Activities	<u>Total Retail Sales w/o Tax</u>	Sales Needed to Finish Goal
		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		=	_
		=	=
Ц		+	_
		=	=
5		+	_
		=	=
6		+	_
		=	=
7		+	_
		=	=
8		+	_
		=	=
9		+	_
		=	=
10		+	_
		=	=
		+	_
		=	=
12		+	_
		=	=
13		+	_
		=	=
14		+	_
		=	=
15		+	_
		=	=

Month of _____

Personal Retail Sales Monthly Goal:

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

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

	Appt Date	Client Name & Phone #	* of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
I							
2							
3							
4							
5							
6							
7							
8							
9							
10							
 2							
12							
19							
15							
16							
П							
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							
59							
60							



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.

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

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

<u>These questions help you to:</u> Find out who she is. Understand what brings her joy! Understand what she is most passionate about Bring her back to her "why" to keep her motivated. Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants You may have one or all of these qualities)

6 Reasons People Choose A Mary Kay Business

- I. Busy People
 - They know how to prioritize.
 - Typically good time managers
 - Easy to train
 - Average consultant works a full time job, is married &/or has children.
- 2. More Month Than Money
 - · Motivated to find a way to make more money
 - Goal oriented and ambitious
 - Women tend to be more creative with money
- 3. Not The Sales Type
 - Not pushy, but informative
 - Like people and want to build relationships instead of just "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.

• I. Money

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

SHARING APPOINTMENTS AT-A-GLANCE See Sharing Page for Details

MONTH:

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

Name	Name
1	
2	12
3	13
4	14
5	15
ω	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
ϕ	26
7	27
8	28
q	29
10	30
	31
12	32
13	33
μ	34
15	35
16	36
17	37
18	38
19	39
20	40

My UNIT Shari	ng Appointmer	nts: Highlight the	e ones that STAR	RT their Busines	s this Month!!
4			71		
42			72		
43			73		
ЦЦ			74		
45			75		
46			76		
47			77		
48			78		
49			79		
50			80		
51			8		
52			82		
53			83		
54			84		
55			85		
56			86		
57			87		
58			88		
59			89		
60			90		
6			୩		
62			92		
63			93		
64			94		
65			95		
66			96		
67			97		
68			98		
69			99		
70			100		
		SHARING	GRESULTS		
Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non–Personal Unit Members	TOTAL
	+	=	+	=	

Sharing Appointment Details

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

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

Date	Name Cell/Email	Address Notes
	16	
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	10	
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	25	
	26	
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	29	
	30	

Date	Name Cell/Email	Address Notes
	31	
	32	
	22	
	33	
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	35	
	36	
	37	
	38	
	39	
	40	
	4	
	42	
	43	
	44	
	45	

Date	Name Cell/Email	Address Notes
	46	
	47	
	48	
	49	
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	60	

Date	Name Cell/Email	Address Notes
	61	
	62	
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	64	
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	66	
	67	
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	72	
	73	
	74	
	75	

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

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

Notes

New Consultants

New Personal & Unit Members Month_

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

mount

3 EARRINGS	Girls Lo	ive Pea	rls Track	king!!		
6 BRACELET 10 NECKLACE The You will have more success when you share with women you tridy want to work with Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Mary Kay Pearls of Sharing 3 EARRINGS 6 BRACELET	Girls Lo	ive Pea	rls Trac	king!!		
10 BRACELET 10 NECKLACE The You will have more success when you share with women you tridy want to work with Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Notes



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

Notes	

Weekly Plan Sheet from April 28 - May 4, 2024

Sunday, Apr 28	Monday, Apr 29	Tuesday, Apr 30	Wednesday, May I
6 :15	6 15	6 :15	6 :15
:30	.30	:30	:30
7	⁴⁵	^{,45} 7	245 7
:15	:15	:15	:15
:30 :45	30 45	-30 	:30 :45
8		8	8
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45	:45	:45
9 :15	9 :15	9 :15	9 :15
:30	30	30	:30
^{.45} 10	^{:45} 10	^{.45}	^{.45} 10
:15 :30	30	:15 :30	:15 :30
.30	-30 -45	:30 :45	30
11	11	11	11
:15 :30	:15	:15 :30	:15 :30
:45	45	:45	45
12 :15	12 :15	12 :15	12 :15
:30	30	:30	:30
1	⁴⁵ 1	1	1
:15 :30	:15	:15	:15 :30
:45	-30 -45	-30 -45	:45
2 :15	2 .15	2 :15	2 :15
:30	.30	:30	:30
3	.45 3	3	3
:15	15	:15	:15
:30 :45	.30 .45	30	:30 :45
4	4	4	4
:15 :30	-15	:15 :30	:15 :30
:45	45	:45	:45
5 :15	5 15	5 :15	5 :15
:30	30	.30	:30
:45 6	¹⁴⁵ 6	^{,45} 6	:45 6
:15	:15	:15	:15
:30 :45	30 45	-30 -45	:30 :45
7	7	7	7
:15 :30	15 30	:15 :30	:15 :30
:45	45	:45	:45
8 :15	8 :15	8 ::15	8:15
:30	30	-30	:30
9	45 9	9	:45 9
:15	:15	:15	:15
:30 :45	30 45	.30 .45	:30 :45

Weekly Plan Sheet from April 28 - May 4, 2024

Thursday, May 2	Friday, May 3	Saturday, May 4	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
8 :15 :30	8 :15 :30	-45 8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:45 9 :15 :30 :45 10 :15 :30 :45 11	45 9 115 30 445 10 115 30 445 10 11	:45 9 :15 :30 :45 10 :15 :30 :45 11	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
:15 :30 :45 12	:15 :30 :45 12	:15 :30 :45 12	BOOKINGS/FACES RESULTS # Booking Held this Week:
:15 :30 :45 1 :15	:15 :30 :45 1 :15	:15 :30 :45 1 :15	# Bookings Next Week: # Faces This Week:
30 45 2 15 30 45	30 35 2 30 30 30 345	30 32 30 30 345	PERSONAL SALES RESULTS Total Sales This Week:
3 :15 :30	3 3 30	⁴⁵ 3 :15 :30	40% Profit:
:45 4 :15 :30 :45	35 4 15 30 45	:45 4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30	5 15 30 345	5 :15 :30	Amt. Needed to Finish Star:
6 :15 :30	6 ::15 :30 :30	6 :15 :30	Unit Stars to Date:
:45 7 :15 :30	145 7 155 130	:45 7 :15 :30	SHARING THE OPPORTUNITY RESULTS
:45 8 :15	45 8 :15	:45 8 :15	Personal Sharing Appts:
:30 :45 9	30 :45 9	30 35 9	New Personal Team Mbrs:
:15 :30 :45	:15 :30 :45	:15 :30 :45	Team Sharing Appts: New Team Members:

