

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

# MY SUCCESS PLAN

JANUARY – JUNE 2024

[www.epiclegacy.team](http://www.epiclegacy.team)





This Book Belongs to: \_\_\_\_\_

2 0 2 4

January

S	M	T	W	T	F	S
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April

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May

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August

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September

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October

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NOVEMBER

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December

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This Book Belongs to: \_\_\_\_\_

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January

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FEBRUARY

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March

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30	31					

April

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May

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18	19	20	21	22	23	24
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JUNE

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29	30					

JULY

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27	28	29	30	31		

August

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17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

September

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

October

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

NOVEMBER

S	M	T	W	T	F	S
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16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

December

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





Quarter

At A

Glance

# January

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

# 2024

## Notes

Jan 1 - New Year's Day

Jan 1 - 3rd Qtr Star Begins

Jan 9 - Kickstart 2024 8pm (EST)

Jan 15 - Spring 2024 PCP Enrollment Deadline

Jan 15 - Martin Luther King Jr Day

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

Jan 26 - Spring 2024 Dir Early Order

# February

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

## Notes

Feb 2 - Groundhog Day

Feb 7 - Spring 2024 Look Book Begins Mailing

Feb 9 - Spring 2024 Early Order Begins for PCP/Stars

Feb 11 - Super Bowl LVIII

Feb 14 - Valentines Day

Feb 15 - National Flag of Canada Day

Feb 16 - Spring 2024 Official Product Launch

Feb 19 - Family Day

# March

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

## Notes

March 8 - International Women's Day

March 10 - Daylight Savings Begins

March 11 - Commonwealth Day

March 15 - Summer 2024 PCP Enrollment Begins

March 17 - St Patrick's Day

March 19 - 1st Day of Spring

March 29 - Good Friday

March 31 - Easter

March 31 - 3rd Qtr Star Ends



# April

# 2024

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

## Notes

April 1 - April Fools Day

April 1 - 4th Qtr Star Begins

April 8 - Summer 2024 PCP Enrollment Deadline

April 22 - Earth Day

April 24 - Admin Professionals Day

April 26 - Summer 2024 Director Early Order Begins

April 30 - Tax Day

# May

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

## Notes

May 1 - May Day

May 5 - Cinco De Mayo

May 6 - Nurse Appreciation Day

May 7 - Teacher Appreciation Day

May 9 - Summer 2024 Early Order Begins for PCP/Stars

May 12 - Mary Kay Birthday

May 12 - Mother's Day

May 16 - Summer 2024 Official Product Launch

May 20 - Victoria Day

May 27 - Memorial Day (US)

# June

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

## Notes

June 15 - Fall 2024 PCP Enrollment Begins

June 16 - Father's Day

June 20 - First Day of Summer

June 30 - Last Day of Seminar Year!

June 30 - Q4 Star Ends

Quarterly &  
Year Long  
Personal  
Goals



# *Dream Board*





The background of the page is decorated with several horizontal, overlapping brushstrokes in a vibrant red color. The strokes vary in intensity and texture, creating a layered, artistic effect. The text is centered over these strokes.

make your  
dreams  
happen



# My Star Goal

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

TOTAL STAR GOAL: \_\_\_\_\_

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

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

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

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

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

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

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

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

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

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

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

Place Picture of  
Q3 Star Poster  
Here

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

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



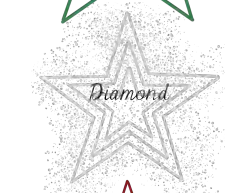
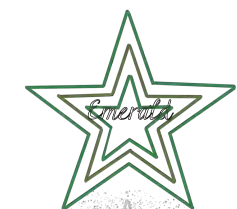
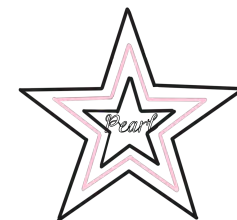
My Star Goal: \$ \_\_\_\_\_ = # New Personal Team Members: \_\_\_\_\_ = My Total Star Goal: \$ \_\_\_\_\_

# Be a 3rd Qtr Star!!!

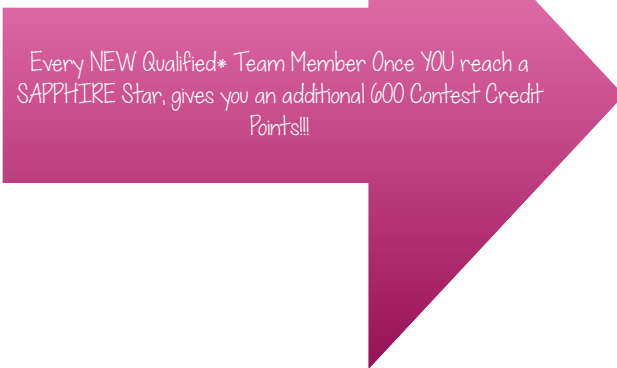
3rd Qtr: January 1 – March 31

Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Jan 1 - 6					
Jan 7 - 13					
Jan 14 - 20					
Jan 21 - 27					
Jan 28 - Feb 3					
Feb 4 - 10					
Feb 11 - 17					
Feb 18 - 24					
Feb 25 - Mar 2					
Mar 3 - 9					
Mar 10 - 16					
Mar 17 - 23					
Mar 24 - 31					
TOTALS	\$	\$	\$	+	=

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



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



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






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



# Track Your Way to Star!

January 1st - March 31st

Q3!

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

What is Your Goal This Quarter?

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



Hustle.  
Slay.  
Repeat.





# My Star Goal

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

TOTAL STAR GOAL: \_\_\_\_\_

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

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

Determine Your Personal Star Goal:

\$ \_\_\_\_\_ (wholesale)

Divide the above amount by 3:

\$ \_\_\_\_ / 3 = \$ \_\_\_\_ per month

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

\$ \_\_\_\_ x 2 = \$ \_\_\_\_

Take the total & multiply it by 0.40 to discover what your profit will be each month:

\$ \_\_\_\_ x 0.40 = \$ \_\_\_\_

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

NEW TEAM MEMBERS:

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

Total Star Goal: \$ \_\_\_\_\_

MINUS Your Star Goal: \$ \_\_\_\_\_

= \_\_\_\_\_

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

\$ \_\_\_\_\_ / \$600 = \_\_\_\_\_ NQTM

(NewQualifiedTeamMember)

Place Picture of  
Q4 Star Poster  
Here

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

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



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

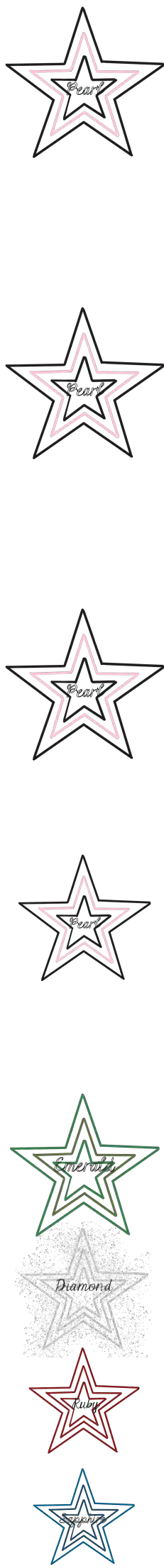


# Be a 4th Qtr Star!!!

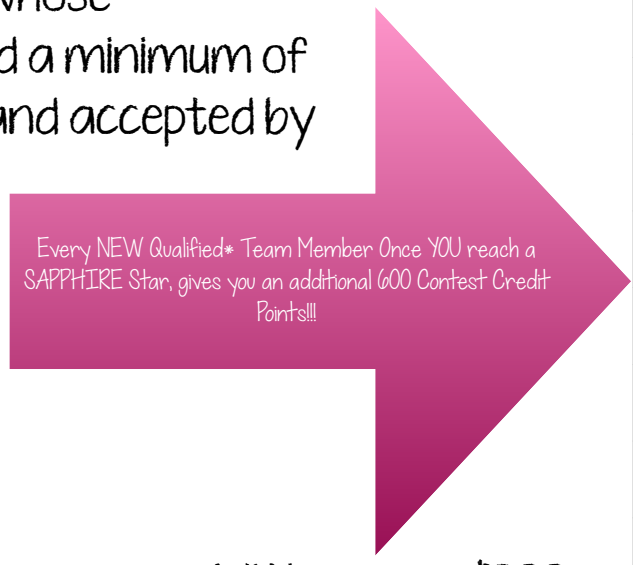
4th Qtr: April 1 – June 30

Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Apr 1 - 6					
Apr 7 - 13					
Apr 14 - 20					
Apr 21 - 27					
Apr 28 - May 4					
May 5 - 11					
May 12 - 18					
May 19 - 25					
May 26 - Jun 1					
Jun 2 - 8					
Jun 9 - 15					
Jun 16 - 22					
Jun 23 - 29					
Jun 30					
<b>TOTALS</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>+</b>	<b>=</b>

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



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



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

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






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



# Track Your Way to Star!

April 1st - June 30th

Q4!

