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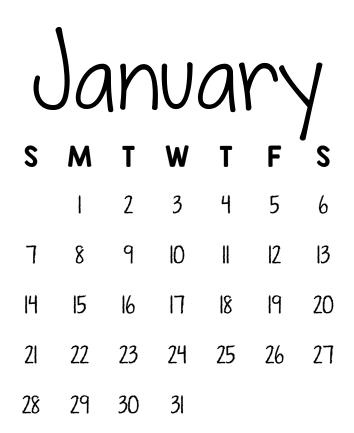
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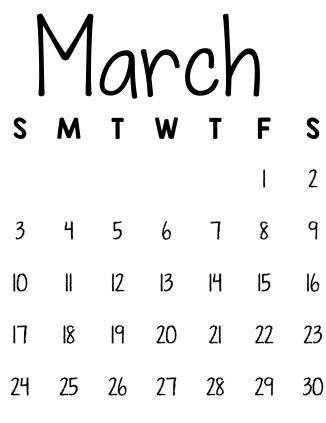
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Notes

Quarter At A Glance



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2024

Notes

- Jan I New Year's Day
- Jan I 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

Notes

Feb 2 - Groundhog Day
Feb 7 - Spring 2024 Look Book Begins Mailing
Feb 9 - Spring 2024 Early Order Begins for PCP/Stars
Febll - 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

Notes

March 8 - International Women's Day
March 10 - Daylight Savings Begins
March II - 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



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Notes



April I - April Fools Day April I - 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

Notes Mayl-May Day

May I - 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 12 - Mother's Day May 16 - Summer 2024 Official Product Launch May 20 - Victoria Day May 27 - Memorial Day (US)

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





Place Picture of Q3 Star Poster Here

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

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

My Star Goal

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

TOTAL STAR GOAL: _____

Let's calculate what your personal star and total new qualified team members would look like in order to reach your total goal? This is where you'll map out a plan!!

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

Divide the above amount by 3° \$_____73 = \$_____per month

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

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

make a plan and track it!!)

NEW TEAM MEMBERS:

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

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

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

____/ \$600 - ____NQTM (NewQualifiedTeamMember)

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

* * * * * * * * * * * * * * * * * * *	Bec	7 37 C rd Qtr: Ja	lQtr anuary I-I	Sta March 31		<u>\$9,600</u> \$9,300 \$9,000 \$8,700	
Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified≯ NewTeam Members	Contest Credits	\$8,400 \$8,100	Sever 7
Jan1-6						<u>\$7,800</u>	- / \
Jan 7 - 13						\$7,400	
Jan 14-20						\$7,100	
Jan 21 - 27						\$6,600	٨
Jan 28 - Feb 3						\$6,300 \$6,000	
Feb 4 - 10						<u>\$6,000</u> \$5,700	-
Feb II - 17						\$5,400	
Feb 18 - 24						\$5,100	
Feb 25 - Mar 2						\$4,800	
Mar 3 - 9						<u>\$4,500</u>	
Mar 10 - 16						\$4,200	
Mar 17-23						\$3,900)
Mar 24 - 31						\$3,600	
						\$3,300)
TOTALS	\$	\$	\$	+	=	<u>\$3,000</u>	
Indépenden [.] \$600 in whole	t Beauty Cons	sultant Agree Jers are post	Ever	ninimum of accepted by y NEW Qualified* Team Men TRE Star, gives you an addit		\$2,700 <u>\$2,400</u> \$2,100 <u>\$1,800</u> \$1,500	
Str	ar Level	Avg Retail Sales	Perlaleek	Points!!!	_	\$1,200	
	pphire	\$300				\$900	
R	Ruby	\$400				\$600	
	mond	\$500 \$600		V • 7 11	M 200	\$300	
	nerald Pearl	\$600 \$800 or ma			every \$300 e, fill in a square!!		





Place Picture of Q4 Star Poster Here

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

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

My Star Goal

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

TOTAL STAR GOAL: _____

Let's calculate what your personal star and total new qualified team members would look like in order to reach your total goal? This is where you'll map out a plan!!

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

Divide the above amount by 3:\$_____73 = \$_____per month

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

Take the total & multiply it by 0.40 to discover what your profit will be each month: \$_____ X0.40 = \$_____ (Refer to your monthly goal sheet to make a plan and track it!!)

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

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

_____/ \$600 - _____NQTM (NewQualifiedTeamMember)

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

* *	Bec	Hth Qtr:	NQtr April I – Ju	Sto ine 30	
Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	∗ Qualified⊁ NewTeam Members	Contest Credits
AprI-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 I					
Jun 2 - 8					
Jun 9 - 15					
Jun 16-22					
Jun 23 - 29					
Jun 30					
TOTALS	\$	\$	\$	+	=

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

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

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

SAPPHIRE Star, gives you an additional 600 Contest Credit



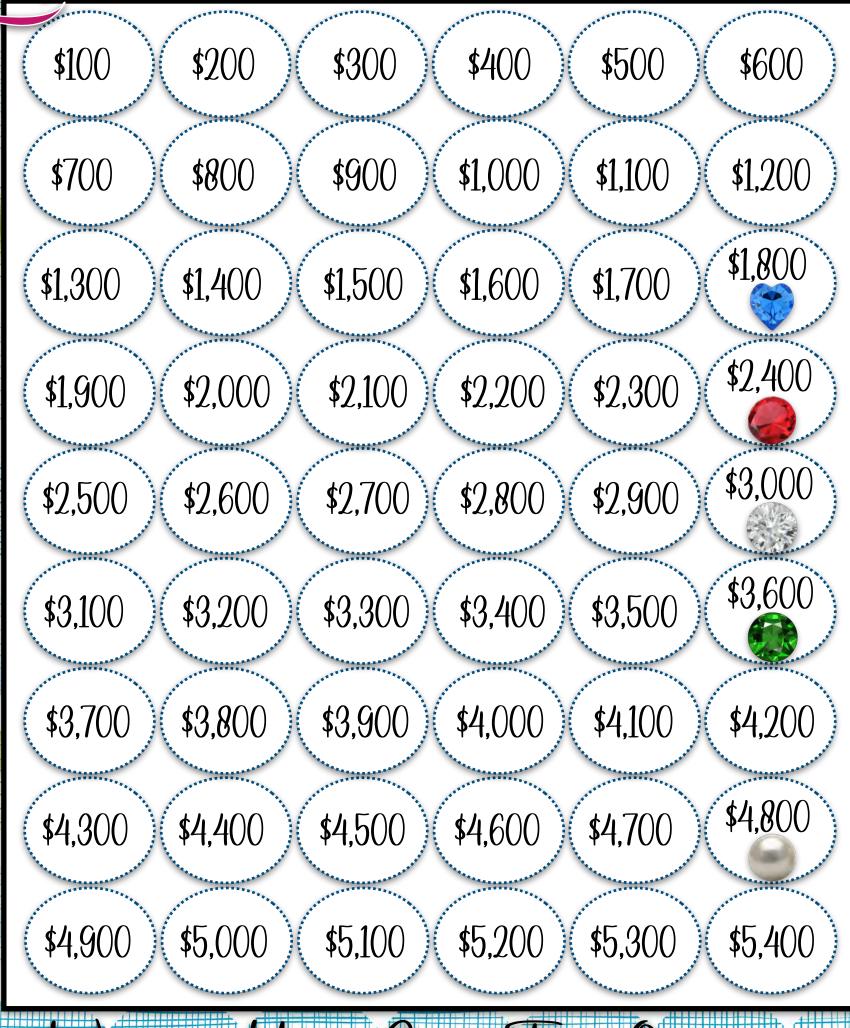








Track Your Uay to Star! April 1st June 30th



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 I - June 30 With every month, fill in the blanks using the example below! If you want to track by coloring in with each order as a visual, use the other side of this sheet

Month	Total Personal Retail Sales This Month	Total Amount of Wholesale Orders This Month Typically 50% of what you sell unless you're a New Consultant	Total Amount of Wholesale Orders Year to Date	GOAI: \$17,500 With each month, cross out the previous months amount and write in your new total needed!
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 Ist Totals:				YOU CAN DO IT!

Seminar 2023-2024 Personal National Court of Sales

\$17,500 Wholesale (\$35,000 Retail) July I - June 30 Every \$400 in wholesale orders, cross out a square! A Tracked # ALWAYS Grows!

\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350
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\$350	\$350	\$350	\$350	\$350
\$350	\$350	\$350	\$350	\$350 . YOU DID IT!