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

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

Notes

Weekly Plan Sheet from May 5 - 11, 2024

Sunday, May 5	Monday, May 6	Tuesday, May 7	Wednesday, May 8
6 :15	6 :15		6 :15
.30	.30	-30	.30
·45 7	:45 7	:45	:45 7
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
8	8	8	8
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
9 :15	9 :15	9 :15	9 :15
:30	:30	:30	:30
^{:45} 10	:45 10	:45 10	:45 10
:15	:15	:15	:15
:30	:30 :45	.30 .45	:30 :45
11	11	11	11
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
12 :15	12 :15	12 :15	12 :15
.30	:30	:30	:30
:45	.45	.45	45
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
2	2		2
:15	:15 :30	:15	:15
:45	.45	.45	.45
3	3 :15	3 :15	3
:30	.30	.30	.30
:45	:45	45	:45
4 :15	4 :15	4 :15	4 :15
:30 .45	.30 .4F	.30	:30
^{:45} 5	.45 5	^{.45} 5	.45 5
:15	:15 :30	:15	:15
:45	:45	.45	:45
6	6		6
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45 -	×45	:45 -
7 :15	7 :15	7 :15	7 :15
.30	30	.30	30
^{:45} 8	·45 8	45 8	·45 8
:15	:15	:15	:15
:30 :45	:30 :45	.30 .45	:30 :45
9	9	9	9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45

Weekly Plan Sheet from May 5 - 11, 2024

Thursday, May 9	Friday, May 10	Saturday, May II	G Fo
6	6	6	Fo
:15 :30	:15 :30	:15	D
:45	:45	:30 :45	
7	7	7	
:15	:15	:15	M
:30	:30	:30	Ν
^{:45} 8	³⁴⁵ 8	·45 8	
• :15	0 :15	• :15	E F
:30	:30	:30	Г
:45	:45	:45	١N
9	9	9	B
:15 :30	:15 :30	:16 :30	C
	:45	:45	Te
10	10	10	Fa
:15	:15	:15	С
:30	:30	:30	S
44	.45	:45	
11 :15	11 :15	11 :15	В
:30	:30	:30	D
:45	:45	:45	#
12	12	12	π
:15	:15	:15	#
30	:30	-30	
1	³⁴⁵	·45	#
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	Ρ
2	2	2	Т
:15 :30	:15	:15 :30	
:45	:45	:45	
3	3	3	
:15	:15	:15	4
:30	:30	:30	
.45	.45	:45	Т
4 :15	4 :15	4 :15	
:30	:30	:30	U
:45	:45	:45	
5	5	5	
:15	:15	:15	A
:30 :45	:30 :45	·30 ·45	
6	⁽⁴⁵⁾ 6	⁽⁴⁵⁾ 6	
:15	:15	:15	υ
:30	:30	:30	
:45	:45	:45	
7	7	7	S
:15 :30	:15 :30	:15 :30	R
:45		:45	
8	8	8	Ρ
:15	:15	:15	
:30	:30	:30	
.45	:45	:45	
9 ::15	9 :15	9 :15	Т
:30	:30	:10	
: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

e Night ry Kay Time: Meetings, working, Training, etc. ercise, Hair, Nails, Coffee with ends, etc.... COME PRODUCING ACTIVITY king Appointments ching Calls m Phone Calls ials/Parties tomer Follow Up Calls ring the Opportunity OKINGS/FACES RESULTS Booking Held this Week:<u>.</u> Bookings Next Week: aces This Week: RSONAL SALES RESULTS tal Sales This Week: % Profit: ACKING 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:

SUNDAY BRAIN DUMP for the week of May 12 - 18, 2024

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

Notes

Weekly Plan Sheet from May 12 - 18, 2024

Sunday, May 12	Monday, May 13	Tuesday, May 14	Wednesday, May 15
6 :15	6 :15		6 :15
.30	:30	:30	:30
^{.45} 7	:45 7	:45	245 7
:15	:15	:15	:15
:30 :45	:30 :45	.30 :45	:30 :45
8	8		8
:15 :30	:15 :30	:15 	:15 :30
:45	:45	.45	.45 9
9 :15	9 :15	9 :15	:15
:30 :45	:30 :45	.30 .45	30 .45
10	10		10
:15 :30	:15 :30	:15 :30	:15
:45	:45	:45	:45
11 :15	11 :15	11 :15	11 :15
.30	:30	:30	:30
.45 12	^{:45} 12		:45 12
:15	:15	:15	:15
.30 .45	:30 :45	:30 :45	:30 :45
1	1	1	1
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
2 :15	2 :15	2 :15	2 :15
:30	:30	:30	:30
^{.45} 3	3	3	3
:15	:15	:15	:15
:30 :45	:30 :45	.30 .45	.30 .45
4	4	·	4
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
5 :15	5 :15	5 :15	5 :15
.30	:30	:30	:30
·45 6	³⁴⁵ 6	45 6	^{.45} 6
:15	:15	:15	:15
:30 :45	:30 :45	-30 	:30 :45
7	7	7 :15	7 :15
:30	:15	.15 .30	:15
.45	:45 o	.45 ø	·45
:15	8 :15	8 :15	8 :15
:30 :45	:30 :45	:30	:30
9	9		9
:15 :30	:15	:15 :30	:15
:45	:45	:45	:45