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

What is Your Goal This Quarter?

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



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

\$17,500 Wholesale (\$35,000 Retail) July 1 - June 30

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

Month	Total Personal Retail Sales This Month	Total Amount of Wholesale Orders This Month <small>Typically 50% of what you sell unless you're a New Consultant</small>	Total Amount of Wholesale Orders Year to Date	Goal: \$17,500 <small>With each month, cross out the previous months amount and write in your new total needed!</small>
Example Month	\$2,000	\$1,000	\$1,000	\$16,500
Ex: Next Month	\$3,000	\$1,500	\$2,500	\$17,500
July				
August				
September				
October				
November				
December				
January				
February				
March				
April				
May				
June				
July 1st Totals:				YOU CAN DO IT!







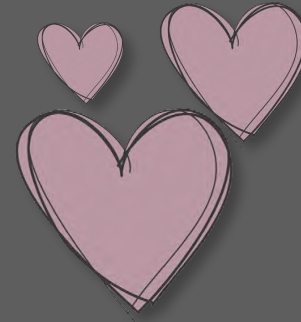
Tracking my  
Career Car

≈

Promotion to  
Director!



# Grand Achiever Program



You have the option to earn cash compensation of up to \$500/month!

CROSS OUT EACH BOX AS YOU REACH THAT LEVEL OF PRODUCTION

	\$500	\$1,000
\$1,500	\$2,000	\$2,500
\$3,000	\$3,500	\$4,000
\$4,500	\$5,000 You're ON TARGET! Keep Going!!	\$5,500
\$6,000	YOU CAN FINISH THIS IN 1,2,3 OR 4 MONTHS! CRUZE OVER TO THE NEXT PAGE TO CONTINUE TRACKING!	

**TO BE ON TARGET:**

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

NOTE: The avg. production to complete the required \$22,000. In 1-4 months is an avg. of \$5,500/month after qualifying.


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

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

# You have 1 - 4 months to accomplish the following qualifications:

- \$22,000 combined Personal & Team Sect I Wholesale Production. You may contribute up to \$5,000 personal wholesale. Cross out each box below as you achieve each level of production!
- Build your team to 14 or more Personal Active Team Members. Track your team members and their order totals below!!

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

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



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

## As a New Beauty Consultant:

- ✦ Boost Your Business with a Perfect or Power Start & Build your MK Store as a Great Start Achiever!
- ✦ Earn Your Pearls of Sharing by doing your practice Sharing Appointments with your Director.
- ✦ Download the Great Start App & other fabulous MK Apps. Available to you in your App Store.
- ✦ Perfect your I-Story! (Check for tips under Consultant Education on InTouch.)

## Senior Beauty Consultant with 1-2 Active Team Members :

- ✦ Contact your director to share that you have a new team member! You may want to share things like: - Does she want to work her new business to get products at a discount, work as a part-time job, or pursue leadership?
- ✦ 3 key things to know about your new team member (i.e. Married, Single, children, working...)
- ✦ How did you meet her?
- ✦ Announce your new team member and a pic in your Unit's Facebook group! You may want to also share on your personal Facebook page and tag her too with her permission.
- ✦ Follow the "Team Builder Education on MK InTouch.ca > Education/Team Building Tools > then Team Building Playbook in the lower menu. If you need help from your Director- just ask!
- ✦ Be sure to plug your team members into all social media including Voxer, etc.
- ✦ Encourage her to attend your first meeting to be pinned!
- ✦ Be Sure to visit all of the fabulous education Tools to help you get into RED on your MK [InTouch.ca](http://InTouch.ca) under Education!

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

- ✦ Continue with the tips mentioned above for Senior Beauty Consultants
- ✦ Master your skin class and invite your team members to learn as you earn!
- ✦ Celebrate your team members accomplishments via social media in your unit's group.
- ✦ Now is a great time to explore your Team & Reports under My Business Home!
- ✦ Share your personal activity & results on your unit's Facebook page! You are inspiring!
- ✦ Study the Advance Brochure under Resources to get familiar with car qualifications.
- ✦ Earn the company promotion every month!
- ✦ Be a Star every quarter! Your team will follow your lead!
- ✦ As you're growing your personal team, be sure to build a relationship with your personal team members because they will be a part of your future unit when you decide to promote yourself to DIQ and into the position of Independent Sales Director!





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

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

- ✦ Keep doing all of the tips mentioned on previous page.
- ✦ Now might be a great time to create a Facebook Group & Name for your PERSONAL TEAM!
- ✦ Master your skill to share the Mary Kay Opportunity!



## FUTURE SALES DIRECTOR OR DIQ

### With 8+ Active Personal Team Members:

- ✦ Keep doing all of the previously mentioned. . .
- ✦ Now is the time to plan a potluck with your team to share your VISION!
- ✦ Study the Advance Brochure under Resources to familiarize yourself with DIQ eligibility steps.
- ✦ You'll want to be in communication with your Sales Director! Text or call her!! She is a wealth of information and has been where you are!
- ✦ Be careful who you take advice from!
- ✦ Take some time to really study your Team Reports (My Business Home) in Depth!
- ✦ Keep it SIMPLE! Don't overthink! Imperfect action is better than perfect procrastination!
- ✦ Get EXCITED!! You're going to be an INDEPENDENT SALES DIRECTOR!!!!



# All In With 8!



## DIQ Requirements

- \* Future Sales Director must be active\*
- \* Future Sales Director must have 8 or more active\* personal team members.
- \* Qualifying unit is consists of the DIQ, her personal team members and 2nd line team members (personal team members of her personal team members).
- \* DIQ's may qualify in 1, 2 or 3 months.
- \* \$13,500 Cumulative DIQ Unit Wholesale Production
- \* \$4,000 minimum DIQ Unit Wholesale Production each month.
- \* Must finish with 24 active\* DIQ Unit Members
- \* DIQ's may contribute up to \$4,000 personal wholesale Sec I orders.
  
- \* In the month of a \$450 retail order and the following 2 months

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

# My Team

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

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





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

# MY SUCCESS PLAN

JANUARY 2024

[www.epiclegacy.team](http://www.epiclegacy.team)



# January

Sunday	Monday	Tuesday	Wednesday
	1 Happy New Year! 3rd Qtr Star Begins	2 Bank Holiday (QC)	3
7	8	9 Kickstart 2024 8pm (EST)	10
14	15 Martin Luther King Jr. Day Spring 2024 PCP Enrollment Deadline	16	17 Leadership 2024, Ft.Worth, TX (Emerald, Ruby, Canada)
21	22	23	24
28	29	30	31





# January 2024 Goals



"Even the smallest achievements pave a way to Great Success!"  
~ Mary Kay

## PROFIT GOAL THIS MONTH

\$ \_\_\_\_\_

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

## RETAIL SALES GOAL THIS MONTH:

\$ \_\_\_\_\_

DIQ

8+ Active Team Members

FUTURE SALES DIRECTOR

8 Active Team Members

TEAM LEADER

5-7 Active Team Members

ON TARGET CAR CASH

COMPENSATION

STAR TEAM BUILDER

3-4 Active Team Members

SENIOR BEAUTY CONSULTANT

1-2 Active Team Members

BEAUTY CONSULTANT



CONSISTENCY IS THE KEY!

July 2023 - June 2024



\$600

\$400

\$250

My Goal: \_\_\_\_\_

Track Your Wholesale Orders!

TEAM PRODUCTION GOAL: \$ \_\_\_\_\_

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

NEW TEAM MEMBERS:

ACTIVE / QUALIFIED

3rd Team Member = Bronze Medal

4th New Team Member = Silver Medal

5th New Team Member = Gold Medal

SALES FORCE SUPPORT CALL CENTER:

1-877-411-6279

Personal & Unit Goals

Beginning of Month

End of Month.