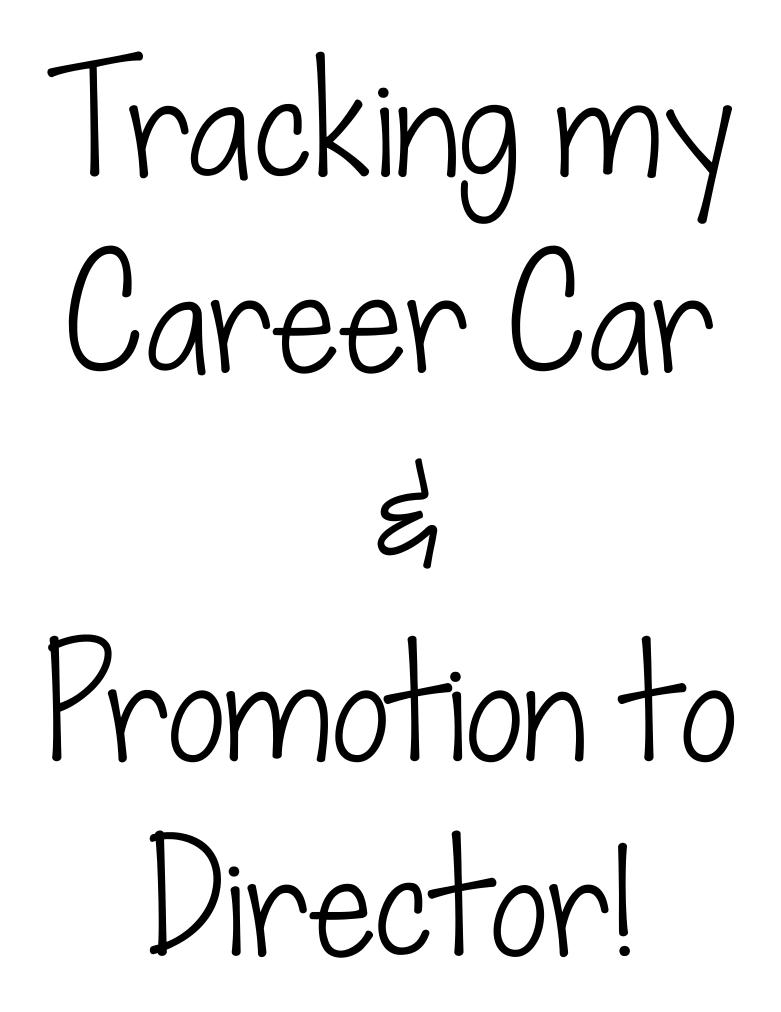


SEMINAR 2023 - 2024 Personal National Court of Sharing

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

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

	NEW TEAM MEMBER	agmnt. Month	INITIAL QUALIFIED ORDER	INITIAL STAR ORDER	JUL	AUG	SEP	0CT	NOV	DEC	Jan	FEB	Mar	APR	MAY	JUN	comm. Earned
I																	
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Grand Achiever Program



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

OSS OUT EACH BOX AS YOU REACH THAT LEVEL OF PRODUCTION	\$500 \$1		,000	. 2.	Must be active ir	3E ON TARGET: tive in Al, A2 or A3 statu				
\$1,500	\$2,000	\$2	2,500		Have 5 or more Personal Active Members You & those 5 do a combined who					
\$3,000	\$3,500	\$L	1,000	Ц	production of \$5,000 in a calendar month. The above must be met EACH mont					
\$4,500	\$5,000 You're ON TARGET! Keep Going!!	\$ <u></u>	5,500		to remain NOTE: The avg. productic \$22,000. In 1—4 months i	ON—TARGET! on to complete the required is an avg. of \$5,500/month				
\$6,000	YOU CAN FINISH CRUZE OVER TO TH		PAGE TO C		after qualifying.					
You & Your Firs	t 5 to Go On-To	irget	lst OF	RDER	2nd ORDER	3rd ORDER				
Your Personal Orders	j:									
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5 TOTALS = COMBINED \$										
		$\Delta u c a \alpha c a$	omolete th	∘ ⊈ 22 ∩∩∩ in	ONE to FOUR Months! YO					

You. have I - 4 months to accomplish the following qualifications:

- I. \$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!
- 2. Build your team to 14 or more Personal Active Team Members. Track your team members and their order totals below!!

	onth 2 or Cont from Month I Month 3 or Con ust be a minimum of \$5,000) (Must be a min			ntfrom Month inimum of \$5,00	Month 4 or Contfrom Month 1,2 & 3 (Must be a minimum of \$5,000)				
\$5,5(\$6,000	\$10,500	\$11,000			000		\$16,500
\$6,5(00	\$7,000	\$11,500	\$12,000)	\$17,	000		\$17,500
\$7,5(00	\$8,000	\$12,500	\$13,000)	\$18,	000		18,500
\$8,50	00	\$9,000	\$13,500	\$14,000)	\$19,	000	4	520,000
\$9,5(00	\$10,000	\$14,500	\$15,000)	\$2l,	000	4	522,000
EndofN	Month 2 Total:		End of Month Tota					YOU	IDID IT!!!
#		Team Member n must be ACTIVE (the r is rcvd. & the following 2	month their \$225+	lst Month Order Totals		Month r Totals	3rd Mo Order To		4th Month Order Totals
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			am Production:						
	YOUR P	ersonal Productio							
		lotal	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!
斧Earn Your Pearls of Sharing by doing your practice Sharing Appointments with your Director.

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

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

As a 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! Senior Beauty Consultant with I-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 parttime 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 <u>InTouch.ca</u> under Education! 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!!!!









DIQRequirements

✤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
- 拳Must finish with 24 active ≉ DIQ Unit Members
- *DIQ's may contribute up to \$4,000 personal wholesale Sec I orders.

stIn 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).	lst 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				
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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

Notes



January

Sunday	Monday	Tuesday	Wednesday
	[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

		2024	
Thursday	Friday	Saturday	Feb 2024
4	5	6	SMTWTFSIIIIIII56789IOIII2I3I4I5I6I7
11	I2	13	181920212223242526272829Notes
18	19 .024, Ft.Worth, TX (Emerald,	20 Pulau Canada)	
Leadership 2	UZT, FUVUITIN, IA (Emeraid,	Kuby, Canada)	
25	26 Spring 2024 Dir Early Order	27	



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

\$

PROFIT 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 I-2 Active Team Members

Personal & Unit Goals

BEAUTY CONSULTANT



		boal Tracking Sheet
ETAIL SA		GOAL THIS MONTH
		SISTENCY IS THE KEY! 2023 - June 2024
	\$600	
	\$400	My Goal:
	\$250	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

End of Month.

Star Goal:	Total on the lst:	Total:
Court of Personal Sales YTD:	YTD on the lst:	YTD Total:
Court of Personal Sharing:	# of Qualified on lst:	# Qualified Total:
Car Production:	On the lst:	On the last Day:
Team Member Goal:	# of Team Members on 1st:	# of Team Members:

Beginning of Month

My Monthly Sales Goal Tracking Sheet

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

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

MONTHLY

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.

Cheque Calculator

Personal Sales

\$\$	Sect 1 Sect 5	-	
=			

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**

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.

=

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 <u>intouch.ca</u> for Full Details and Requirements.

MONTH:

TOTAL:

Notes

Personal Retail Sales Monthly Goal:

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

Month of _____

Personal Retail Sales Monthly Goal:

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

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

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

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

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



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

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

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

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

Sharing the Mary Kay Opportunity with Confidence!

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

6 Reasons People Choose A Mary Kay Business

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

• I. Money

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

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

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

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

Notes	

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\$

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 S

Notes



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

Notes

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

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

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

Thursday, Jan 4	Friday, Jan 5	Saturday, Jan 6
	6	6
5	:15 :30	:15
	:45	:45
	7	7
	:15	:15
	:30 :45	:30
	8	8
	:15	:15
	:30	:30
	:45	:45
	9	9
	:15 :30	:15 :30
	:45	:45
	10	10
	:15	:15
	30	:30
	^{:45}	^{:45} 11
	11 :16	:15
	:30	:30
	:45	:45
	12	12
	:15 :30	:15 :30
	:45	:45
	1	1
	:15	:15
	:30	:30
	:45	:45
	2 :15	2 :15
	100 300	:10
	:45	:45
	3	3
	:15	:15
	:30	:30
	.45 4	:45 4
	:15	:15
		:30
	:45	:45
	5	5
	:15 :30	:15 :30
	·45	:45
	6	6
	:15	:15
		:30
	·45	·45 7
	7	7
	30	:30
	:45	:45
	8	8
	:15	:15
	:30 :45	:30 :45
	9 9	9
	:15	:15
	:30	:30
	:45	:45

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week:_

Bookings Next Week:

Faces This Week:

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date:

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _

New Personal Team ::

Team Sharing Appts:

New Team Members:

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

Notes			

Weekly Plan Sheet from January 7 - 13, 2024

Sunday, Jan 7	Monday, Jan 8	Tuesday, Jan 9	Wednesday, Jan 10
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
^{:45} 7	345 7	345 7	45 7
:15	:15 :30	:15	:15
:45	:45	:45	:45
8 :15	8 :15	8::15	8
:30	:30	:30	:30
^{:45} 9	³⁴⁵ 9	9 9	:45 9
:15	:15	:15	:15
:30 :45	:30 :45	.30 .45	.30 :45
10	10		10
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45 11	.45 11	.45 11
:15	:15	:15	:15
:30	:30 :45	:30 :45	30 45
12	12		12
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1 :15
:30	:30	:30	:30
·45 2	³⁴⁵ 2	45 2	⁴⁵ 2
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
3 :15	3	3	3
:30	:30	-30	:30
:45	.45 4	45	45
•• :15	* :15	15	* :15
:30	:30 :45	:30 :45	:30 :45
5	5	5	5
:15 :30	:15 :30	:15 :30	:15 :30
:45	x45	:45	:45
6 :15	6 :15	6 :15	6 :15
.30	:30 	:30 	:30
:45 7	³⁴⁵ 7	45 7	45 7
:15	:15	:15 :17	:15
-30 :45	30	.30 .45	:30
8	8	8	8
-30	:30	30	:30
·45 9	.45 9	.45 9	9 9
9 :15	י נו5	יז 15	:15
:30	:30 :45	:30 :45	:30 :45

Weekly Plan Sheet from January 7 - 13, 2024

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

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

SUNDAY BRAIN DUMP for the week of Jan 14 - Jan 20, '24 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc... 2. Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Pelegate It! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes			

Weekly Plan Sheet from January 14 - 20, 2024

Sunday, Jan 14	Monday, Jan 15	Tuesday, Jan 16	Wednesday, Jan 17
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
.45 7	:45 7	:45	:45 7
:15	:15	:15	:15
.30 :45	:30	:30 :45	:30 :45
8	8	8	8
:15	:15	:15	:15
:30 :45	:30 :45	.30 :45	:30 :45
9	9	9	9
:15	:15 :30	:15 :30	:15 :30
:45	45	:45	:45
10	10 :15	10 :15	10 :15
.30	:30	-30	:30
45	:45	.45	.45
11 :15	11 :15	11 :15	11 :15
:30	:30	:30	:30
¹⁴⁵ 12	:45 12	³⁴⁵ 12	^{.45} 12
:15	:15	:15	:15
-30	-30	:30 :45	:30
1	1	1	1
:15	:15	:15	:15
.30 .45	:30 :45	.30 :45	:45
2	2	2	2
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
3	3 :15	3 :15	3 :15
:30	:30	:30	:30
:45	·45 4	.45	45
4 :15	4 :15	4 :15	4 :15
:30	30	:30	:30
⁻⁴⁵ 5	^{:45} 5	45 5	^{.45} 5
:15	:15	:15	:15
:30 :45	:30 :45	.30 .45	:30 :45
6	6	6	6
:15 :30	:15 :30	:15 :30	:15 :30
:45	.30	.30	:45
7	7	7	7
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
8 :15	8 :15	8 :15	8:15
:30	l :30	:30	:30
45	.45	x45 0	.45 0
9 :15	9 :15	9 :15	9 :15
.30	:30	.30	:30
:45	:45	:45	:45

Weekly Plan Sheet from January 14 - 20, 2024

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

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

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

Notes			

Weekly Plan Sheet from January 21 - 27, 2024

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

Weekly Plan Sheet from January 21 - 27, 2024

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

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

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

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

lists.	

Notes			

Weekly Plan Sheet from January 28 - February 3, 2024

Sunday, Jan 28	Monday, Jan 29	Tuesday, Jan 30	Wednesday, Jan 31
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
.so :45	45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	30	:30	:30
:45		:45	:45
8	:15	8	8
:15		:15	:15
:30	30	:30	:30
^{.45}	:45	.45	^{.45}
9	9	9	9
:15 :30	:15	:15	:15
.45	:45	:45	:45
10	10	10	10
ះ15	:15	:15	:15
:30	:30	:30	:30
:45		:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
^{:45}	45	.45	^{:45}
12		12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	30	:30 	:30
^{:45}	·45	45	³⁴⁵
2	2	2	2
:15	:15	:15	:15
:30		:30	:30
:45	:45	365 •	345 •
3	3	3	3
:15	:15	:15	:15
:45	:30	:30	:30
	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	30	:30	:30
^{.45}	:45	345	³⁴⁵
5	5	5	5
:15	:15	:15	:15
:45	45	.45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45		:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	·45	.45	.45
8	8	8	8
:15	:15	:15	:15
-30	30	.30	:30
:45	:45	.45	
9	9	9	9
:15	:15	:15	:15
:30	30	:30	:30 .45
.45	:45	:45	:45

Weekly Plan Sheet from Jan 28 - Feb 3, 2024

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

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

Notes



February

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



Thursday	Friday	Saturday	M	101	RC	ch	2	202	24
1	2 Groundhog Day	3	5	Μ	Τ	W	Τ	F	5
								I	2
			3	4	5	6	7	8	9
			0 7	 8	12 19	13 20	14 21	15 22	16 23
8	9 Spring 2024 Early Order For PCP/Stars Begins	IO	24	25	26			22	20 30
	U U U U U U U U U U U U U U U U U U U		31						
					No	ote	ee)	
15 National Flag Day of Canada	16 Spring 2024 Official Product Launch	17							
22	23	24							
29									



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

\$

PROFIT 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

Personal & Unit Goals

BEAUTY CONSULTANT



ATL S		OAL THIS MONTH:		
		SISTENCY IS THE KEY! 2023 - June 2024		
	\$600			
	\$400	My Goal:		
	\$250	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

End of Month.

Star Goal:	Total on the lst:	Total:
Court of Personal Sales YTD:	YTD on the lst:	YTD Total:
Court of Personal Sharing:	# of Qualified on lst:	# Qualified Total:
Car Production:	On the lst:	On the last Day:
Team Member [,] Goal:	# of Team Members on 1st:	# of Team Members:

Beginning of Month

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
Ready. Set. GOAL! \$	\$ ÷ .40 = (Include the tax for your goal in your profit total) 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!	Picture of Your Goal! Idea: Share this with your director and	Track Your, Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales! \$1,500 \$1,500 \$1,200 \$850 every month = On Target for Princess Court of Sales! \$600 \$850 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target Sales! \$600 \$600 every month = On Target Sales! \$225 \$600 every month = On Target Sales!
Break your goal uto bite size chunks!	your sister consultants by the 5th! Month End Actual Totals: Total Sold: 40% Profit: 50% Wholesale: 5% Section 2/ Supplies: 5% MK Events/PCP:	Orders Placed This Month: Section 1 Section 2

MONTHLY

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.

Cheque Calculator

Personal Sales

\$\$	Sect 1 Sect 5	_	
=			

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**

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.

=

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 <u>intouch.ca</u> for Full Details and Requirements.

MONTH:

TOTAL:

Notes

Personal Retail Sales Monthly Goal:

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

Month of _____

Personal Retail Sales Monthly Goal:

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

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

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

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

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



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

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

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

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

Sharing the Mary Kay Opportunity with Confidence!

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

6 Reasons People Choose A Mary Kay Business

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

• I. Money

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

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

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

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

Notes	

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\$

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 S

Notes



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

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

IISTS.	

Notes

Weekly Plan Sheet from February 4 - February 10, 2024

And<	Sunday, Feb 4	Monday, Feb 5	Tuesday, Feb 6	Wednesday, Feb 7
dAAA <t< td=""><td>6 :15</td><td>1</td><td></td><td></td></t<>	6 :15	1		
nnn <td></td> <td></td> <td></td> <td></td>				
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AABAAABAAABAAA <trr>AA<t< td=""><td></td><td></td><td></td><td></td></t<></trr>				
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9 9	:15	:15 :30	:15 :30	:15 :30
15 15 15				
·30 30 30 30 30 30 30				
45 45 45				

Weekly Plan Sheet from February 4 - February 10, 2024

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

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

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

amily Time

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week:_

Bookings Next Week:

Faces This Week:

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:

TRACKING MY STAR

Nholesale Orders This Week:

Amt. Needed to Finish Star:

Jnit Stars to Date:

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _

New Personal Team Mbrs:_

Team Sharing Appts:

New Team Members:

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

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

11515.		

Notes

Weekly Plan Sheet from February II - February 17, 2024

Sunday, Feb II	Monday, Feb 12	Tuesday, Feb 13	Wednesday, Feb 14
6	6	6	6
:15	:15	:15	:15
:30	30	:30	:30
:45	45	:45	:45
7	7	7	7
:15	1:15		:15
:30	:30	:30	:30
.45	⁴⁵	345	:45
8	8	8	8
:15	:15	:15 :30	:15 :30
:45	:45	:45 -	:45
9	9	9	9
:15	:15	:15	:15
:30	30	:30	:30
	45	:45	:45
10	10	10	10
ះ15	:15	:15	:15
:30	30	:30	:30
^{.45}	¹⁴⁵	³⁴⁵	:45
11	11	11	11
:15 :30	30	:15	:15 :30
:45	:45	:45	:45
12	12	12	12
15	:15	:15	:15
:30 :45	30	:30	:30
1	1	1	1
:15	:15	:15	:15
:30		:30	:30
^{.45}	.45	³⁴⁵ 2	³⁴⁵
2	2		2
:15 :30	30	:15	:15
:45	.45	:45	:45
3	3	3	3
:15	.15	:15	:15
:30	30	:30	:30
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	45	345	:45
5	5	5	5
:15	:15	:15	:15
:30	.30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	30	:30	:30
^{:45}	^{.45}	45	45
7	7	7	7
:15	15	:15	:15
:30	30	:30	:30
.45 8	·45 8	8	8
:15	0	•	0
	:15	:15	:15
:30	-30	:30	:30
:45	145	:45	:45
9	9	9	9
:15	115	:15	:15
:30	30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from Feb II - Feb IT, 2024

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

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

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

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

115 1.5.	