Weekly Plan Sheet from May 12 - 18, 2024

Thursday, May 16	Friday, May 17	Saturday, May 18	God: Devo Faith
6	6	6	Family Tim
:15	:15	:15	Date Night
:30 :45	:30 :45	:30	DuterNight
7	7	7	- N 4 and 1 4 and 5
:15 :30	:15 :30	:15	Mary Kay Networkin
:45	:45		
8	8	8	Exercise, H
:15 :30	:15 :30	:15	Friends, et
:45	:45	:45	INCOME
9 :15	9:15	9 :15	Booking A
:30	:30	:30	Coaching (
:45	:45	:45	Team Phor
10 :15	10 :15	10 :15	Facials/Pa
30	:30	:30	Customer Sharing the
:45	:45	:45	_
11 :15	11 :15	11 :15	BOOKIN
;30	:30	:30	BOOKIN
:45	:45	:45	# Booking
12 :15	12 :15	12 :15	
:30	:30	:30	# Booking
:45 1	:45	:45	# Faces TI
:15	:15	:15	
:30	:30	:30	
²⁴⁵ 2	^{.45}	·45 2	PERSON
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^{:45} 3	3	3	
:15	:15	:15	40% Pro
:30 :45	:30 :45	:30 :45	
4	4	4	TRACKI
:15	:15	:15	Wholesal
:45	:30 :45	:30 :45	00100000
5	5	5	-
:15	:15	:15	Amt. Nee
:45	:30	:30 :45	
6	6	6	
:15	:15	:15	Unit Star
:45	:30 :45	:30	
7	7	7	SHARING
:15 :30	:15	:15	RESULTS
:45	:45	:45	
8	8	8	Personal
:15 :30	:15 :30	:15 :30	Now Day
:45	:45	:45	New Pers
9	9	9	Team Sha
:15 :30	:15 :30	:15	
:45	:45	:45	New Tear

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

tion, Church, Bible Study,

е

Time: Meetings, g, Training, etc.

Hair, Nails, Coffee with :C....

PRODUCING ACTIVITY ppointments Calls e Calls rties Follow Up Calls e Opportunity

GS/FACES RESULTS

Held this Week:

s Next Week:

his Week:

VAL SALES RESULTS

les This Week:

ofit:

ING MY STAR

e Orders This Week:

eded to Finish Star:

rs to Date:

G THE OPPORTUNITY

Sharing Appts: _

sonal Team Mbrs:_

aring Appts:

m Members:

SUNDAY BRAIN DUMP for the week of May 19 - 25, 2024

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

Notes	

Weekly Plan Sheet from 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
7	7	7	7
:16	:15	:15	:15
:30	:30	:30	
:45	:45	345	345
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
:46	³⁴⁵	345	^{.45}
10	10	10	10
:15	:15	:15	:15
	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:45	:30	.30
:45		:45	.45
12	12	12	12
:16	:15	:15	:15
:30	:30	:30	:30
:45	.45	45	45
:15	:15	:15	:15
:30 :45	:30 :45	:30	:30
2 :15	2 :15	2:15	2:15
:30	:30	30	30
^{.45} 3	3	3	3
:15	:15 	:15	:15
-30	:30	-30	.30
-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
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:45	:30	:30
:45		:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
	8	8	8
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

weekly Plan Sheet t	<pre><iy -="" 17="" 2027<="" 25,="" from="" may="" plan="" pre="" sheet=""></iy></pre>		
Thursday, May 23	Friday, May 24	Saturday, May 25	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7:15	7	7	Mary Kay Time: Meetings,
:30	:15 :30	:15 :30	Networking, Training, etc.
.45	:45 8	:45	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30 :45	:30 :45	:30 :45	
9	9	9	INCOME PRODUCING ACTIVITY Booking Appointments
:15 :30	:15 :30	:15 :30	Coaching Calls
:45	:45	:45	Team Phone Calls
10 :15	10 :15	10 :15	Facials/Parties Customer Follow Up Calls
:30 :45	:30	:30	Sharing the Opportunity
11	11	¹⁴⁰ 11	
:15 :30	:15	:15	BOOKINGS/FACES RESULTS
-30	:45	:45	# Booking Held this Week:
12	12	12	# Dooking Held this obeek.
:15 :30	:15 :30	:15 :30	# Bookings Next Week:
:45	:45	:45	# Faces This Week:
1:15	1 :15	1 :15	
30	:30	-30	PERSONAL SALES RESULTS
2	2	2	
:15 :30	:15	:15	Total Sales This Week:
:45	:45	:45	
3	3	3	40% Profit:
:30	:30	:30	
.45	:45 4	:45 4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30	:30 :45	:30 :45	Unitesule Orders This Uter.
5	5	5	
:15	:15 :30	:15 :30	Amt. Needed to Finish Star:
:45	:45	:45	
6 :15	6 :15	6 :15	Unit Stars to Date:
:30	:30	:30	
45	:45 7	·45 7	
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS
:30 :45	:30 :45	:30 :45	
8	8	8	Personal Sharing Appts:
:15 :30	:15 :30	:15 :30	New Personal Team Mbrs:
:45	:45	:45	Them Personal Team Profise
9 :15	9 :15	9	Team Sharing Appts:
-15 -30	30	:30	
:45	45	:45	New Team Members:

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

SUNDAY BRAIN DUMP for the week of May 26 - June 1, 2024

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

Notes	

Weekly Plan Sheet from May 26 - June 1, 2024

Sunday, May 26	Monday, May 27	Tuesday, May 28	Wednesday, May 29
6 :15	6 :15		6 :15
-30	:30	:30	:30
:45 7	7	7	7
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
8			8
:15	:15 :30	:15 :30	:15 :30
:45	.45	:45	:45
9 :15	9 :15	9 :15	9 :15
30	-30	:30	:30
:45	45	45	45
10 :15	10 :15	10 :15	10 :15
:30	:30	:30	:30
^{:45} 11	345 11	³⁴⁵ 11	^{:45} 11
:16	:15	:15	:15
:30 :45	.30 .45	:30 :45	:30 :45
12	12		12
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45	-45	:45
1 :15	1:15	1:15	1:15
:30	:30	:30	:30
^{:45} 2	⁴⁴⁵	^{.45} 2	^{.45} 2
- :15	:15	:15	:15
:30 :45	.30 .45		.30 .45
3	3		3
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
4 :15	4 :15	4 15	4 :15
:30	:30	:30	:30
^{.45}	:45 5	:45 5	^{:45} 5
:15	:15	:15	:15
:30	:30 :45	30	30
6	6	6	6
:15	:15	:15	:15
-30	.45	:45	:45
7	7	7	7
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
-30	.30	30	:30
:45 9	:45 9	^{.45} 9	^{.45} 9
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
	<i></i>	л. 	,nu