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





# CONSULTANT

## MONTHLY

# Cheque Calculator



Use this to calculate your income for the month as a consultant. You have multiple streams of income you can receive. Your income will come in at varying times of the month so you do not have to rely on waiting for a paycheque. Don't hesitate to reach out to your Sales Director if you need help understanding any of the avenues of income. Your Director is there to guide you and will walk you through everything.

### Sales

You make your sales on the spot. As soon as you sell something, you can automatically keep your 50% profit on Section 1 and 30% profit on Section 5 products.

### Team Commissions & Bonuses

The Company will directly deposit your Team Commissions and any Bonuses you earn from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.

### Personal Sales

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

=

### Personal Team Commission

All active Senior Beauty Consultants and above are eligible to earn a 4%, 6%, 8%, 9% or 13% personal team commission on the wholesale orders placed by their personal team members.

- 1-4 Active, earn a 4% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- 3-4 Active, earn 4%, 6% or 8% commission on team members' combined wholesale Section 1/Section 5 orders in any Calendar Month.

Monthly personal and personal team production	Comm.
Less than \$1,000	4%
\$1,000 to \$1,799	6%
\$1,800 and above	8%

- 5+ Active Personal Team Members, earn a 9% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- Increase your commission to 13% when you place a personal minimum \$1,200 Retail Section 1/Section 5 order in the same month that at least 5 personal team members each place minimum \$450 retail orders.

### Personal Team Commission cont...

*\*\*NOTE: Personal and personal team production is used to determine the percentage of commission, but commission is only paid on personal team production.*

\_\_\_\_\_ % Earned X Team Production  
(Not Including your Personal Production)

=

### New Qualified Team Members Bonus

All active Beauty Consultants will earn a \$50 Team-Building bonus for each Great Start-qualified\*\* new personal team member during their Great Start Promotion period. You will receive the bonus in the month the new personal team member's Great Start-qualifying\*\* order is received. (You must be active to qualify)

\*\* A Great Start-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

New Qualified Team Members = \_\_\_\_\_  
X \$50

=

### Car Cash Option

If you have earned the Grand Achiever Consultant Cash Compensation, you will receive up to an extra \$500 from the Company added to your Team Commission that is directly deposited into your account around the 15th of the month.

*\*\*NOTE: Refer to the Advance Brochure on [intouch.ca](http://intouch.ca) for Full Details and Requirements.*

=

**MONTH:**

**TOTAL:**





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

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

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

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

Month of \_\_\_\_\_

Transfer Totals in the Bottom Row to the Next Page

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

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



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

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

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

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

# Sharing

## *The Mary Kay Opportunity*

### The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.



# Sharing the Mary Kay Opportunity with Confidence!

## 6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

## 6 Reasons People Choose A Mary Kay Business

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



New  
Consultants











2024  
January







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

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

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

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

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

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

Family Time

Date Night

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

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

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

### BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

### PERSONAL SALES RESULTS

Total Sales This Week: \_\_\_\_\_

40% Profit: \_\_\_\_\_

### TRACKING MY STAR

Wholesale Orders This Week: \_\_\_\_\_

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

Unit Stars to Date: \_\_\_\_\_

### SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team :: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, December 31, 2023

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Monday, January 1, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, January 2, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Wednesday, January 3, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, January 4, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Friday, January 5, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, January 6, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		









# Weekly Plan Sheet from January 7 - 13, 2024

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



# Weekly Plan Sheet from January 7 - 13, 2024

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

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

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

Family Time

Date Night

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

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

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

### BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

### PERSONAL SALES RESULTS

Total Sales This Week:

\_\_\_\_\_

40% Profit: \_\_\_\_\_

### TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: \_\_\_\_\_

### SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, January 7, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, January 8, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Tuesday, January 9, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, January 10, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Thursday, January 11, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, January 12, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Saturday, January 13, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		







# Weekly Plan Sheet from January 14 - 20, 2024

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



# Weekly Plan Sheet from January 14 - 20, 2024

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

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

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

Family Time

Date Night

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

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

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

### BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

### PERSONAL SALES RESULTS

Total Sales This Week:

\_\_\_\_\_

40% Profit: \_\_\_\_\_

### TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: \_\_\_\_\_

### SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, January 14, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, January 15, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Tuesday, January 16, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, January 17, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, January 18, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Friday, January 19, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, January 20, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		









# Weekly Plan Sheet from January 21 - 27, 2024

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

# Weekly Plan Sheet from January 21 - 27, 2024

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

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

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

Family Time

Date Night

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

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

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

### BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

### PERSONAL SALES RESULTS

Total Sales This Week:

\_\_\_\_\_

40% Profit: \_\_\_\_\_

### TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: \_\_\_\_\_

### SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, January 21, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Monday, January 22, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, January 23, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, January 24, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Thursday, January 25, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, January 26, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, January 27, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		









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

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

# Weekly Plan Sheet from Jan 28 - Feb 3, 2024

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

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

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

Family Time

Date Night

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

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

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

**BOOKINGS/FACES RESULTS**

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

**PERSONAL SALES RESULTS**

Total Sales This Week: \_\_\_\_\_

40% Profit: \_\_\_\_\_

**TRACKING MY STAR**

Wholesale Orders This Week: \_\_\_\_\_

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

Unit Stars to Date: \_\_\_\_\_

**SHARING THE OPPORTUNITY RESULTS**

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, January 28, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Monday, January 29, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, January 30, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, January 31, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Thursday, February 1, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, February 2, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, February 3, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		







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

success

planner

support

delegate

MY SUCCESS PLAN

FEBRUARY 2024

[www.epiclegacy.team](http://www.epiclegacy.team)



# February

Sunday	Monday	Tuesday	Wednesday
4	5	6	7 Spring 2024 Look Book Begins Mailing
11 Super Bowl LVIII	12	13	14 Valentine's Day
18	19 Family Day	20	21
25	26	27	28





# February 2024 Goals



"Even the smallest achievements  
pave a way to Great Success!"  
~ Mary Kay

## PROFIT GOAL THIS MONTH

\$ \_\_\_\_\_

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

## RETAIL SALES GOAL THIS MONTH:

\$ \_\_\_\_\_

DIQ

8+ Active Team Members

FUTURE SALES DIRECTOR

8 Active Team Members

TEAM LEADER

5-7 Active Team Members

ON TARGET CAR CASH

COMPENSATION

STAR TEAM BUILDER

3-4 Active Team Members

SENIOR BEAUTY CONSULTANT

1-2 Active Team Members

BEAUTY CONSULTANT



CONSISTENCY IS THE  
KEY!

July 2023 - June 2024



\$600

\$400

\$250

My Goal: \_\_\_\_\_

Track Your  
Wholesale Orders!

TEAM PRODUCTION GOAL: \$ \_\_\_\_\_

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

NEW TEAM MEMBERS:

ACTIVE /  
QUALIFIED

3rd Team Member = Bronze Medal

4th New Team Member = Silver Medal

5th New Team Member = Gold Medal

SALES FORCE SUPPORT CALL CENTER:

1-877-411-6279

Personal & Unit Goals

Beginning of Month

End of Month.

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





# CONSULTANT

## MONTHLY

# Cheque Calculator

Use this to calculate your income for the month as a consultant. You have multiple streams of income you can receive. Your income will come in at varying times of the month so you do not have to rely on waiting for a paycheque. Don't hesitate to reach out to your Sales Director if you need help understanding any of the avenues of income. Your Director is there to guide you and will walk you through everything.

### Sales

You make your sales on the spot. As soon as you sell something, you can automatically keep your 50% profit on Section 1 and 30% profit on Section 5 products.

### Team Commissions & Bonuses

The Company will directly deposit your Team Commissions and any Bonuses you earn from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.

### Personal Sales

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

=

### Personal Team Commission

All active Senior Beauty Consultants and above are eligible to earn a 4%, 6%, 8%, 9% or 13% personal team commission on the wholesale orders placed by their personal team members.

- 1-4 Active, earn a 4% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- 3-4 Active, earn 4%, 6% or 8% commission on team members' combined wholesale Section 1/Section 5 orders in any Calendar Month.

Monthly personal and personal team production	Comm.
Less than \$1,000	4%
\$1,000 to \$1,799	6%
\$1,800 and above	8%

- 5+ Active Personal Team Members, earn a 9% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- Increase your commission to 13% when you place a personal minimum \$1,200 Retail Section 1/Section 5 order in the same month that at least 5 personal team members each place minimum \$450 retail orders.