Notes

Weekly Plan Sheet from February 18 - February 24, 2024

Sunday, Feb 18	Monday, Feb 19	Tuesday, Feb 20	Wednesday, Feb 21
6 :15	6 :15	6 :15	6 :15
:30	:30	.30 .45	.30
7	7	7	7
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
^{:45} 9	.45 9	9 9	.45 9
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	-30
10	10 	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45 11	.45	.45 11	.45
11	11 :15	11	:15
:30 :45	:30	30 35	30 35
12	12	12	12
:15	:15 :30	:15 :30	:15 :30
:45	:45	.45	:45
1 .:15	1 :15	1 :15	1 :15
:30	:30	-30	:30
.45 2	45 2	¹⁴⁵ 2	¹⁴⁵ 2
2 :15	:15	:15	:15
:30	:30 :45	:30 :45	:30
3	3	3	3
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
:30	:30	:30	:30
^{:45} 5	5	:45 5	:45 5
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30
6	6	6	6
:15 :30	:15 :30	:15 :30	:15
:45	:45	:45	-45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
^{:45} 8	345 8	345 8	³⁴⁵ 8
:15	:15	:15	:15
:30 :45	:30 :45	30 345	30 345
9	9	9	9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45

Weekly Plan Sheet from Feb 18 - 24, 2024

Thursday, Feb 22	Friday, Feb 23	Saturday, Feb 24	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15	:15	:15	Date Night
:30 :45	30 45	:30 :45	
7	7	7	
:15 :30	:15	:15 :30	Mary Kay Time: Meetings, Networking, Training, etc.
:45	.45	:45	
8 :15	8	8	Exercise, Hair, Nails, Coffee with
:30	-10	:0	Friends, etc
:45	45	:45	INCOME PRODUCING ACTIVITY
9 :15	9 :15	9 :15	Booking Appointments
:30	-30	:30	Coaching Calls
^{:45} 10	·45 10	:45 10	_ Team Phone Calls
:15	:15	:15	Facials/Parties/Virtual Events
:30	:30 :45	:30	Customer Follow Up Calls Sharing the Opportunity
^{:45} 11	⁴⁵	²⁴⁵	
:15	:15	:15	BOOKINGS/FACES RESULTS
:30 :45	30	:30 :45	BOOKINOS/TACES RESULTS
12	12	12	# Booking Held this Week:
:15	:15	:15	
:30 :45	:30 :45	:30	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15	:15 :30	
:45	:45	:45	PERSONAL SALES RESULTS
2	2	2	
:30	-10 	:10	Total Sales This Week:
:45	:45	:45	
3 :15	3	3	40% Profit:
:30	:30	:30	40% Pront:
:45	.45	:45	TRACKING MY STAR
4 :15	4 :15	4 :15	
:30	.30	:30	Wholesale Orders This Week:
⁻⁴⁵ 5	^{:45} 5	^{:45} 5	-
:15	• :15	:15	Amt. Needed to Finish Star:
-30	.30 .45	:30	
6	45 6	6	-
:15	:15	:15	Unit Stars to Date:
:30 :45	30 45	:30	
7			
	7	7	- SHARING THE OPPORTUNITY
:15	7 :15 30	7 :15 :30	SHARING THE OPPORTUNITY RESULTS
:15 :30 :45	7 15 30 45	7 :15 :30 :45	RESULTS
:30	7 15 30 45 8	7 :15 :30 :45 8	
:30		7 :15 :30 :45 8 :15 :30	RESULTS Personal Sharing Appts:
30 345 8 :15	8 :15	7 :15 :30 :45 8 :15 :30 :45	RESULTS
30 345 8 115 30 345 9	8 :15 :30 :45 9	:45 9	RESULTS Personal Sharing Appts: New Personal Team Mbrs:
30 345 8 115 30 345	8 30 45 45		RESULTS Personal Sharing Appts:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

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

Notes

Weekly Plan Sheet from February 25 - March 2, 2024

Sunday, Feb 25	Monday, Feb 26	Tuesday, Feb 27	Wednesday, Feb 28
6 :15	6 :15	6 :15	6 :15
:30	30	:30	:30
·45 7	·45 7	³⁴⁵ 7	45 7
:15	:15	:15 :30	:15 :30
:45	45	:45	:45
8 :15	8	8:15	8 :15
:30	-30	:30	:30
^{:45} 9	^{:45} 9	.45 9	:45 9
:15	:15	:15	:15
:30 :45	30 45	:30 :45	.30 .45
10	10	10 :15	10
:15	:15	:15	:15 :30
:45 11	·45 11	345 11	^{.45} 11
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
12	12	12	12
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45	.45	:45
1 :15	1 :15	1 :15	1:15
.30	30	30	:30
^{.45} 2	^{:45} 2	³⁴⁵ 2	^{.45} 2
:15	:15	:15	:15
:30 :45	30 :45	:45	:45
3 :15	3	3 :15	3
:30	30	:30	:30
:45	45	.45 4	45
* :15	115	:15	:15
:30 :45	:30 :45	:30 :45	.30 .45
5	5	5	5
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	345 -	.45
6 :15	6 :15	6 :15	6 :15
:30	30	:30 	:30
^{.45} 7	·45 7	³⁴⁵ 7	45 7
:15	:15	:15	:15
:30 :45	30 .45	30	:30
8	8	8	8
:30	30	:30	:30
.45 9	·45	345 9	:45 9
3 :15	3 115	:15	:15
:30 :45	30	:30 :45	:30 :45

Weekly Plan Sheet from Feb 25 - Mar 2, 2024

WEEKIY FINIT STIELLT			excites you!
Thursday, Feb 29	Friday, Mar I	Saturday, Mar 2	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :46	:15 :30 :45	Date Night
7 :15 :30 :45	7 115 30 345	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
8 :15 :30	115 130		Exercise, Hair, Nails, Coffee with Friends, etc
-45 9 :15 :30	:45 9 :15 :30	:45 9 :15 :30	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls
:45 10 :15 :30	:45 10 :15 :30	:45 10 :15 :30	Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls
-30 -45 11 -15	10 11 15	.50 :45 11 :15	Sharing the Opportunity
30 345 12 315	30 45 12 15	30 345 12 315	BOOKINGS/FACES RESULTS # Booking Held this Week:
.30 .45 1	30 345 1	.30 .45 1	# Bookings Next Week:# Faces This Week:
:15 :30	:15 :30	:15 :30	
-45 2 :15 :30	:45 2 :15 :30	:45 2 :15 :30	PERSONAL SALES RESULTS Total Sales This Week:
:45 3 :15 :30	:45 3 :15 :30	:45 3 :15 :30	 40% Profit:
:45 4	:45 4	:45 4	TRACKING MY STAR
:15 :30 :45	:15 :30 :45	:15 :30 :45	Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	6 :15 :30	6 :15 :30	Unit Stars to Date:
-45 7 :15 :30	:45 7 :15 :30	:45 7 :15 :30	SHARING THE OPPORTUNITY RESULTS
.45 8 :15	446 8 115	:46 8 :15	Personal Sharing Appts:
-30 -45 9	30 345 9	:30 :45 9	New Personal Team Mbrs: Team Sharing Appts:
:15 :30 :45	:15 :30 :45	:15 :30 :45	New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

Notes



March

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

		2024					A C	P	
Thursday	Friday	Saturday	A	I P	Rİ		20)2	4
	 	2	5	Μ	Τ	W	Τ	F	5
					2	3	4	5	6
			7	8	9	10		12	13
			14 21	15 22	16 23	17 24	18 25	19 26	20 27
7	8 International Women's Day	9	28			21	25	20	ZI
14	15 Summer 2024 PCP Enrollment Begins	16				ote	29		
21	22	23							
28	29 Good Friday	30							



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

\$

PROFIT 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 I–2 Active Team Members

Personal & Unit Goals

BEAUTY CONSULTANT



\$	
	CONSISTENCY IS THE KEY!
\bigcap	July 2023 – June 2024
	\$600

My Goal:

Track Your

Wholesale Orders!

TEAM PROD	UCTION GOAL: \$
DATE:	TEAM WHOLESALE PRODUCTION
5TH	
IOTH	
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	

\$400

\$250

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

End of Month.