Weekly Plan Sheet from May 26 - June 1, 2024

	0		
Thursday, May 30	Friday, May 31	Saturday, June I	God: Devot Faith
6	6	6	Family Time
:15 :30	:15	:15 :30	Date Night
:45	:45	:45	
7 :15	7 :15	7 :15	Mary Kay T
:30	:30	:30	Networking
:45 8	.45 8	·45 8	 Exercise, H
:15	:15	:15	Friends, etc
:30 :45	:30 :45	:30 :45	
9	9	9	- INCOME F Booking Ap
:15 :30	:15 :30	:15 :30	Coaching C
:45 10	:45 10	:45	Team Phone
10 :15	1 0 :15	1U :15	Facials/Par Customer F
:30 :45	:30 :45	:30	Sharing the
11	11	11	
:15 :30	:15	:15	BOOKING
:45	:45	:30 :45	# Booking
12 :15	12 :15	12 :15	
:30	:30	:30	# Bookings
:45	:45	:45	# Faces Th
1 :15	1 :15	1 :15	#14005 11
:30	:30	:30	PERSON
^{:45} 2	·45 2	·45 2	
:15 :30	:15	:15	Total Sale
:45	:45	:30 :45	
3	3	3	40% Pro
:15 :30	:15 :30	:15 :30	1078110
:45	:45	:45	TRACKI
4 :15	4 :15	4 :15	
:30	:30	:30	Wholesale
·45 5	.45 5	-45 5	-
:15	:15	:15	Amt. Nee
:30 :45	:30 :45	:30 :45	
6 :15	6 :15	6 :15	Unit Star
:30	:30	:15	
:45	:45	:45	
7 :15	7 :15	7 :15	SHARING
-30	30	30	RESULTS
·45 8	.45 8	·45 8	Personal S
:15	:15 -20	:15	
:30 :45	:30 :45	:30 :45	New Pers
9	9	9	Team Shai
:15 :30	:15 :30	:15 :30	
:45	:45	:45	New Team

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

evotion, Church, Bible Study, •••

ay Time: Meetings, king, Training, etc.

e, Hair, Nails, Coffee with etc....

1E PRODUCING ACTIVITY Appointments g Calls none Calls Parties er Follow Up Calls the Opportunity

INGS/FACES RESULTS

ing Held this Week:_

ings Next Week:

This Week:

ONAL SALES RESULTS

Sales This Week:

Profit:

KING MY STAR

sale Orders This Week:

Needed to Finish Star:

tars to Date:

ING THE OPPORTUNITY TS

nal Sharing Appts: 🗕

Personal Team Mbrs:__

Sharing Appts:

eam Members:

Notes



MY SUCCESS PLAN JUNE 2024 www.epiclegacy.team

June

Sunday	Monday	Tuesday	Wednesday
2	3	4	5
9	10		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	
Thursday	Friday	Saturday	July 2024 S M T W T F S I I Z 3 H 5 6 T 8 9 IO II IZ I3 IH I5 I6 IT I8 I9 ZO
6	7	8	21 22 23 24 25 26 27 28 29 30 31 Notes
13	14 Flag Day	15 Q4 Star Quarter Ends	
20 First Day of Summer	21	22	
27	28	29	

June 2024 Jogls

My Why:

Wholesale Goal \$

Red Jackets

20 New Unit Members

2024 TOP SALES DIRECTOR TRIP Pink in Paradise

5 or more New Personal Team Members (Highlighted)

	Initial Order:	1	Initial Order:	Leaders in Red!	SR Consultants
2	Initial Order:	12	Initial Order:		
3	Initial Order:	13	Initial Order:		
ł	Initial Order:	14	Initial Order:		
	Initial Order:	15	Initial Order:		
	Initial Order:	6	Initial Order:		
	Initial Order:	17	Initial Order:		
	Initial Order:	18	Initial Order:		
	Initial Order:	19	Initial Order:		
)	Initial Order:	20	Initial Order:		

(Je

4 or more New Qualified Consultants This Month

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

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

Ist Quarter Stars! (Total Unit Stars)

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

1	Ч	7
2	5	8
3	6	q

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

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
		40 = \$
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Total 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Average per Facial: \$ Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT!		Track Your Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales!
Halfway There! I CAN DO IT!	Picture of Your Goal!	\$1,200 \$850 every month = On Target for Princess Court of Sales!
		\$600 S600 every month = On Target Star Consultant! \$225
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	
	Month End Actual Tota	ls: Orders Placed This Month:
Brie	goal 5% Section 2/ Supplies: te 5% MK Events/PCP:	
	0001	Total:



Projected Unit Wholesale Production:

Actual Unit Wholesale Production:



\$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 =

Month/Quarter: _____ Projected Pay: _____

Unit Development

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

1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
De	evel. Bonus =

Offspring Directors

Total Offspring Wholesale Amount

Wholesale Amount x % Paid

\$

		% Paid	
Pers. Unit Monthly W/S	# Offspring Units	1st Line	2nd Line
\$4,500	One to Two	5.0%	
	Three to Four	6.0%	
	Five to Seven	7.0%	1.0%
	Eight or more	7.0%	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	Expense:	Category:	Amount:	Receipt:
 Product Gifts (Including the retail tax you paid) 	l			YES NO
Demo Products (Including the retail tax you paid)Printed Material	2			YES NO
Preferred Customer Program				
Bad Debts:Uncollected Sales or Sales Tax				
Car Expenses:	4			
Gas/Car Wash (If you drive a company vehicle)Maintenance/Repairs/Oil	5			YES NO
 Insurance/Lease Car Payments/Auto Loan Interest / License & Registration 	6			YES NO
 Parking/Tolls 	7			YES NO
Charitable Donations:Cash/Product Donations	8			YES NO
Education/Training:	9			yes 🗌 no 🗍
Conferences/Workshops/Meeting FeesBooks/Audio Training				
-	10			
Meals & Entertainment:Coffee Appointments/Luncheons/Brunches	11			YES NO
 Meals on trips (@50%) 	12			YES NO
 Star Party or other outings 	13			YES NO
Office Expenses:Computer/Internet Expenses	14			YES NO
Phone Expenses				
Office Equipment (computers, desk, printers, etc)Misc Office Supplies	15			
Travel Expenses:	16			YES NO
AirfareHotel	17			YES NO
Cabs, Parking, Rental CarTips	10			YES NO
Outside Services/Contracted Labor:	10.			
 Office Help/Office Manager/Office Assistant 	19			YES NO
Cleaning ServicesRepairs and Maintenance	20			YES NO
Other Business Expenses:	21			YES NO
 Bank/Propay/Credit Card service charges, fees 				
Dovetailing paid to another ConsultantDues & Subscriptions (magazines, publications,	22			YES NO
networking meetings, chamber of commerce, etc) • Equipment Rentals	23. ———			YES NO
Finance Charges/Interest paid on business loans	24			YES NO
Non-Product GiftsInsurance (business liability on Inventory)	25			yes No
 Legal and Professional Fees (accountants, attorneys) Licenses and Fees 	25.			
	Monthly Tota	c	Retail Sales for_	
Non-collected sales tax on personal use productsPostage and Delivery	Monthly Tota			
• Team/Unit Prizes	Health Insurance:			
 Section 2 Items (look books, party supplies, Starter Kit) 	Mortgage/Rent:			
Red Jacket/Director or National Suit	Utilities:			
 Buzz Kit (Directors) Miscellaneous Business Supplies 	Mileage:	_		

• Miscellaneous Business Supplies

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.

Date	Income Producing Activities	<u>Total Retail Sales w/o Tax</u>	Sales Needed to Finish Goal
		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		=	_
		=	=
Ц		+	_
		=	=
5		+	_
		=	=
6		+	_
		=	=
7		+	_
		=	=
8		+	_
		=	=
9		+	_
		=	=
10		+	_
		=	=
		+	_
		=	=
12		+	_
		=	=
13		+	_
		=	=
14		+	_
		=	=
15		+	_
		=	=

Month of _____

Personal Retail Sales Monthly Goal:

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

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

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

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

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



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.

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

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

<u>These questions help you to:</u> Find out who she is. Understand what brings her joy! Understand what she is most passionate about Bring her back to her "why" to keep her motivated. Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants You may have one or all of these qualities)

6 Reasons People Choose A Mary Kay Business

- I. Busy People
 - They know how to prioritize.
 - Typically good time managers
 - Easy to train
 - Average consultant works a full time job, is married &/or has children.
- 2. More Month Than Money
 - · Motivated to find a way to make more money
 - Goal oriented and ambitious
 - Women tend to be more creative with money
- 3. Not The Sales Type
 - Not pushy, but informative
 - Like people and want to build relationships instead of just "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.

• I. Money

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

SHARING APPOINTMENTS AT-A-GLANCE See Sharing Page for Details

MONTH:

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

Name	Name
1	
2	12
3	13
4	14
5	15
ω	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
ϕ	26
7	27
8	28
q	29
10	30
	31
12	32
13	33
μ	34
15	35
16	36
17	37
18	38
19	39
20	40

My UNIT Shari	ng Appointmer	nts: Highlight the	e ones that STAR	RT their Busines	s this Month!!
4			71		
42			72		
43			73		
ЦЦ			74		
45			75		
46			76		
47			77		
48			78		
49			79		
50			80		
51			8		
52			82		
53			83		
54			84		
55			85		
56			86		
57			87		
58			88		
59			89		
60			90		
6			୩		
62			92		
63			93		
64			94		
65			95		
66			96		
67			97		
68			98		
69			99		
70			100		
		SHARING	GRESULTS		
Total Personal Sharing Appointments	Total Unit Sharing Appointments	TOTAL	Total New Personal Team Members	Total New Non–Personal Unit Members	TOTAL
	+	=	+	=	

Sharing Appointment Details

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

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

Date	Name Cell/Email	Address Notes
	16	
	П	
	18	
	10	
	19	
	20	
	21	
	22	
	23	
	24	
	ar	
	25	
	26	
	27	
	28	
	29	
	30	

Date	Name Cell/Email	Address Notes
	31	
	32	
	22	
	33	
	34	
	35	
	36	
	37	
	38	
	39	
	40	
	4	
	42	
	43	
	44	
	45	

Date	Name Cell/Email	Address Notes
	46	
	47	
	48	
	49	
	50	
	51	
	52	
	53	
	F (1)	
	54	
	55	
	56	
	57	
	58	
	ro	
	59	
	60	

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

Date	Name Cell/Email	Address Notes
	76	
	۲۲ ۲۳	
	78	
	79	
	80	
	81	
	82	
	83	
	84	
	85	
	86	
	87	
	88	
	89	
	90	

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

Notes						

New Consultants

New Personal & Unit Members Month_

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

mount

Mary Kay Pearls Shaving Girls Love Pearls Tracking!!						
6 BRACELET 10 NECKLACE The You will have more success when you share with women you tridy want to work with Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Mary Kay Pearls Girls Love Pearls Tracking!! Generals Fracking!!						
10 BRACELET 10 NECKLACE The You will have more success when you share with women you tridy want to work with Women you respect and admire.	Beauty Consultant	Earrings Earned	Bracelet Earned	Necklace Earned	Senior Consultant	Red Jacket

Notes



SUNDAY BRAIN DUMP for the week of June 2 - June 8, '24

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

515.	