### Personal Team Commission cont...

*\*\*NOTE: Personal and personal team production is used to determine the percentage of commission, but commission is only paid on personal team production.*

\_\_\_\_\_ % Earned X Team Production  
 (Not Including your Personal Production)

=

### New Qualified Team Members Bonus

All active Beauty Consultants will earn a \$50 Team-Building bonus for each Great Start-qualified\*\* new personal team member during their Great Start Promotion period. You will receive the bonus in the month the new personal team member's Great Start-qualifying\*\* order is received. (You must be active to qualify)

\*\* A Great Start-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

New Qualified Team Members = \_\_\_\_\_  
 X \$50

=

### Car Cash Option

If you have earned the Grand Achiever Consultant Cash Compensation, you will receive up to an extra \$500 from the Company added to your Team Commission that is directly deposited into your account around the 15th of the month.

*\*\*NOTE: Refer to the Advance Brochure on [intouch.ca](http://intouch.ca) for Full Details and Requirements.*

=

**MONTH:**

**TOTAL:**



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

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

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

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

Month of \_\_\_\_\_

Transfer Totals in the Bottom Row to the Next Page

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

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

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

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



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

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

# Sharing

## *The Mary Kay Opportunity*

### The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

# Sharing the Mary Kay Opportunity with Confidence!

## 6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

## 6 Reasons People Choose A Mary Kay Business

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



New  
Consultants









2024  
February





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

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



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

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

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

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

Family Time

Date Night

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

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

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

**BOOKINGS/FACES RESULTS**

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

**PERSONAL SALES RESULTS**

Total Sales This Week: \_\_\_\_\_

40% Profit: \_\_\_\_\_

**TRACKING MY STAR**

Wholesale Orders This Week: \_\_\_\_\_

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

Unit Stars to Date: \_\_\_\_\_

**SHARING THE OPPORTUNITY RESULTS**

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, February 4, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, February 5, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, February 6, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Wednesday, February 7, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, February 8, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, February 9, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Saturday, February 10, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		







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

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

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

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

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

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

Family Time

Date Night

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

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

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

### BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

### PERSONAL SALES RESULTS

Total Sales This Week: \_\_\_\_\_

40% Profit: \_\_\_\_\_

### TRACKING MY STAR

Wholesale Orders This Week: \_\_\_\_\_

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

Unit Stars to Date: \_\_\_\_\_

### SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, February 11, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Monday, February 12, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, February 13, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, February 14, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Thursday, February 15, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, February 16, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, February 17, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
	3		
10AM	4		
	5		
	6		
11AM			
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		









# Weekly Plan Sheet from February 18 - February 24, 2024

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

# Weekly Plan Sheet from Feb 18 - 24, 2024

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

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

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

Family Time

Date Night

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

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

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

**BOOKINGS/FACES RESULTS**

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

**PERSONAL SALES RESULTS**

Total Sales This Week:  
\_\_\_\_\_

40% Profit: \_\_\_\_\_

**TRACKING MY STAR**

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: \_\_\_\_\_

**SHARING THE OPPORTUNITY RESULTS**

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, February 18, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, February 19, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Tuesday, February 20, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, February 21, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, February 22, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, February 23, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Saturday, February 24, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		







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

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

# Weekly Plan Sheet from Feb 25 - Mar 2, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

PERSONAL SALES RESULTS

Total Sales This Week:  
\_\_\_\_\_

40% Profit: \_\_\_\_\_

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: \_\_\_\_\_

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_



DATE: Sunday, February 25, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, February 26, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, February 27, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, February 28, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Thursday, February 29, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, March 1, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, March 2, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		







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

success

planner

support

delegate

MY SUCCESS PLAN

MARCH 2024

[www.epiclegacy.team](http://www.epiclegacy.team)



# March

Sunday	Monday	Tuesday	Wednesday
3	4	5	6
10 Daylight Savings Begins	11 Commonwealth Day	12	13
17 St. Patrick's Day	18	19 1st Day of Spring	20
24	25	26	27
31 Easter Q3 Star Ends			





# March 2024 Goals



"Even the smallest achievements pave a way to Great Success!"  
~ Mary Kay

## PROFIT GOAL THIS MONTH

\$ \_\_\_\_\_

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

## RETAIL SALES GOAL THIS MONTH:

\$ \_\_\_\_\_

DIQ  
8+ Active Team Members

FUTURE SALES DIRECTOR  
8 Active Team Members

TEAM LEADER  
5-7 Active Team Members  
ON TARGET CAR CASH  
COMPENSATION

STAR TEAM BUILDER  
3-4 Active Team Members

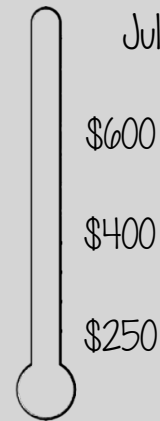
SENIOR BEAUTY CONSULTANT  
1-2 Active Team Members

BEAUTY CONSULTANT



## CONSISTENCY IS THE KEY!

July 2023 - June 2024



My Goal: \_\_\_\_\_

Track Your  
Wholesale Orders!

TEAM PRODUCTION GOAL: \$ \_\_\_\_\_

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

NEW TEAM MEMBERS:

ACTIVE /  
QUALIFIED

3rd Team Member = Bronze Medal

4th New Team Member = Silver Medal

5th New Team Member = Gold Medal

SALES FORCE SUPPORT CALL CENTER:

1-877-411-6279

Personal & Unit Goals

Beginning of Month

End of Month.

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



# CONSULTANT

## MONTHLY

# Cheque Calculator



Use this to calculate your income for the month as a consultant. You have multiple streams of income you can receive. Your income will come in at varying times of the month so you do not have to rely on waiting for a paycheque. Don't hesitate to reach out to your Sales Director if you need help understanding any of the avenues of income. Your Director is there to guide you and will walk you through everything.

### Sales

You make your sales on the spot. As soon as you sell something, you can automatically keep your 50% profit on Section 1 and 30% profit on Section 5 products.

### Team Commissions & Bonuses

The Company will directly deposit your Team Commissions and any Bonuses you earn from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.

### Personal Sales

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

=

### Personal Team Commission

All active Senior Beauty Consultants and above are eligible to earn a 4%, 6%, 8%, 9% or 13% personal team commission on the wholesale orders placed by their personal team members.

- 1-4 Active, earn a 4% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- 3-4 Active, earn 4%, 6% or 8% commission on team members' combined wholesale Section 1/Section 5 orders in any Calendar Month.

Monthly personal and personal team production	Comm.
Less than \$1,000	4%
\$1,000 to \$1,799	6%
\$1,800 and above	8%

- 5+ Active Personal Team Members, earn a 9% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- Increase your commission to 13% when you place a personal minimum \$1,200 Retail Section 1/Section 5 order in the same month that at least 5 personal team members each place minimum \$450 retail orders.

### Personal Team Commission cont...

*\*\*NOTE: Personal and personal team production is used to determine the percentage of commission, but commission is only paid on personal team production.*

\_\_\_\_\_ % Earned X Team Production  
(Not Including your Personal Production)

=

### New Qualified Team Members Bonus

All active Beauty Consultants will earn a \$50 Team-Building bonus for each Great Start-qualified\*\* new personal team member during their Great Start Promotion period. You will receive the bonus in the month the new personal team member's Great Start-qualifying\*\* order is received. (You must be active to qualify)

\*\* A Great Start-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

New Qualified Team Members = \_\_\_\_\_  
X \$50

=

### Car Cash Option

If you have earned the Grand Achiever Consultant Cash Compensation, you will receive up to an extra \$500 from the Company added to your Team Commission that is directly deposited into your account around the 15th of the month.