Star Goal:	Total on the lst:	Total:
Court of Personal Sales YTD:	YTD on the lst:	YTD Total:
Court of Personal Sharing:	# of Qualified on lst:	# Qualified Total:
Car Production:	On the lst:	On the last Day:
Team Member Goal:	# of Team Members on 1st:	# of Team Members:

Beginning of Month

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
Ready. Set. GOAL! \$	\$ ÷ .40 = (Include the tax for your goal in your profit total) 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!	Picture of Your Goal! Idea: Share this with your director and	Track Your, Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales! \$1,500 \$1,500 \$1,200 \$850 every month = On Target for Princess Court of Sales! \$600 \$850 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target Sales! \$400 \$225
Break your goal uto bite size chunks!	your sister consultants by the 5th! Month End Actual Totals: Total Sold: 40% Profit: 50% Wholesale: 5% Section 2/ Supplies: 5% MK Events/PCP:	Orders Placed This Month: Section 1 Section 2

MONTHLY

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.

Cheque Calculator

Personal Sales

\$\$	Sect 1 Sect 5	_	
=			

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**

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.

=

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 <u>intouch.ca</u> for Full Details and Requirements.

MONTH:

TOTAL:

Notes

Personal Retail Sales Monthly Goal:

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

Month of _____

Personal Retail Sales Monthly Goal:

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

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

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

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

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



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

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

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

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

Sharing the Mary Kay Opportunity with Confidence!

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

6 Reasons People Choose A Mary Kay Business

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

• I. Money

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

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

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

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

Notes	

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\$

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 S

Notes



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

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

ISTS.	

Notes

Weekly Plan Sheet from Mar 3 - Mar 9, 2024

Sunday, Mar 3	Monday, Mar 4	Tuesday, Mar 5	Wednesday, Mar 6
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
⁻⁴⁵ 7	45 7	⁴⁵ 7	:45 7
:15 :30	:15	:15	:15
:45	.45		.45
8 :15	8	8 :15	8
:30	:30	:30	:30
.45 9	9	^{:45} 9	9
:15	:15	:15	:15
:30 :45	.30 .45	-30 -45	.30 .45
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45	.45	45
11 :15	11 :15	11 :15	11 :15
:30 :45	30 345	30 45	30 35
12	12	12	12
:15	:15 :30	:15 :30	:15 .30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1 :15
:30	:30	:30	:30
^{.45} 2	:45	^{:45} 2	:45 2
:15	:15	:15	:15
:30 :45	-30 	:30 :45	30 345
3	3	3	3
:15 :30	:15 :30	:15 :30	:15 :30
:45	45	:45	45
4 :15	4 :15	4 :15	4 :15
:30	30	30	:30
	5	5	5
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
6 :15	6 :15	6 :15	6 :15
.30	:30	:30	:30
^{:45} 7	:45	:45 7	:45 7
:15	:15	:15	:15
:30 :45	.30 .45	.30 .45	.30 .45
8	8	8	8
:15 :30	:15 :30	:15 :30	:15 :30
:45	-	.45	-
9 :15	9 :15	9 :15	9 :15
-30	.30	30	.30
:45	.45	:45	.45

Weekly Plan Sheet from Mar 3 - Mar 9, 2024

Thursday, Mar 7	Friday, Mar 8	Saturday, Mar 9	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
8 :15 :30	8 :15 :30	8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
.45 9 .15 .30 .46 10 .15 .30 .45 11	345 9 :15 :30 :45 10 :15 :30 :45 10 :15 :30 :45 11	:45 9 :15 :30 :45 10 :15 :30 :45 10 :15 :30 :45 11	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
15 30 45 12	:15 :30 :45 12	15 30 45 12	BOOKINGS/FACES RESULTS # Booking Held this Week:
:15 :30 :45 1 :15	:15 :30 :45 1 :15	:15 :30 :45 1 :15	# Bookings Next Week: # Faces This Week:
30 345 2 30	30 35 2 30 30	30 145 2 15 30	PERSONAL SALES RESULTS Total Sales This Week:
445 3 .115 .30 .45	35 3 30 30	:45 3 :15 :30 :45	 40% Profit:
4 :15 :30 :45	4 :15 :30 :45	4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30 :45	6 :15 :30 :45	6 :15 :30	Unit Stars to Date:
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	SHARING THE OPPORTUNITY RESULTS
8 :15 :30 :45	8 :15 :30 :45	8 :15 :30 :45	Personal Sharing Appts: New Personal Team Mbrs:
9 :15 :30 :45	9 :15 :30 :45	9 :15 :30 :45	Team Sharing Appts: New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

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

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

IIS LS.	

Notes

Weekly Plan Sheet from March 10 - March 16, 2024

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

Weekly Plan Sheet from March 10 - March 16, 2024

Thursday, Mar 14	Friday, Mar 15	Saturday, Mar 16
	6	6
	:15	:15
	:30	:30
	:45	:45
	7 :15	7 :15
	30	:30
	:45	:45
	8	8
	:15	:15
	:30	:30
	:45	:45
	9	9
	:15	:15
		:30
	·45 10	:45 10
	10 :15	:15
	30	:30
	:45	:45
	11	11
	:15	:15
	:30	:30
	:45	:45
	12	12
	:15	:15
	:30	:30
	:45	:45
	1	1 Lat
	:15 :30	:15 :30
	:45	:45
	2	2
	- :15	:15
		:30
	:45	:45
	3	3
	:15	:15
	:30	:30
	:45	:45
	4	4
	:15	:15
	30 :45	:45
	⁴³ 5	5
	3 :15	:15
	.30	:30
	:45	:45
	6	6
	:15	:15
	.30	:30
	:45	:45
	7	7
	:15	:15
	30 :45	:45
	³⁴⁵ 8	8
	ö :15	ð :15
	30	:30
	:45	:45
	9	9
	:15	:15
	:30	:30
	:45	:45

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week:_

Bookings Next Week:

Faces This Week:

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date:

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _

New Personal Team Mbrs:_

Team Sharing Appts:

New Team Members:

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

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

lists.		

Notes

Weekly Plan Sheet from March 17 - March 23, 2024

6 6	6	
:15	:15	6 :15
:30 :30 :45 :45	:30 :45	:30
7 7	7	7
:15 :30 :30	:15 :30	:15 :30
:45	45	:45
8 8 :15 115	8 :15	8 :15
30 30	30	:30
.45 9 9	.45 9	.45 9
:15 :15 :30 :30	:15 :30	:15 :30
:45 45	:45	:45
10 10 :15 :15	10 :15	10 :15
:30 :30	:30	:30
^{:45}	:45	:45 11
:15 :15	:15	:15
30 30 :45 45	:30 :45	:30 :45
12 12	12	12
:15 :15 :30 :30	:15 :30	:15 :30
:45	:45	:45
1 1 :15 :16	1 :15	1 :15
:30 :30 :45 :45	:30	:30
2 2	2	2
:15 :30 :30	:15 :30	:15 :30
:45	:45	:45
3 3 :15 115	3	3:15
:30 :30	:30	:30
45 45 445 445	.45 4	.45 4
:15 :15	:15	:15
30 30 145 45	:30 :45	:30 :45
5 5	5	5
:15 :15 :30 :30	:15 :30	:15 :30
·45 45 6 6	45	45
6 6 :15 15	6 :15	6 :15
30 30 345 45	:30	:30
7 7	7	7
:15 :15 :30 :30	:15 :30	:15 :30
:45		:45
8 8 :15 :15	8 :15	8 :15
30 30	:30	:30
45 45 9 9	.45 9	.45 9
:15 :15	:15	:15
30 30 145 45	:30 :45	:30 :45

Weekly Plan Sheet from March 17 - 23, 2024

WEEKIY FIMITSTIEEL			excites you!
Thursday, Mar 21	Friday, Mar 22	Saturday, Mar 23	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
15 130 145	- :15 :30 :45	:15 :30 :45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
30	145 8 :15 :30	:45 8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:45 9 :15 :30	 .45 9 .15 .30 	.45 9 :15 :30	- INCOME PRODUCING ACTIVITY Booking Appointments
:30 :45 10 :15	30 45 10 15	:30 :45 10 :15	Coaching Calls Team Phone Calls Facials/Parties/Virtual Events
:30 :45 11	30 35 11	30 345 11	Customer Follow Up Calls Sharing the Opportunity
:15 :30 :45 12	:15 :30 :45 12	:15 :30 :45 12	BOOKINGS/FACES RESULTS # Booking Held this Week:
12 :15 :30 :45	12 :15 :30 :45	12 :15 :30 :45	# Bookings Next Week:
1 :15 :30	1 :15 :30	1 :15 :30	# Faces This Week:
:45 2 :15 :30	45 2 :15	:45 2 :15 :30	PERSONAL SALES RESULTS Total Sales This Week:
:30 :45 3 :15	30 45 3 :15	:45 3 :15	 40% Profit:
30 45 4	-10 -30 -45 -45	:30 :45 4	TRACKING MY STAR
:15 :30 :45	:15 :30 :45	:15 :30 :45	Wholesale Orders This Week:
5 :15 :30	5 :15 :30 45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	45 6 :15 :30	6 :15 :30	Unit Stars to Date:
345 7 :15	45 7 :15	:45 7 :15	SHARING THE OPPORTUNITY
30 45 8	30 45 8	:30 :45 8	RESULTS Personal Sharing Appts:
:15 :30 :45	:15 :30 :45	:15 :30 :45	New Personal Team Mbrs:
9 :15 :30 :45	9 :15 :30 :45	9 :15 :30 :45	Team Sharing Appts: New Team Members:
.40	.40	.+.	