Notes	

Weekly Plan Sheet from June 2 - 8, 2024

Sunday, June 2	Monday, June 3	Tuesday, June 4	Wednesday, June 5
6 .15	6 :15	6 :15	6 :15
30	:30	:30	30
·45 7	:45 7	:45 7	:45 7
:15 :30	:15	:15	:15 :30
.45	:45	:45	:45
8 .15	8::15	8::15	8::15
:30	:30	:30	:30
¹⁴⁵ 9	:45 9	:45 9	:45 9
:15	:15	:15	:15
.30 .45	:30 :45	:30 :45	:30 :45
10	10		10
:15 :30	:15 :30	:15 :30	:15 :30
45	:45 11	.45 11	:45
11 :15	11 :15	11 :15	11 :15
30 -45	:30 :45	:30 :45	:30 :45
12	12		12
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1 :15
:30	:30	:30	:30
⁴⁵ 2	.45 2	.45 2	.45 2
:15	:15	:15	:15
.30 .45	:30 :45	:30 	:30 :45
3	3	3	3
:15 :30	:30	:15 :30	:15 :30
45	.45	45	45
4 :15	4 :15	4 :15	4 :15
.30 .45	:30 :45	:30 :45	:30 :45
5	5		5
:15 :30	:15 :30	:15 :30	:15 :30
45	:45	:45	:45
6 :15	6 :15	6 :15	6 :15
.30	:30	:30	:30
⁻⁴⁵ 7	³⁴⁵ 7	³⁴⁵ 7	^{.45} 7
:15	:15	:15	:15
-30 -45	.30 	.30 .45	.30 :45
8	8	8	8
:30	.30	.30	.30
:45 9	.45 9	.45 9	.45 9
9 :15	9 :15	9 :15	9 :15
:30 :45	:30 :45	:30 :45	:30 :45
N9			

Weekly Plan Sheet from June 2 - 8, 2024

Thursday, June 6	Friday, June 7	Saturday, June 8	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15	:15	:15	Date Night
30	30	:30 :45	
7	7	7	-
:15	:15	:15	Mary Kay Time: Meetings, Networking, Training, etc.
:45	:45	:45	Networking, Iraining, etc.
8	8	8	Exercise, Hair, Nails, Coffee with
:15 :30	:15	:15	Friends, etc
:45	:45	:45	
9 :15	9	9 :15	INCOME PRODUCING ACTIVITY Booking Appointments
:30	30	:30	Coaching Calls
:45	:45	:45	Team Phone Calls
10 :15	10	10	Facials/Parties/Virtual Events
:30	:30	:30	Customer Follow Up Calls
:45	:45	:45	Sharing the Opportunity
11 :15	11 :15	11 :15	
:30	:30	:30	BOOKINGS/FACES RESULTS
:45	:45	:45	" Rocking Hold this (1) colo
12 :15	12 15	12 :15	# Booking Held this Week:
:30	:30	:30	# Bookings Next Week:
.45	:45	:45	
1 :15	1 :15	1 :15	# Faces This Week:
:30	:30	:30	
:45	:45	:45	PERSONAL SALES RESULTS
:15	115	:15	Total Sales This Week:
:30	:30	:30	
^{:45} 3	3	3	
:15	:15	:15	40% Profit:
:30	-30 -45	:30	
4	40 4	49	TRACKING MY STAR
:15	:15	:15	
30	:30	:30	Wholesale Orders This Week:
5	5	5	
:15	:15	:15	Amt. Needed to Finish Star:
:30 :45	:30 :45	:30 :45	
6	6	6	
:15	:15	:15	Unit Stars to Date:
:45	:30 :45	:30 :45	
7	7	7	SHARING THE OPPORTUNITY
:15 :30	:15	:15	RESULTS
:45	·30 ·45	:30	
8	8	8	Personal Sharing Appts:
:15 :30	:15 :30	:15 :30	New Devected Trees Miles
:45	·30 ·45	:30	New Personal Team Mbrs:
9	9	9	Team Sharing Appts:
:15 :30	:15	:15	
:45	45	:45	New Team Members:

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

SUNDAY BRAIN DUMP for the week of June 9 - 15, 2024

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

Notes	

Weekly Plan Sheet from June 9 - 15, 2024

Sunday, June 9	Monday, June 10	Tuesday, June II	Wednesday, June 12
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
:45 7	:45 7	:45	:45 7
:15	:15	:15	:15
:30 .45	:30 .ve	:30	:30 .ve
^{:45} 8	345 8	45 8	345 8
:15	:15	:15	:15
:30 :45	:30 :45	.30 .45	:30 :45
9	9	9	9
:15	:15 :30	:15 .30	:15 :30
:45	:45	:45	:45
10	10	10	10
:15	:15 :30	:15 :30	:15 :30
:45	:45		:45
11 :15	11 :15	11 :15	11 :15
:30	:30	:30	:30
^{:45} 12	³⁴⁵ 12	:45 12	:45 12
:15	:15	:15	:15
.30	30	:30	:30
. ⁴⁵ 1	⁴⁵ 1	¹⁴⁵	⁴⁵
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
2	2	2	2
:15	:15 :30	:15 :30	:15 :30
:45	.40 :45	:45	:45
3	3	3	3
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
30	:30	:30	:30
:45	:45 F	45 E	:45 F
5 :15	5 :15	5 :15	5 :15
:30	:30	:30	:30
^{:45} 6	·45 6	45 6	·45 6
- :15	:15	- :15	:15
:30	:30 :45	:30 :45	:30 :45
7	7	7	7
:15	:15	:15	:15
:45	:30 :45	.30 :45	:30 :45
8	8	8	8
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
9 :15	9 :15	9	9 :15
:15	:15 :30	:15 :30	:15 :30
:45	345	:45	:45