*\*\*NOTE: Refer to the Advance Brochure on [intouch.ca](http://intouch.ca) for Full Details and Requirements.*

=

**MONTH:**

**TOTAL:**





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

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

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

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

Month of \_\_\_\_\_

Transfer Totals in the Bottom Row to the Next Page

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

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

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

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

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

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

# Sharing

## *The Mary Kay Opportunity*

### The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

# Sharing the Mary Kay Opportunity with Confidence!

## 6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

## 6 Reasons People Choose A Mary Kay Business

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





New  
Consultants







2024  
March







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

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

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

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

PERSONAL SALES RESULTS

Total Sales This Week:  
\_\_\_\_\_

40% Profit: \_\_\_\_\_

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: \_\_\_\_\_

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, March 3, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, March 4, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Tuesday, March 5, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, March 6, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, March 7, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, March 8, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Saturday, March 9, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		







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

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

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

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

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

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

Family Time

Date Night

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

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

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

### BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

### PERSONAL SALES RESULTS

Total Sales This Week: \_\_\_\_\_

40% Profit: \_\_\_\_\_

### TRACKING MY STAR

Wholesale Orders This Week: \_\_\_\_\_

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

Unit Stars to Date: \_\_\_\_\_

### SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, March 10, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Monday, March 11, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, March 12, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, March 13, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, March 14, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Friday, March 15, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, March 16, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		







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

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



# Weekly Plan Sheet from March 17 - 23, 2024

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

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

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

Family Time

Date Night

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

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

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

### BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

### PERSONAL SALES RESULTS

Total Sales This Week: \_\_\_\_\_

40% Profit: \_\_\_\_\_

### TRACKING MY STAR

Wholesale Orders This Week: \_\_\_\_\_

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

Unit Stars to Date: \_\_\_\_\_

### SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, March 17, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, March 18, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, March 19, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, March 20, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Thursday, March 21, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, March 22, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, March 23, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		









# Weekly Plan Sheet from March 24 - 30, 2024

Sunday, Mar 24	Monday, Mar 25	Tuesday, Mar 26	Wednesday, Mar 27
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

# Weekly Plan Sheet from March 24 - 30, 2024

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

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

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

Family Time

Date Night

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

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

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

### BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

### PERSONAL SALES RESULTS

Total Sales This Week: \_\_\_\_\_

40% Profit: \_\_\_\_\_

### TRACKING MY STAR

Wholesale Orders This Week: \_\_\_\_\_

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

Unit Stars to Date: \_\_\_\_\_

### SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, March 24, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, March 25, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, March 26, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Wednesday, March 27, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, March 28, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, March 29, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, March 30, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		







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

MY SUCCESS PLAN

APRIL 2024



[www.epiclegacy.team](http://www.epiclegacy.team)

# April

Sunday	Monday	Tuesday	Wednesday
	1 April Fools Day Q4 Star Begins	2	3
7	8 Summer 2024 PCP Enrollment Deadline	9	10
14	15	16	17
21	22 Earth Day	23	24 Administrative Professionals Day
28	29	30 Tax Day	





# April 2024 Goals



"Even the smallest achievements pave a way to Great Success!"  
~ Mary Kay

DIQ  
8+ Active Team Members

FUTURE SALES DIRECTOR  
8 Active Team Members

TEAM LEADER  
5-7 Active Team Members  
ON TARGET CAR CASH COMPENSATION

STAR TEAM BUILDER  
3-4 Active Team Members

SENIOR BEAUTY CONSULTANT  
1-2 Active Team Members

BEAUTY CONSULTANT



PROFIT GOAL THIS MONTH

\$ \_\_\_\_\_

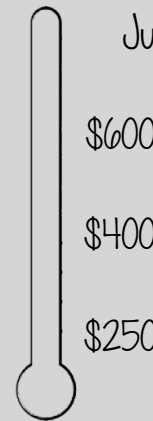
Profit Goal Divided by 0.40 = Retail Sales Goal.  
Use the Sales Goal Tracking Sheet

RETAIL SALES GOAL THIS MONTH:

\$ \_\_\_\_\_

CONSISTENCY IS THE KEY!

July 2023 - June 2024



My Goal: \_\_\_\_\_

Track Your Wholesale Orders!

TEAM PRODUCTION GOAL: \$ \_\_\_\_\_

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

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

SALES FORCE SUPPORT CALL CENTER:  
1-877-411-6279

Personal & Unit Goals

Beginning of Month

End of Month.

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



# CONSULTANT

## MONTHLY

# Cheque Calculator



Use this to calculate your income for the month as a consultant. You have multiple streams of income you can receive. Your income will come in at varying times of the month so you do not have to rely on waiting for a paycheque. Don't hesitate to reach out to your Sales Director if you need help understanding any of the avenues of income. Your Director is there to guide you and will walk you through everything.

### Sales

You make your sales on the spot. As soon as you sell something, you can automatically keep your 50% profit on Section 1 and 30% profit on Section 5 products.

### Team Commissions & Bonuses

The Company will directly deposit your Team Commissions and any Bonuses you earn from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.

### Personal Sales

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

=

### Personal Team Commission

All active Senior Beauty Consultants and above are eligible to earn a 4%, 6%, 8%, 9% or 13% personal team commission on the wholesale orders placed by their personal team members.

- 1-4 Active, earn a 4% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- 3-4 Active, earn 4%, 6% or 8% commission on team members' combined wholesale Section 1/Section 5 orders in any Calendar Month.

Monthly personal and personal team production	Comm.
Less than \$1,000	4%
\$1,000 to \$1,799	6%
\$1,800 and above	8%

- 5+ Active Personal Team Members, earn a 9% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- Increase your commission to 13% when you place a personal minimum \$1,200 Retail Section 1/Section 5 order in the same month that at least 5 personal team members each place minimum \$450 retail orders.

### Personal Team Commission cont...

*\*\*NOTE: Personal and personal team production is used to determine the percentage of commission, but commission is only paid on personal team production.*

\_\_\_\_\_ % Earned X Team Production  
(Not Including your Personal Production)

=

### New Qualified Team Members Bonus

All active Beauty Consultants will earn a \$50 Team-Building bonus for each Great Start-qualified\*\* new personal team member during their Great Start Promotion period. You will receive the bonus in the month the new personal team member's Great Start-qualifying\*\* order is received. (You must be active to qualify)

\*\* A Great Start-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

New Qualified Team Members = \_\_\_\_\_  
X \$50

=

### Car Cash Option

If you have earned the Grand Achiever Consultant Cash Compensation, you will receive up to an extra \$500 from the Company added to your Team Commission that is directly deposited into your account around the 15th of the month.

*\*\*NOTE: Refer to the Advance Brochure on [intouch.ca](http://intouch.ca) for Full Details and Requirements.*

=

**MONTH:**

**TOTAL:**





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

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

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

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

Month of \_\_\_\_\_

Transfer Totals in the Bottom Row to the Next Page

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

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

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

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

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

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

# Sharing

## *The Mary Kay Opportunity*

### The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

# Sharing the Mary Kay Opportunity with Confidence!

## 6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

## 6 Reasons People Choose A Mary Kay Business

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





New  
Consultants

# My New Team Members!

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





2024  
April





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

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



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

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

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

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

Family Time

Date Night

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

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

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

### BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

### PERSONAL SALES RESULTS

Total Sales This Week:

\_\_\_\_\_

40% Profit: \_\_\_\_\_

### TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: \_\_\_\_\_

### SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, March 31, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, April 1, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, April 2, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, April 3, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORANTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Thursday, April 4, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, April 5, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, April 6, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		









# Weekly Plan Sheet from April 7 - 13, 2024

Sunday, Apr 7	Monday, Apr 8	Tuesday, Apr 9	Wednesday, Apr 10
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>2</b>	<b>2</b>	<b>2</b>	<b>2</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b>	<b>4</b>	<b>4</b>	<b>4</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>8</b>	<b>8</b>	<b>8</b>	<b>8</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>9</b>	<b>9</b>	<b>9</b>	<b>9</b>
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

# Weekly Plan Sheet from April 7 - 13, 2024

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

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

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

Family Time

Date Night

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

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

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

### BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

### PERSONAL SALES RESULTS

Total Sales This Week:

\_\_\_\_\_

40% Profit: \_\_\_\_\_

### TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: \_\_\_\_\_

### SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, April 7, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, April 8, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, April 9, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Wednesday, April 10, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, April 11, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, April 12, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, April 13, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		









# Weekly Plan Sheet from April 14 - 20, 2024

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

# Weekly Plan Sheet from April 14 - 20, 2024

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

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

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

Family Time

Date Night

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

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

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

### BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

### PERSONAL SALES RESULTS

Total Sales This Week: \_\_\_\_\_

40% Profit: \_\_\_\_\_

### TRACKING MY STAR

Wholesale Orders This Week: \_\_\_\_\_

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

Unit Stars to Date: \_\_\_\_\_

### SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, April 14, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, April 15, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Tuesday, April 16, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, April 17, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, April 18, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, April 19, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Saturday, April 20, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		