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

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

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

IIS LS.	

Notes

Weekly Plan Sheet from March 24 - 30, 2024

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

Weekly Plan Sheet from March 24 - 30, 2024

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

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

Notes



April

Sunday	Monday	Tuesday	Wednesday
	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	

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





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

\$

PROFIT 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 I–2 Active Team Members

BEAUTY CONSULTANT



ATI S	ALES GOAL THIS MONTH
4	L
ч	
	CONSISTENCY IS THE
	KEY!
\int) July 2023 - June 2024
	A (0.0
	5600

\$250

\$400

Track Your Wholesale Orders!

My Goal:

TEAM PRODUCTION GOAL: \$			
DATE:	TEAM WHOLESALE PRODUCTION		
5TH			
10TH			
I5TH			
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

End of Month.

Star Goal:	Total on the lst:	Total:
Court of Personal Sales YTD:	YTD on the lst:	YTD Total:
Court of Personal Sharing:	# of Qualified on lst:	# Qualified Total:
Car Production:	On the lst:	On the last Day:
Team Member Goal:	# of Team Members on 1st:	# of Team Members:

Personal & Unit Goals

Beginning of Month

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
Ready. Set. GOAL! \$	\$ ÷ .40 = (Include the tax for your goal in your profit total) 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!	Picture of Your Goal! Idea: Share this with your director and	Track Your, Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales! \$1,500 \$1,500 \$1,200 \$850 every month = On Target for Princess Court of Sales! \$850 \$850 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target Sales! \$225 \$600 every month = On Target Sales!
Break your goal uto bite size chunks!	your sister consultants by the 5th! Month End Actual Totals: Total Sold: 40% Profit: 50% Wholesale: 5% Section 2/ Supplies: 5% MK Events/PCP:	Orders Placed This Month: Section 1 Section 2

MONTHLY

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.

Cheque Calculator

Personal Sales

\$\$	Sect 1 Sect 5	_	
=			

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**

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.

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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 <u>intouch.ca</u> for Full Details and Requirements.

MONTH:

TOTAL:

Notes

Personal Retail Sales Monthly Goal:

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

Month of _____

Personal Retail Sales Monthly Goal:

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

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

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

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

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



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

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

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

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

Sharing the Mary Kay Opportunity with Confidence!

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

6 Reasons People Choose A Mary Kay Business

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

• I. Money

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

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

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

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

Notes	

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\$

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 S

Notes



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

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

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Notes

Weekly Plan Sheet from March 31 - April 6, 2024

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

Weekly Plan Sheet from March 31 - April 6, 2024

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

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

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

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

ISTS.	

Notes

Weekly Plan Sheet from April 7 - 13, 2024

Sunday, Apr 7	Monday, Apr 8	Tuesday, Apr 9	Wednesday, Apr 10
6 :15	6 :15	1	6 :15
-30	:30	:30 :45	:30
7	7	7	7
:15 :30	:15 :30	:15 :30	:15 :30
:45 8	.45 8	.45 8	.45 8
:15	:15	:15	:15
:30 :45	:30 :45	:30 	:30
9 :15	9 :15	9 :15	9 :15
:30	:30	:30	:30
^{:45} 10	345 10	:45 10	·45 10
:15 :30	:15 :30	:15 :30	:15
:45	:45	:45	:45
11 :15	11 :15	11 :15	11 :15
:30 :45	:30 :45	:30 :45	:30 :45
12	12	12	12
:15 :30	:15 :30	:15 :30	:15 :30
.45	:45	:45	:45
1 :15	1:15	1:15	1:15
:30	:30 :45	:30 :45	:30 :45
2	2		2
:15 :30	:15 :30	:15 :30	:15 :30
3	3	3	3
:15	:15	:15	:15
:30 :45	:30 :45	.30 .45	.30 .45
4 :15	4 :15	4 :15	4 :15
:30	:30	:30	:30
^{:45} 5	³⁴⁵ 5	45 5	45 5
:15	:15	:15	:15 :30
:45	:45	:45	:45
6 :15	6 :15	6 :15	6 :15
:30	:30 .45	:30 	:30
^{:45} 7	45 7	45 7	.45 7
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30 :45	:30 :45
9	9	9	9
:15 :30	:15 :30	:15 :30	:15 :30
:45	x5	:45	:45

Weekly Plan Sheet from April 7 - 13, 2024

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

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

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

Notes	

Weekly Plan Sheet from April 14 - 20, 2024

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

Weekly Plan Sheet from April 14 - 20, 2024

Thursday, Apr 18	Friday, Apr 19	Saturday, Apr 20	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30	:15 :30	:15 :30	Date Night
:45		:45	
7 :15	7 :16	:15	Mary Kay Time: Meetings,
30	30	:30	Networking, Training, etc.
.45 8	·45 8	:45 8	Everaine Hain Nation C C
:15	: :15	:15	Exercise, Hair, Nails, Coffee with Friends, etc
30 ;45	30 (45	:30 :45	
9	9	9	INCOME PRODUCING ACTIVITY
:15 :30	:15 :30	:15 :30	Booking Appointments Coaching Calls
:45	:45	:45	Team Phone Calls
10 :15	10 :15	10 :15	Facials/Parties/Virtual Events
-30	:30 	-30 	Customer Follow Up Calls Sharing the Opportunity
^{:45} 11	·45 11	:45 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/FACES RESULTS
:30 :45	30 :45	:30 :45	
12	12	12	# Booking Held this Week:
:15 :30	:15 :30	:15 :30	# Bookings Next Week:
:45	:45	:45	
1 :15	1 :15	1 .15	# Faces This Week:
30	30	:30	
^{:45} 2	·45 2	:45 2	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week:
-30 -45	30 345	:30 :45	
3	3	3	
:15 :30	:15 :30	:15 :30	40% Profit:
:45	:45	:45	
4 :15	4 :15	4 :15	TRACKING MY STAR
-30	30	:0	Wholesale Orders This Week:
^{:45} 5	·45 5	:45 5	
5 :15	:15	:15	Amt. Needed to Finish Star:
:45	:30 :45	:45	
6	6		
		6	
:15 :30	6 :15 :30	6 :15 :30	Unit Stars to Date:
:15 :30 :45		6 :15 :30 :45	Unit Stars to Date:
:15 :30 :45 7 :15	30	6 :15 :30 :45 7 :15	SHARING THE OPPORTUNITY
115 30 345 7 115 30	30	6 :15 :30 :45 7 :15 :30	
30 345 7 115	30	6 :15 :30 :45 7 :16 :30 :45 :45 8	SHARING THE OPPORTUNITY RESULTS
30 345 7 115	30 45 7 :15 :30	:30 :45 7 :15 :30	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts:
30 35 36 30 30 45 8 30 30	30 345 7 300 301 302 303 304 305 306 307 308 309 309 301 301 302 303 304 305 306	30 30 35 35 30 30 36 30 30 30	SHARING THE OPPORTUNITY RESULTS
30 35 36 30 36 8 15 15 15	30 345 7 350 30 345 8 315	:30 :45 7 :15 :30 :45 8 :15	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: New Personal Team Mbrs:
30 :45 7 :15 :30 :46 8 :15 :30 :45 9 :15	.30 .45 7 .15 .30 .45 8 .15 .30 .45 .30 .45 .30 .45 .30 .45 .30 .45 .30 .45 .30 .45 .30 .45 .30 .45 .30 .45 .30 .45	30 :45 7 :15 :30 :46 8 :15 :30 :45 9 :15	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: New Personal Team Mbrs: Team Sharing Appts:
30 35 36 37 30 30 35 8 30 30 30 30 30 30 30 30 30 30	30 345 7 300 301 302 303 304 305 306 307 308 309 309 301 301 302 303 304 305 306	30 30 45 7 15 30 45 8 30 15 30 30	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: New Personal Team Mbrs:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

SUNDAY BRAIN DUMP for the week of Apr 21 - 27, 2024 I. This is a master to do list! List everything on your mind, emails to send, errands to do, etc... 2. Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do

lists.		