Weekly Plan Sheet from June 9 - 15, 2024

WEEKIY FINITI STIEET TI	ROMJUME T= 13, Z	ULI	excites you!
Thursday, June 13	Friday, June 14	Saturday, June 15	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
15 30 45	:15 :30 :45	15 30 45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
8 115 130	8 :15 :30	145 8 115 130	Exercise, Hair, Nails, Coffee with Friends, etc
45 9 :16 :30 :45 10 :15 :30 :45	345 9 :15 :30 :45 10 :15 :30 :45	:45 9 :15 :30 :45 10 :15 :30 :45	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
11 :15 :30 :45 12 :15 :30 :45 12 :15 :30 :45 1	11 :15 :30 :45 12 :15 :30 :45 1	11 :15 :30 :45 12 :15 :30 :45 12 :15 :30 :45 13 :45 :10 :45 1	BOOKINGS/FACES RESULTS # Booking Held this Week: # Bookings Next Week: # Faces This Week:
130 145 2 115 130	115 130 145 15 130 145	130 145 2 115 130 145	PERSONAL SALES RESULTS Total Sales This Week:
3 :15 :30	3 :15 :30	3 :15 :30	40% Profit:
:45 4 :15 :30 :45	:45 4 :15 :30 :45	:45 4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	6 :15 :30	6 :15 :30	Unit Stars to Date:
45 7 :15 :30	:45 7 :15 :30	:45 7 :15 :30	SHARING THE OPPORTUNITY RESULTS
:45 8	:45 8	:45 8	Personal Sharing Appts:
:15 :30 :45	:15 :30 :45	:15 :30 :45	New Personal Team Mbrs:
9 :15 :30	9 :15 :30	9 :15 :30	Team Sharing Appts:
:45	345	-35	New Team Members:

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

SUNDAY BRAIN DUMP for the week of June 16 - 22, 2024

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

Notes	

Weekly Plan Sheet from June 16 - 22, 2024

Sunday, June 16	Monday, June 17	Tuesday, June 18	Wednesday, June 19
6 :15	6 :15		6 :15
:30		:30 :45	:30 :45
7	7		7
:15 :30	:15 :30	:15 .30	:15 .30
:45	-45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30 :45	:30	30 345	30 345
9	9		9
:15 :30	:15 :30	:15 :30	:15 :30
.45	-45	:45	:45
10 :15	10 :15	10 :15	10 :15
.30	:30	.30 .45	.30 .45
^{:45} 11	⁴⁵ 11		11
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
12 :15	12 :15	12 :15	12 :15
:30	:30	:30	:30
^{.45} 1	^{:45}	:45	:45
:15	:15	:15	:15
:30 :45	:30 :45	-30 	30 345
2	2		2
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45 3	.45 3	.45 3
:15	:15	3 :15	:15
:30 :45	:30 :45	:30 :45	:30 :45
4	4		4
:15 :30	:15 :30	:15 :30	:15 :30
:45	-	-	-
5 :15	5 :15	5 :15	5 :15
-30	:30	:30	:30 :45
6	6		6
:15 :30	:15	:15 :30	:15 :30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
^{:45} 8	^{:45} 8	345 8	:45 8
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
9	9		9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45

Weekly Plan Sheet from June 16 - 22, 2024

WEEKIY FINIT STIELT	excites you!		
Thursday, June 20	Friday, June 21	Saturday, June 22	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
8 :15 :30	8 115 30	8 30 30	Exercise, Hair, Nails, Coffee with Friends, etc
.45 9 :15 :30 :45	:45 9 :15 :30 :45	 45 9 15 30 45 	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls
10 :15 :30 :45	10 :15 :30 :45	10 15 :30 :45	Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
11 :15 :30 :45	11 :15 :30 :45	11 :15 :30 :45	BOOKINGS/FACES RESULTS
12 :15 :30 :45	12 :15 :30 :45	12 :15 :30 :45	# Booking Held this Week: # Bookings Next Week:
1 :15 :30	1 15 30	1 :15 :30	# Faces This Week:
:45	:45	:45	PERSONAL SALES RESULTS
- :15 :30 :45	- :15 :30 :45	- :15 :30 :45	Total Sales This Week:
3 :15 :30 :45	3 :15 :30 :45	3 :15 :30 :45	40% Profit:
4	4	4	TRACKING MY STAR
:15 :30 :45	:15 :30 :45	:15 :30 :45	Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	6 :15 :30	6 :15 :30	Unit Stars to Date:
:45 7 :15 :30	:45 7 :15 :30		SHARING THE OPPORTUNITY RESULTS
:45 8 :15	8 :15	:45 8 :15	Personal Sharing Appts:
:30 :45 9	30 345 9	:30 :45 9	New Personal Team Mbrs:
:15 :30 :45	:15 :30 :45	:15 :30 :45	Team Sharing Appts: New Team Members:

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

SUNDAY BRAIN DUMP for the week of June 23 - 29, 2024

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

Notes	

Weekly Plan Sheet from June 23 - 29, 2024

Sunday, June 23	Monday, June 24	Tuesday, June 25	Wednesday, June 26
6 :15	6 :15	6 :15	6 :15
:30 :45	:30 :45	:30 :45	:45
7	7	7	7
:15 :30	:15 :30	:15 .30	:15 :30
:45	345	.45	:45
8 :15	8 :15	8::15	8 :15
:30 :45	:30 :45	.30 .45	30
9	9	9	9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	45	45
10 :15	10 :15	:15	10 :15
:30 :45	:30 :45	.30 .45	:30 :45
11	11	11	11
:15 :30	:15 :30	:15 :30	:15 :30
·45 12	345 12	^{:45} 12	^{:45} 12
:15	:15	:15	:15
·30 ·45	:30 :45	.30 .45	-30 -45
1	1	1	1
:15 :30	:15 :30	:15 :30	:15 :30
·45 2	345 2	¹⁴⁵ 2	^{:45} 2
:15	:15	- :15	:15
:30 :45	:30 :45	.30 :45	:30 :45
3 :15	3	3	3
:30	:30	30	:30
^{:45}	45	45	45
· :15	:15	:15	:15
:30 :45	:30 :45	-30 	:30 :45
5 :15	5	5 :15	5
:10	:30	:30	:30
^{:45} 6	:45 6	:45 6	:45 6
:15	:15	:15	:15
:30 :45	:30 :45	.30 :45	:30 :45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
·45 8	:45 8	:45 8	:45 8
:15	:15 	:15	:15 :00
:30 :45	:30 :45	.30 :45	.30 .45
9 :15	9	9	9
:15	:30	10 10	.30
:45	:45	:45	:45