# Weekly Plan Sheet from April 21 - 27, 2024

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

# Weekly Plan Sheet from April 21 - 27, 2024

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

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

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

Family Time

Date Night

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

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

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

### BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

### PERSONAL SALES RESULTS

Total Sales This Week:  
\_\_\_\_\_

40% Profit: \_\_\_\_\_

### TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: \_\_\_\_\_

### SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, April 21, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Monday, April 22, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, April 23, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
	3		
10AM	4		
	5		
	6		
11AM			
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, April 24, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, April 25, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Friday, April 26, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, April 27, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		







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

success

planner

support

MY SUCCESS PLAN

MAY 2024

[www.epiclegacy.team](http://www.epiclegacy.team)



# May

Sunday	Monday	Tuesday	Wednesday
			1 May Day
5 Cinco De Mayo	6 Nurse Appreciation Day	7 Teacher Appreciation Day	8 Summer 2024 Look Book Begins Mailing
12 Mother's Day Mary Kay Birthday	13	14	15
19	20 Victoria Day	21	22
26	27 Memorial Day (US)	28	29





# May 2024 Goals



"Even the smallest achievements pave a way to Great Success!"  
~ Mary Kay

DIQ  
8+ Active Team Members

FUTURE SALES DIRECTOR  
8 Active Team Members

TEAM LEADER  
5-7 Active Team Members  
ON TARGET CAR CASH  
COMPENSATION

STAR TEAM BUILDER  
3-4 Active Team Members

SENIOR BEAUTY CONSULTANT  
1-2 Active Team Members

BEAUTY CONSULTANT



PROFIT GOAL THIS MONTH

\$ \_\_\_\_\_

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

RETAIL SALES GOAL THIS MONTH:

\$ \_\_\_\_\_

CONSISTENCY IS THE  
KEY!

July 2023 - June 2024



\$600

\$400

\$250

My Goal: \_\_\_\_\_

Track Your  
Wholesale Orders!

TEAM PRODUCTION GOAL: \$ \_\_\_\_\_

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

NEW TEAM MEMBERS:

ACTIVE /  
QUALIFIED

3rd Team Member = Bronze Medal

4th New Team Member = Silver Medal

5th New Team Member = Gold Medal

SALES FORCE SUPPORT CALL CENTER:

1-877-411-6279

Personal & Unit Goals

Beginning of Month

End of Month.

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

# My Monthly Sales Goal Tracking Sheet

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

Name: \_\_\_\_\_

Month: \_\_\_\_\_

I'm Saving For:

I Need To Profit:

\$ \_\_\_\_\_ ÷ .40 =

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

My Retail Sales Goal:

\$ \_\_\_\_\_

Ready. Set.  
**GOAL!**



\$ \_\_\_\_\_

Projected Month Totals:

40% Profit of Goal: \_\_\_\_\_

50% Wholesale of Goal: \_\_\_\_\_

5% Section 2/ Supplies: \_\_\_\_\_

5% MK Events/PCP: \_\_\_\_\_

Break It Down: ↓

My Average per Facial: \$ \_\_\_\_\_

Retail Goal ÷ Average per Facial

= # Faces To Pamper: \_\_\_\_\_

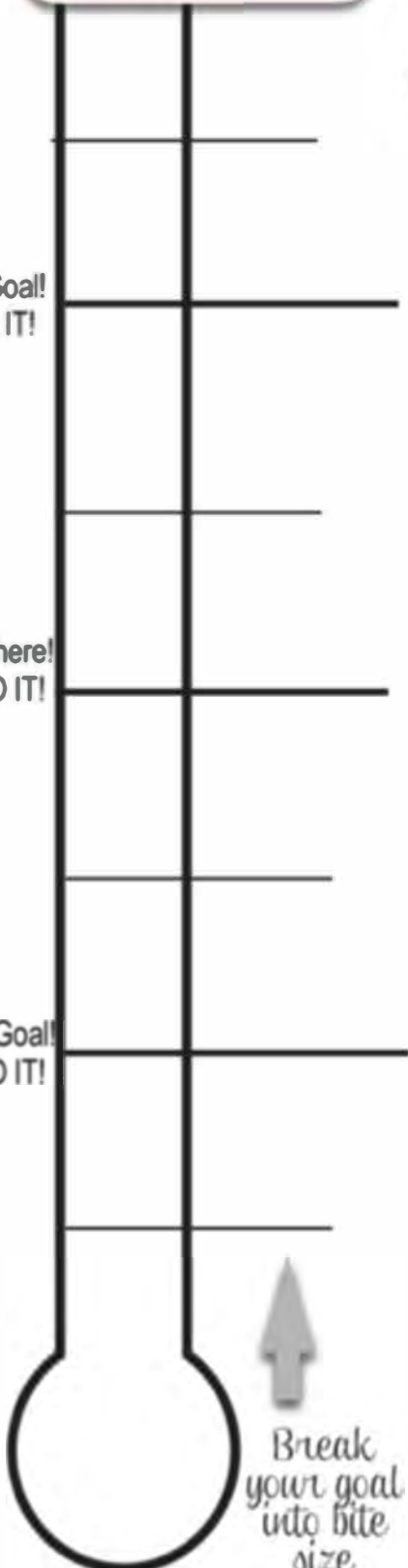
# Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: \_\_\_\_\_

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

Halfway There!  
I CAN DO IT!

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



Picture of Your Goal!

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

Track Your Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

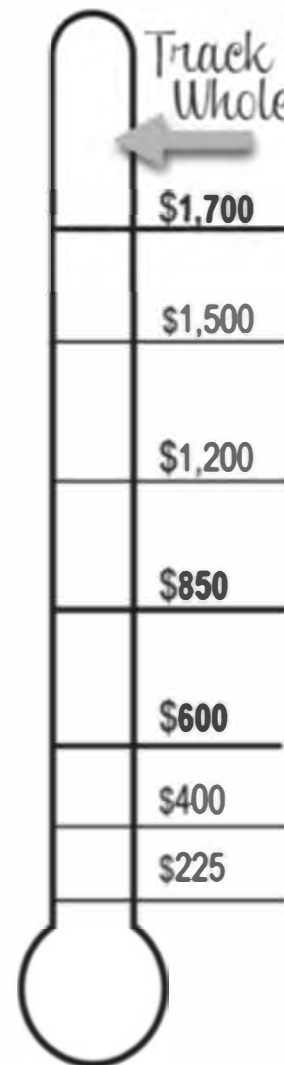
\$850 every month  
= On Target for  
Princess  
Court of Sales!

\$600

\$600 every month  
= On Target  
Star Consultant!

\$400

\$225



Month End Actual Totals:

Total Sold: \_\_\_\_\_

40% Profit: \_\_\_\_\_

50% Wholesale: \_\_\_\_\_

5% Section 2/ Supplies: \_\_\_\_\_

5% MK Events/PCP: \_\_\_\_\_

Orders Placed This Month:

Section 1	Section 2

Total:



# CONSULTANT

## MONTHLY

# Cheque Calculator



Use this to calculate your income for the month as a consultant. You have multiple streams of income you can receive. Your income will come in at varying times of the month so you do not have to rely on waiting for a paycheque. Don't hesitate to reach out to your Sales Director if you need help understanding any of the avenues of income. Your Director is there to guide you and will walk you through everything.

### Sales

You make your sales on the spot. As soon as you sell something, you can automatically keep your 50% profit on Section 1 and 30% profit on Section 5 products.

### Team Commissions & Bonuses

The Company will directly deposit your Team Commissions and any Bonuses you earn from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.

### Personal Sales

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

=

### Personal Team Commission

All active Senior Beauty Consultants and above are eligible to earn a 4%, 6%, 8%, 9% or 13% personal team commission on the wholesale orders placed by their personal team members.

- 1-4 Active, earn a 4% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- 3-4 Active, earn 4%, 6% or 8% commission on team members' combined wholesale Section 1/Section 5 orders in any Calendar Month.

Monthly personal and personal team production	Comm.
Less than \$1,000	4%
\$1,000 to \$1,799	6%
\$1,800 and above	8%

- 5+ Active Personal Team Members, earn a 9% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- Increase your commission to 13% when you place a personal minimum \$1,200 Retail Section 1/Section 5 order in the same month that at least 5 personal team members each place minimum \$450 retail orders.

### Personal Team Commission cont...

*\*\*NOTE: Personal and personal team production is used to determine the percentage of commission, but commission is only paid on personal team production.*

\_\_\_\_\_ % Earned X Team Production  
(Not Including your Personal Production)

=

### New Qualified Team Members Bonus

All active Beauty Consultants will earn a \$50 Team-Building bonus for each Great Start-qualified\*\* new personal team member during their Great Start Promotion period. You will receive the bonus in the month the new personal team member's Great Start-qualifying\*\* order is received. (You must be active to qualify)

\*\* A Great Start-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

New Qualified Team Members = \_\_\_\_\_  
**X \$50**

=

### Car Cash Option

If you have earned the Grand Achiever Consultant Cash Compensation, you will receive up to an extra \$500 from the Company added to your Team Commission that is directly deposited into your account around the 15th of the month.

*\*\*NOTE: Refer to the Advance Brochure on [intouch.ca](http://intouch.ca) for Full Details and Requirements.*

=

**MONTH:**

**TOTAL:**



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

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

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

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

Month of \_\_\_\_\_

Transfer Totals in the Bottom Row to the Next Page

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

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

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

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



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

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

# Sharing

## *The Mary Kay Opportunity*

### The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

# Sharing the Mary Kay Opportunity with Confidence!

## 6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

## 6 Reasons People Choose A Mary Kay Business

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



New  
Consultants











2024  
May





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

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

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

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

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

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

Family Time

Date Night

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

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

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

**BOOKINGS/FACES RESULTS**

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

**PERSONAL SALES RESULTS**

Total Sales This Week: \_\_\_\_\_

40% Profit: \_\_\_\_\_

**TRACKING MY STAR**

Wholesale Orders This Week: \_\_\_\_\_

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

Unit Stars to Date: \_\_\_\_\_

**SHARING THE OPPORTUNITY RESULTS**

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, April 28, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, Apr 29, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Tuesday, Apr 30, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, May 1, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, May 2, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, May 3, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Saturday, May 4, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
	3		
10AM	4		
	5		
	6		
11AM			
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		







# Weekly Plan Sheet from May 5 - 11, 2024

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

# Weekly Plan Sheet from May 5 - 11, 2024

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

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

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

Family Time

Date Night

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

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

### INCOME PRODUCING ACTIVITY

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

### BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

### PERSONAL SALES RESULTS

Total Sales This Week:  
\_\_\_\_\_

40% Profit: \_\_\_\_\_

### TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: \_\_\_\_\_

### SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, May 5, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Monday, May 6, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, May 7, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, May 8, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, May 9, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Friday, May 10, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, May 11, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		







# Weekly Plan Sheet from May 12 - 18, 2024

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



# Weekly Plan Sheet from May 12 - 18, 2024

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

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

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

Family Time

Date Night

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

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

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

**BOOKINGS/FACES RESULTS**

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

**PERSONAL SALES RESULTS**

Total Sales This Week: \_\_\_\_\_

40% Profit: \_\_\_\_\_

**TRACKING MY STAR**

Wholesale Orders This Week: \_\_\_\_\_

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

Unit Stars to Date: \_\_\_\_\_

**SHARING THE OPPORTUNITY RESULTS**

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, May 12, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, May 13, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, May 14, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, May 15, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Thursday, May 16, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, May 17, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, May 18, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		









# Weekly Plan Sheet from May 19 - 25, 2024

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

# Weekly Plan Sheet from May 19 - 25, 2024

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

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

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

Family Time

Date Night

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

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

### INCOME PRODUCING ACTIVITY

- Booking Appointments
- Coaching Calls
- Team Phone Calls
- Facials/Parties
- Customer Follow Up Calls
- Sharing the Opportunity

### BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

### PERSONAL SALES RESULTS

Total Sales This Week: \_\_\_\_\_

40% Profit: \_\_\_\_\_

### TRACKING MY STAR

Wholesale Orders This Week: \_\_\_\_\_

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

Unit Stars to Date: \_\_\_\_\_

### SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, May 19, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, May 20, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, May 21, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Wednesday, May 22, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, May 23, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, May 24, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, May 25, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		









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

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

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

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

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

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

Family Time

Date Night

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

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

### INCOME PRODUCING ACTIVITY

- Booking Appointments
- Coaching Calls
- Team Phone Calls
- Facials/Parties
- Customer Follow Up Calls
- Sharing the Opportunity

### BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

### PERSONAL SALES RESULTS

Total Sales This Week: \_\_\_\_\_

40% Profit: \_\_\_\_\_

### TRACKING MY STAR

Wholesale Orders This Week: \_\_\_\_\_

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

Unit Stars to Date: \_\_\_\_\_

### SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, May 26, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, May 27, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Tuesday, May 28, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, May 29, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, May 30, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, May 31, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Saturday, June 1, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





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

# MY SUCCESS PLAN

JUNE 2024

[www.epiclegacy.team](http://www.epiclegacy.team)



# June

Sunday	Monday	Tuesday	Wednesday
2	3	4	5
9	10	11	12
16 Father's Day	17	18	19
23	24	25	26
30 Last Day of Seminar Year! Q4 Star Quarter Ends			





# June 2024 Goals



"Even the smallest achievements pave a way to Great Success!"  
~ Mary Kay

## PROFIT GOAL THIS MONTH

\$ \_\_\_\_\_

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

## RETAIL SALES GOAL THIS MONTH:

\$ \_\_\_\_\_

DIQ  
8+ Active Team Members

FUTURE SALES DIRECTOR  
8 Active Team Members

TEAM LEADER  
5-7 Active Team Members  
ON TARGET CAR CASH  
COMPENSATION

STAR TEAM BUILDER  
3-4 Active Team Members

SENIOR BEAUTY CONSULTANT  
1-2 Active Team Members

BEAUTY CONSULTANT



## CONSISTENCY IS THE KEY!

July 2023 - June 2024



My Goal: \_\_\_\_\_

Track Your  
Wholesale Orders!

TEAM PRODUCTION GOAL: \$ \_\_\_\_\_

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

NEW TEAM MEMBERS:

ACTIVE /  
QUALIFIED

3rd Team Member = Bronze Medal

4th New Team Member = Silver Medal

5th New Team Member = Gold Medal

SALES FORCE SUPPORT CALL CENTER:

1-877-411-6279

Personal & Unit Goals

Beginning of Month

End of Month.

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





# CONSULTANT

## MONTHLY

# Cheque Calculator



Use this to calculate your income for the month as a consultant. You have multiple streams of income you can receive. Your income will come in at varying times of the month so you do not have to rely on waiting for a paycheque. Don't hesitate to reach out to your Sales Director if you need help understanding any of the avenues of income. Your Director is there to guide you and will walk you through everything.

### Sales

You make your sales on the spot. As soon as you sell something, you can automatically keep your 50% profit on Section 1 and 30% profit on Section 5 products.

### Team Commissions & Bonuses

The Company will directly deposit your Team Commissions and any Bonuses you earn from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.

### Personal Sales

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

=

### Personal Team Commission

All active Senior Beauty Consultants and above are eligible to earn a 4%, 6%, 8%, 9% or 13% personal team commission on the wholesale orders placed by their personal team members.

- 1-4 Active, earn a 4% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- 3-4 Active, earn 4%, 6% or 8% commission on team members' combined wholesale Section 1/Section 5 orders in any Calendar Month.

Monthly personal and personal team production	Comm.
Less than \$1,000	4%
\$1,000 to \$1,799	6%
\$1,800 and above	8%

- 5+ Active Personal Team Members, earn a 9% commission on team members' combined wholesale Section 1/Section 5 orders in any calendar month.
- Increase your commission to 13% when you place a personal minimum \$1,200 Retail Section 1/Section 5 order in the same month that at least 5 personal team members each place minimum \$450 retail orders.

### Personal Team Commission cont...

*\*\*NOTE: Personal and personal team production is used to determine the percentage of commission, but commission is only paid on personal team production.*

\_\_\_\_\_ % Earned X Team Production  
(Not Including your Personal Production)

=

### New Qualified Team Members Bonus

All active Beauty Consultants will earn a \$50 Team-Building bonus for each Great Start-qualified\*\* new personal team member during their Great Start Promotion period. You will receive the bonus in the month the new personal team member's Great Start-qualifying\*\* order is received. (You must be active to qualify)

\*\* A Great Start-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$1,200 or more in retail products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company.