Weekly Plan Sheet from June 23 - 29, 2024

Thursday, June 27	Friday, June 28	Saturday, June 29	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15 :30	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
45 8 :15 :30	8 :15 :30	.45 8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:45 9 :15 :30 :45 10 :15 :30 :45 11	:45 9 :15 :30 :45 10 :15 :30 :45 11	:45 9 :15 :30 :45 10 :15 :30 :45 11	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
:15 :30 :45 12	:15 :30 :45 12	:15 :30 :45 12	BOOKINGS/FACES RESULTS # Booking Held this Week:
:15 :30 :45 1 :15	:15 :30 :45 1 :15	:15 :30 :45 1 :15	# Bookings Next Week: # Faces This Week:
:30 :45 2 :15 :30	:30 :45 2 :15 :30	:30 :45 2 :15 :30	PERSONAL SALES RESULTS Total Sales This Week:
3 :15 :30	:45 3 :15 :30	:45 3 :15 :30	
145 15 130 145	:45 4 :15 :30 :45	:45 4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	6 :15 :30 :45	6 :15 :30 :45	Unit Stars to Date:
7 :15 :30	7 :15 :30	7 :15 :30	SHARING THE OPPORTUNITY RESULTS
:45 8 :15 :30	45 8 :15 :30	:45 8 :15 :30	Personal Sharing Appts:
:30 :45 9 :15	30 45 9 115	:30 :45 9 :15	New Personal Team Mbrs: Team Sharing Appts:
:30 :45	30 345	:30	New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

Notes	

Future Planning

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

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

3

I	2	3	4	5	6	٦
8	٩	10	-	12	13	14
15	16	17	8	19	20	21
22	23	24	25	26	27	28
29	30					

Notes

- July I Happy New Seminar Year!
- July 4 Independence Day (All Corp Offices Closed)

2024

- 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 I Diamond Seminar

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

Notes Sept 2 - Labor Day Sept 2 - Holiday 2024 Look Book Begins Mailing Sept 5-II - Top Director Trip Maui, Hawaii Sept 10 - Holiday 2024 Early Order Begins for PCP/Stars Sept II - Patriot Day Sept 13 - Mary Kay Anniversary Sept 15 - Ist 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

S	Μ	T	W	T	F	S
		1	2	3	4	5
6	7	8	٩	10	-	12
13	14	15	16	Π	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

Ν	0	/ C	en	nk	DE	er
S	Μ	T	W	T	F	S
					I	2

					•	2
3	4	5	6	7	8	٩
10		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 II - 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

D	ec	CE	en	nk)£	er	
S	Μ	Τ	W	Τ	F	S	
ł	2	3	4	5	6	7	
8	٩	10		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
	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	

		20	24						P	
Thursday	Friday	Saturd	lay				2	02	24	
4 Independence Day (All Comp Offices Closed)	5	6		S 4	M 5	T 6	W T	T 8	F 2 9	5 3 10
		12		 8	12 19	3 20	14 21	15 22		
	12	13		25	26	27 \\ C		29 29		3
18	19 Holiday 2024 PCP Enrollment Begins	20								
25	26 Fall 2024 Director Early Order	27								
	Seminar 2024 Emerald									

August

Sunday	Monday	Tuesday	Wednesday
4	5	6	7
Seminar 2	024-Ruby	Seminar 203	24-Sapphire
	12	13	14
18	19	20	21
25	26	27	28

Thursday	Friday	Saturday			5			24	
•	2	2	5	M		W	T	F	5
Constinct 2021 Distance	2 Sausia an 2	3		2	3	4	5	6	7
Seminar 2024 -Diamond	Seminar 2	024-KUDY 	8	9	10		12	13 20	14 21
			15	16	17	18	19	20	21 26
			22	23	24	25	26	27	28
8	9 Fall 2024 Look Book Begins Mailing	10 Fall 2024 Early Order Begins For PCP/Stars	29	30					
Seminar 20.	24-Sapphire				10	te	9		
15 Fall 2024 All IBC's Can Order	16 Fall 2024 Official Product Launch	17 Holiday 2024 PCP Enrollment Deadline							
22	23	24							
29	30	3							

September

Sunday	Monday	Tuesday	Wednesday
1	2 Labor Day Holiday 2024 Look Book Begins Mailing	3	4
8	٩	10 Holiday 2024 Early Order Begins For PCP/Stars	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	Г	18
22 1st Day of Fall	23	24	25
29	30		

			2024						F	
	Thursday	Friday	Saturday	5	1	ct	- 2 W	02 T	74 F	5
5		6	7				2	3	4	5
	Тор	Director Trip 2024, Maui, Ha	awaii	6	7	8	9	10	11	12
				13	14	15	16	17	18	19
				20	21	22	23	24	25	26
12		13 Mary Kay 61st Anniversary	14	27	28	29	30	31		
	Top Direc	: tor Prestige Trip 2024, Kor	na, Hawaii							
						Na	ote	29	,	
19		20	21							
26		27	28							

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



Thursday	Friday	Caturday							_
Thursday	Friday	Saturday	Nc	Ve	m	be	R	202	24
3	4	5	5	Μ	Τ	W	Τ	F	S
					_				2
			3	4	5	6	7	8	9
			10	 8	12 19	13 20	14 21	15 22	16 23
10	II	12	17 24	18 25			21		
						ite			
17 Winter 2024 PCP Enrollment Deadline	18	19							
24	25	26 Winter 2024 Director Early Order Begins							
31 Halloween									

November

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

December 2024

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Thursday	Friday	Saturday	December 2							
			5	Μ	Τ	W	Τ			
	Ι	2		2	3	4	5			
			8	9	10	 8	12			
			22	16 73	17 24	18 25	19 26			
			29			LJ	20			
7	8 Winter 2024 Look Book Begins Mailing	9								
				[νc	te	S			
4	15 Winter 2024 All IBC's Can Order	16 Winter 2024 Official Product Launch								
21	22	23								
28 Thanksgiving Day	29 PINK FRIDAY	30 SMALL BUSINESS SATURDAY								
L	4		1							

December

Sunday	Monday	Tuesday	Wednesday
Ι	2 Cyber Monday	3	4
8	9	10	II
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

2024	
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Thursday	Friday	Saturday	Jar		
	/	/	S N		
5	6	7	5 (
			5 (12 1		
			19 2		
12	13	14	26 2		
19	20	2.1 Ist Day of Winter			
26	27	28	1		
			—		
2 Hanukkah Ends			1		

Notes



JANUARY - JUNE 2024 www.epiclegacy.team