New Qualified Team Members = \_\_\_\_\_  
X \$50

=

### Car Cash Option

If you have earned the Grand Achiever Consultant Cash Compensation, you will receive up to an extra \$500 from the Company added to your Team Commission that is directly deposited into your account around the 15th of the month.

*\*\*NOTE: Refer to the Advance Brochure on [intouch.ca](http://intouch.ca) for Full Details and Requirements.*

=

**MONTH:**

**TOTAL:**



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

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

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

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

Month of \_\_\_\_\_

Transfer Totals in the Bottom Row to the Next Page

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

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

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

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

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

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



# Sharing

## *The Mary Kay Opportunity*

### The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.



# Sharing the Mary Kay Opportunity with Confidence!

## 6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

## 6 Reasons People Choose A Mary Kay Business

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



New  
Consultants







2024  
June







# Weekly Plan Sheet from June 2 - 8, 2024

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

# Weekly Plan Sheet from June 2 - 8, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

PERSONAL SALES RESULTS

Total Sales This Week:  
\_\_\_\_\_

40% Profit: \_\_\_\_\_

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: \_\_\_\_\_

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, June 2, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, June 3, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, June 4, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Wednesday, June 5, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, June 6, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, June 7, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, June 8, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
	3		
10AM	4		
	5		
	6		
11AM			
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		









# Weekly Plan Sheet from June 9 - 15, 2024

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

# Weekly Plan Sheet from June 9 - 15, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

PERSONAL SALES RESULTS

Total Sales This Week:  
\_\_\_\_\_

40% Profit: \_\_\_\_\_

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: \_\_\_\_\_

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, June 9, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, June 10, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Tuesday, June 11, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, June 12, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, June 13, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, June 14, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Saturday, June 15, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		







# Weekly Plan Sheet from June 16 - 22, 2024

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

# Weekly Plan Sheet from June 16 - 22, 2024

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

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

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

Family Time

Date Night

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

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

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

**BOOKINGS/FACES RESULTS**

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

**PERSONAL SALES RESULTS**

Total Sales This Week:  
\_\_\_\_\_

40% Profit: \_\_\_\_\_

**TRACKING MY STAR**

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: \_\_\_\_\_

**SHARING THE OPPORTUNITY RESULTS**

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, June 16, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Monday, June 17, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
	3		
10AM	4		
	5		
	6		
11AM			
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, June 18, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, June 19, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Thursday, June 20, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
11AM	5		
	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Friday, June 21, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, June 22, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
	5		
	6		
11AM			
12PM	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		







# Weekly Plan Sheet from June 23 - 29, 2024

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



# Weekly Plan Sheet from June 23 - 29, 2024

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

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

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

Family Time

Date Night

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

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

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

**BOOKINGS/FACES RESULTS**

# Booking Held this Week: \_\_\_\_\_

# Bookings Next Week: \_\_\_\_\_

# Faces This Week: \_\_\_\_\_

**PERSONAL SALES RESULTS**

Total Sales This Week:  
\_\_\_\_\_

40% Profit: \_\_\_\_\_

**TRACKING MY STAR**

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: \_\_\_\_\_

**SHARING THE OPPORTUNITY RESULTS**

Personal Sharing Appts: \_\_\_\_\_

New Personal Team Mbrs: \_\_\_\_\_

Team Sharing Appts: \_\_\_\_\_

New Team Members: \_\_\_\_\_

DATE: Sunday, June 23, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Monday, June 24, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Tuesday, June 25, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN		ERRANDS TO DO TODAY
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS		THANK YOU / LOVE NOTES TO:
4PM			
5PM			
6PM			
	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Wednesday, June 26, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		





DATE: Thursday, June 27, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
7PM			
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Friday, June 28, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
	1		
9AM	2		
	3		
10AM	4		
	5		
11AM	6		
	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
12PM			
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		



DATE: Saturday, June 29, 2024

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

SCHEDULE @ A GLANCE	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		
5AM - Quiet Time/Devi/Prayers	1		
Million \$ Call: 641-715-3900 44336#	2		
6AM	3		
	4		
7AM	5		
	6		
8AM	SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/FAMILY		
9AM	1		
	2		
10AM	3		
	4		
	5		
	6		
11AM			
12PM	PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY	
1PM			
2PM			
3PM	NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:	
4PM			
5PM			
6PM			
7PM	NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:
8PM			
9PM			
10PM	MILEAGE TO RECORD:		







Future  
Planning

## July

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

## Notes

July 1 - Happy New Seminar Year!

July 1 - Canada Day (All Corp Offices Closed)

July 1 - 1st Qtr Star Begins

July 8 - Fall 2024 PCP Enrollment Deadline

July 15 - Holiday 2024 PCP Enrollment Begins

July 26 - Fall 2024 Director Early Order

July 29 - Fall 2024 Look Book Begins Mailing

July 31 - Aug 2 - Elevate Seminar 2024

## August

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

## Notes

Aug 5 - Civic Holiday (All Corp Offices Closed)

Aug 8- Holiday 2024 PCP Enrollment Deadline

Aug 9- Fall 2024 Early Order Begins for PCP/Stars

Aug 16 - Fall 2024 Official Product Launch

Aug 29 - Holiday 2024 Look Book Begins Mailing

## September

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

## Notes

Sept 2 - Labour Day

Sept 5-11 - Top Director Trip Maui, Hawaii

Sept 11-14 - Prestige Trip Kona, Hawaii

Sept 13 - Mary Kay Anniversary

Sept 15 - Winter 2024 PCP Enrollment Begins

Sept 22 - First Day of Fall

Sept 30 - 1st Qtr Star Ends

## October

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

## Notes

Oct 1 - 2nd Qtr Star Begins

Oct 1 - Holiday 2023 Early Order PCP/Stars

Oct 3 - Holiday 2024 Official Product Launch

Oct 14 - Thanksgiving Day

Oct 15 - Winter 2024 PCP Enrollment Deadline

Oct 16 - Bosses Day

Oct 26 - Winter 2024 Director Early Order Begins

Oct 31 - Halloween

Oct 31 - Winter 2024 Look Book Begins Mailing

## November

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

## Notes

Nov 3 - Daylight Savings Time Ends

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

Nov 11 - Remembrance Day

Nov 15 - Fall 2023 Last Day to Order

Nov 16 - Winter 2024 Official Product Launch

Nov 29 - Dec 2 - PINK Weekend

## December

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

## Notes

Dec 2 - Cyber Monday

Dec 15 - Spring 2025 PCP Enrollment Begins

Dec 21 - 1st Day of Winter

Dec 24 - Christmas Eve

Dec 25 - Christmas Day

Dec 25 - Jan 2 - Hanukkah

Dec 26 - Boxing Day

Dec 31 - 2nd Qtr Star Ends

Dec 31 - New Year's Eve

# July

Sunday	Monday	Tuesday	Wednesday
	1 Canada Day Happy New Seminar Year! Q1 Star Quarter Begins	2	3
7	8 Fall 2024 PCP Enrollment Deadline	9	10
14	15 Holiday 2024 PCP Enrollment Begins	16	17
21	22	23	24
28	29 Fall 2024 Look Book Begins Mailing	30	31 Elevate Seminar 2024



# August

Sunday	Monday	Tuesday	Wednesday
4	5 Civic Holiday (All Corp Offices Closed)	6	7
11	12	13	14
18	19	20	21
25	26	27	28



# September

Sunday	Monday	Tuesday	Wednesday
1	2 Labour Day	3	4
8	9	10	11
Top Director Trip 2024, Maui, Hawaii			
			Top Director Prestige Trip 2024, Kona, Hawaii
15 Winter 2024 PCP Enrollment Begins	16	17	18
22 1st Day of Fall	23	24	25
29	30 Q1 Star Quarter Ends		





# October

Sunday	Monday	Tuesday	Wednesday
		1 Q2 Star Quarter Begins Holiday 2024 Early Order Begins for PCP/Stars	2
6	7	8	9
13	14 Thanksgiving Day	15 Winter 2024 PCP Enrollment Deadline	16 Bosses Day
20	21	22	23
27	28	29	30



# November

Sunday	Monday	Tuesday	Wednesday
3 Daylight Savings Time Ends	4	5	6
10	11 Remembrance Day	12	13
17	18	19	20
24	25	26	27



# December

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





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

# MY SUCCESS PLAN

JANUARY – JUNE 2024

[www.epiclegacy.team](http://www.epiclegacy.team)