Notes	

Weekly Plan Sheet from April 21 - 27, 2024

Sunday, Apr 21	Monday, Apr 22	Tuesday, Apr 23	Wednesday, Apr 24
6 :15	6 :15	6 :15	6 :15
:30	:30 	:30	30
^{:45} 7	345 7	⁴⁵ 7	45 7
:15	:15 :30	:15 :30	:15 :30
:45	.45		.45
8	8 :15	8 :15	8
:30	:30	:30	:30
·45 9	:45 9	:45 9	9
:15	:15	۲ 15	:15
:30 :45	:30 :45	-30 -45	:30 :45
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45	36	:45	:45
11 :15	11 :15	11 :15	11 :15
-30	:30	.30	:30
^{:45} 12	³⁴⁵ 12	⁴⁵ 12	³⁴⁵ 12
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	.30 :45
1	1	1	1
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
2 :15	2 :15	2 :15	2 :15
-30	:30	:30	:30
⁻⁴⁵ 3	3	⁴⁵ 3	45 3
:15	:15	:15	:15
:45	:30 :45	-30 :45	-30
4	4	4	4
:15	:15 :30	:15 :30	:15 :30
:45	:45	-	-
5 :15	5 :15	5 :15	5 :15
:30	:30 :45	30	:30 :45
6	6	6	6
:15	:15	:15	:15
:45	30	.45	.45
7 :15	7 :15	7 :15	7 :15
-30	:30	30	30
:45	.45 8	45	.45 8
:15	6 :15	8 :15	8 :15
:30	:30 :45	30	.30 :45
⁴⁹ 9			9
:15	:15	:15	:15 :30
:45	.45	.45	:45

Weekly Plan Sheet from April 21 - 27, 2024

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

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

Notes	



May

Sunday	Monday	Tuesday	Wednesday
			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 Uictoria Day	21	22
26	27 Memorial Day (US)	28	29

		2024	
Thursday	Friday	Saturday	June 2024 5 M T W T F 5
2	3	4	2 3 4 5 6 7 8 9 10 11 12 13 14 15
9 Summer 2024 Early Order Begins For PCP/Stars	10		16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 Notes
16 Summer 2024 Official Launch	17	18	
23	24	25	
30	31		





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

\$

PROFIT 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 I–2 Active Team Members

Personal & Unit Goals

BEAUTY CONSULTANT



TLS/ \$	ALES GOAL THIS MONTH
\bigcap	CONSISTENCY IS THE KEY! July 2023 - June 2024
	\$600

My Goal: \$400 \$250

Track Your Wholesale Orders!

TEAM PROD	UCTION GOAL: \$
DATE:	TEAM WHOLESALE PRODUCTION
5TH	
IOTH	
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

End of Month.

Star Goal:	Total on the lst:	Total:
Court of Personal Sales YTD:	YTD on the lst:	YTD Total:
Court of Personal Sharing:	# of Qualified on lst:	# Qualified Total:
Car Production:	On the lst:	On the last Day:
Team Member Goal:	# of Team Members on 1st:	# of Team Members:

Beginning of Month

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
Ready. Set. GOAL! \$	\$ ÷ .40 = (Include the tax for your goal in your profit total) 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!	Picture of Your Goal! Idea: Share this with your director and	Track Your, Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales! \$1,500 \$1,500 \$1,200 \$850 every month = On Target for Princess Court of Sales! \$600 \$850 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target Sales! \$400 \$225
Break your goal uto bite size chunks!	your sister consultants by the 5th! Month End Actual Totals: Total Sold: 40% Profit: 50% Wholesale: 5% Section 2/ Supplies: 5% MK Events/PCP:	Orders Placed This Month: Section 1 Section 2

MONTHLY

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.

Cheque Calculator

Personal Sales

\$\$	Sect 1 Sect 5	_	
=			

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**

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.

=

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 <u>intouch.ca</u> for Full Details and Requirements.

MONTH:

TOTAL:

Notes

Personal Retail Sales Monthly Goal:

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

Month of _____

Personal Retail Sales Monthly Goal:

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

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

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

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

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



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

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

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

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

Sharing the Mary Kay Opportunity with Confidence!

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

6 Reasons People Choose A Mary Kay Business

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

• I. Money

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

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

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

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

Notes	

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\$

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 S

Notes



S	SUNDAY BRAIN DUMP for the week of Apr 28 - May 4, 2024		
I. 2.	This is a master to do list! List everything on your mind, emails to send, errands to do, etc Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it!		
3.	Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.		

Notes	

Weekly Plan Sheet from April 28 - May 4, 2024

Sunday, Apr 28	Monday, Apr 29	Tuesday, Apr 30	Wednesday, May I
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
·45	³⁴⁵	·45	:45
7	7	7	7
:15	:15	:15	:15
	:30	:30	:30
:45	x45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30 :45	.30 .45	:30
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	30	:30
:45	:45		:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	.45	.45	·45
	2	2	2
2 :15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	45	45	45
4	*	4	*
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	345 6	:45 6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15		:15	:15
:30	:30	10	:15 :30
:45	345	35	:45
8	8	8	8
:15	:15 	:15	:15
:30	:30	:30	:30
:45	:45		:45
9	9	9	9
:15		:15	:15
.30	:30	130	:15
:45	:45	:45	.45

Weekly Plan Sheet from April 28 - May 4, 2024

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

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

I. 2.	SUNDAY BRAIN DUMP for the week of May 5 - 11, 2024 This is a master to do list! List everything on your mind, emails to send, errands to do, etc Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it!		
3.	Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.		

Notes	

Weekly Plan Sheet from May 5 - 11, 2024

Sunday, May 5	Monday, May 6	Tuesday, May 7	Wednesday, May 8
6 :15	6 :15		6 :15
-10	.30	.30	-30
·45 7	:45 7	:45 7	:45
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
8	8	8	8
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
9 :15	9 :15	9 :15	9 :15
:30	:30	:30	:30
:45 10	:45 10	:45 10	:45 10
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	.30 .45
11	11		11
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
12 :15	12 :15	12 :15	12 :15
:30	:30	:30	.30
:45	.45	.45	.45
1 :15	1 :15	1 :15	1 :15
-30	:30	:30	:30
⁻⁴⁵ 2	^{.45} 2	^{.45} 2	⁴⁵ 2
:15	:15	:15	:15
-30 -45	:30 :45	:30 :45	-30 -/45
3	3	3	3
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	x45
4 :15	4 :15	4 :15	4 :15
:30	:30	:30	:30
^{:45} 5	5 S	5 s	²⁴⁵ 5
- :15	:15	:15	:15
:30 :45	:30 :45	:30 :45	.30 .45
6	6	6	6
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	30	30	30
.45	:45 8	345 8	345 8
:15	0 :15	0 :15	0 :15
:30 :45	:30 :45	:30 :45	:30 :45
⁴⁵ 9	9		9
:15	:15 :30	:15	:15
:45	:30 :45	:30 :45	:30 :45

Weekly Plan Sheet from May 5 - 11, 2024

Thursday, May 9	Friday, May 10	Saturday, May II	G Fo
6	6	6	Fo
:15 :30	:15 :30	:15 :30	D
:45	-30 	:45	
7	7	7	
:15	:15	:15	M
:30	:30 :45	:30 :45	Ν
8	8	8	E
:15	:15	:15	F
:30	:30	:30	
:45	:45	:45	
9 ::15	9 :15	9 :15	B
:30	:30	:30	С
:45	:45	:45	Te
10	10	10	Fo
:15 :30	:15 :30	:15 :30	C
:45	·30 :45	:45	Sł
11	11	11	
:15	:15	:15	В
:30	:30	30	
^{.45} 12	^{:45} 12	^{:45} 12	#
:15	:15	:15	
:30	:30	:30	#
:45	:45	:45	
1	1	1	#
:15 :30	:15	:15	
:45	:45	:45	р
2	2	2	
:15	:15	:15	Т
:30 :45	:30 :45	-30 :45	
3	3	3	
:15	:15	:15	4
:30	:30	:30	
.45		:45	Т
4 :15	4 :15	4 :15	
:30	:30	:30	U
:45	:45	:45	
5	5	5	A
:15 :30	:15 :30	:15	А
45	.30 :45	:45	
6	6	6	
:15	:15	:15	υ
.30	:30	:30	
^{:45} 7	³⁴⁵ 7	:45 7	
:15	:15	:15	S
:30	:30	:30	R
:45	45	:45	р
8:15	8 :15	8 :15	
:30	30	:30	Ν
:45	:45	:45	
9	9	9	Te
:15 :30	:15 :30	:15 :30	
:45	· · · · · · · · · · · · · · · · · · ·	:30	

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

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

Family Time

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

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date:

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: 🗕

New Personal Team Mbrs:__

Team Sharing Appts:

New Team Members:

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

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

Notes	

Weekly Plan Sheet from May 12 - 18, 2024

Sunday, May 12	Monday, May 13	Tuesday, May 14	Wednesday, May 15
6 :15	6 :15		6 :15
:30 :45		:30 :45	:30 :45
7	7		7
:15 :30	:15 :30	:15 .30	:15 :30
:45	:45	.45	:45
8 :15	8 :15	8 ::15	8 ::15
:30 :45	30 45	:30 :45	30 .45
9	9	9	9
:15 :30	:15 :30	:15 :30	:15 :30
:45	45		:45 10
10 :15	10 :15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
11	11	11	11
:15 :30	:15 :30	:15 	:15
^{:45} 12	^{:45} 12		⁴⁵ 12
:15	:15	:15	:15
·30 ·45	-30 -45	.30 .45	:30
1	1	1	1
:30	:15 :30	:15 :30	:15 :30
·45 2	:45	^{.45} 2	45 2
:15	:15	- :15	:15
:30 :45	:30 :45	-30 	:30 :45
3 :15	3	3	3 :15
-30	.30	30	.30
45	4	:45 4	45
:15	:15	:15	:15
:30 :45	:30 :45	:30 	:30 :45
5	5	5	5 :15
:30	:30	:30	:30
^{:45} 6	:45 6	:45 6	:45 6
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	.30 .45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
.45 8	8	:45 8	.45 8
:15	:15	:15	:15
:30 :45	-30 	.30 .45	30 345
9 :15	9 :15	9 :15	9 :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	God: Devo Faith
6	6	6	Family Tim
:15	:15	:15	Date Night
:30 :45	:30 :45	:30	DuterNight
7	7	7	- N 4 and 1 4 and 5
:15 :30	:15 :30	:15	Mary Kay Networkin
:45	:45		
8	8	8	Exercise, H
:15 :30	:15 :30	:15	Friends, et
:45	:45	:45	INCOME
9 :15	9:15	9 :15	Booking A
:30	:30	:30	Coaching (
:45	:45	:45	Team Phor
10 :15	10 :15	10 :15	Facials/Pa
30	:30	:30	Customer Sharing the
:45	:45	:45	_
11 :15	11 :15	11 :15	BOOKIN
;30	:30	:30	BOOKIN
:45	:45	:45	# Booking
12 :15	12 :15	12 :15	
:30	:30	:30	# Booking
:45 1	:45	:45	# Faces TI
:15	:15	:15	
:30	:30	:30	
²⁴⁵ 2	^{.45}	·45 2	PERSON
:15	:15	:15	Total Sal
:30	:30	:30	
^{:45} 3	3	3	
:15	:15	:15	40% Pro
:30 :45	:30 :45	:30 :45	
4	4	4	TRACKI
:15	:15	:15	Wholesal
:30 :45	:30 :45	:30 :45	00100000
5	5	5	-
:15	:15	:15	Amt. Nee
:45	:30	:30 :45	
6	6	6	
:15	:15	:15	Unit Star
:45	:30 :45	:30	
7	7	7	SHARING
:15 :30	:15	:15	RESULTS
:45	:45	:45	
8	8	8	Personal
:15 :30	:15 :30	:15 :30	Now Day
:45	:45	:45	New Pers
9	9	9	Team Sha
:15 :30	:15 :30	:15	
:45	:45	:45	New Tear

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

tion, Church, Bible Study,

е

Time: Meetings, g, Training, etc.

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

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

GS/FACES RESULTS

Held this Week:

s Next Week:

his Week:

NAL SALES RESULTS

les This Week:

ofit:

ING MY STAR

e Orders This Week:

eded to Finish Star:

rs to Date:

G THE OPPORTUNITY

Sharing Appts: _

sonal Team Mbrs:_

aring Appts:

m Members:

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

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

Notes

Weekly Plan Sheet from May 19 - 25, 2024

Sunday, May 19	Monday, May 20	Tuesday, May 21	Wednesday, May 22
6	6	6	6
:15	:15	:15	:15
:30	:30 :45		:30 :45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
.45	:45	:45	:45
8	8	8	8
:15 :30	:15	:15	:15
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
-30	:30	.30	:30
^{:45}	35	45	345
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	³⁴⁵	¹⁴⁵	³⁴⁵
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	.30
:45	:45	:45	
1	1	1	1
:15	:15	:15	:15
-30	:30 	.30	.30
^{.45}	45	⁴⁵	^{.45}
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	3	:45 3	3
:15	:15	:15	:15
:30	:30	.30	:30
:45	:45	.45	:45
4	4	4	4
:15	:15	:15	:15
-30	:30 	:30	:30
^{:45}	45	45	⁴⁵
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	345	45	45
6	6		6
:15	:15	:15	:15
:30	:30	:30	.30
:45	:45		
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
^{:45}	45	^{:45}	⁴⁵
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
.45	345	.45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	.30
:45	:45	:45	.45

Weekly Plan Sheet from May 19 - 25, 2024

weekly Plan Sheet t	ROMM(MMMMMMMM	2027	excites you!
Thursday, May 23	Friday, May 24	Saturday, May 25	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 .30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15	7	7	Mary Kay Time: Meetings,
:30	:15 :30	:15 :30	Networking, Training, etc.
.45	×45 8	:45	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30 :45	:30 :45	:30 :45	
9	9	9	INCOME PRODUCING ACTIVITY Booking Appointments
:15 :30	:15 :30	:15 :30	Coaching Calls
:45	:45	:45	Team Phone Calls
10 :15	10 :15	10 :15	Facials/Parties Customer Follow Up Calls
:30	:30	:30	Sharing the Opportunity
11	11	11	
:15 :30	:15	:15	BOOKINGS/FACES RESULTS
45	.45	:45	# Booking Held this Week:
12 :15	12 :15	12 :15	
30	:30	:30	# Bookings Next Week:
45	.45	:45	# Faces This Week:
:15	:15	:15	
:30	.30 :45	:30	PERSONAL SALES RESULTS
2	2	2	
:15 :30	:15 :30	:15 :30	Total Sales This Week:
:45	245	:45	
3 :15	3 :15	3 :15	40% Profit:
:30	:30	:30	
⁴⁴⁵	.45 4	:45 4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30 :45	.30 :45	:30 :45	
5	5	5	Amt. Needed to Finish Star:
:15 :30	:15 :30	:15 :30	Ame. Needed to Finish Star:
:45	:45	:45	
6 :15	6 :15	6 :15	Unit Stars to Date:
.30	30	:30	
⁻²⁴⁵ 7	·45 7	·45 7	
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS
:45	:30 :45	:45	
8	8	8	Personal Sharing Appts:
:15 :30	:15 :30	:15 :30	New Personal Team Mbrs:
:45	:45	:45	
9 :15	9 :15	9 :15	Team Sharing Appts:
.30	30	:30	New Team Members:
:45	:45	:45	I new ream memoers:

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

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

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

Notes

Weekly Plan Sheet from May 26 - June 1, 2024

Sunday, May 26	Monday, May 27	Tuesday, May 28	Wednesday, May 29
6 :15	6 :15	6 :15	6 :15
.30	:30 	:30	:30
^{:45} 7	345 7	45 7	:45 7
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
8 .15	8:15	8::15	8 :15
-30	:30	:30	:30
^{:45} 9	:45 9	345 9	:45 9
:15	:15	:15	:15
:30 :45	:30 :45	.30 :45	:30 :45
10	10	10	10
:15	:15 :30	:15 :30	:15 :30
:45	³⁴⁵ 11	.45 11	.45 11
11 :15	11 :15	11	11 :15
:30	:30 :45	30	:30 :45
12	12		12
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1 :15	1 :15	1:15	1 :15
:30	:30	:30	:30
^{:45} 2	³⁴⁵ 2	.45 2	^{:45} 2
:15	:15	:15	:15
-30 -45	:30 :45	30 	:30 :45
3	3	3	3
:15	:15 :30	:15 :30	:15 :30
:45	.45	45	:45
4 :15	4 :15	4 :15	4 :15
-30	:30 :45	:30 :45	:30
5	5	5	5
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
:45 7	³⁴⁵ 7	³⁴⁵ 7	:45 7
:15	:15	:15	:15
:45	:30 :45	.30 :45	:30 :45
8	8	8	8 :15
:30	30	.30	:30
:45 9	.45 9	45 9	.45 9
9 :15	9 :15	9 :15	9 :15
:30	:30 :45	:30 :45	:30
			~

Weekly Plan Sheet from May 26 - June 1, 2024

	0			
Thursday, May 30	Friday, May 31	Saturday, June I	God: Devot Faith	
6	6	6	Family Time	
:15 :30	:15	:15 :30	Date Night	
:45	:45	:45		
7 :15	7 :15	7 :15	Mary Kay T	
:30	:30	:30	Networking	
.45 8	.45 8	·45 8	 Exercise, H	
:15	:15	:15	Friends, etc	
:30 :45	:30 :45	:30 :45		
9	9	9	- INCOME F Booking Ap	
:15 :30	:15 :30	:15 :30	Coaching C	
:45	:45 10	:45	Team Phone	
10 :15	1 0 :15	1U :15	Facials/Par Customer F	
:30 :45	:30 :45	:30	Sharing the	
11	11	11		
:15	:15	:15	BOOKING	
:30 :45	:30 :45	:30 :45	# Booking	
12	12	12		
:15 :30	:15 :30	:15 :30	# Bookings	
:45	:45	:45	# Faces Th	
1 :15	1 :15	1 :15	π (uces) (
:30	:30	:30	PERSON	
·45 2	·45 2	·45 2		
:15	:15	:15	Total Sale	
:30 :45	:30 :45	:30 :45	L	
3	3	3	- 40% Pro	
:15 :30	:15 :30	:15 :30	10%110	
:45	:45	:45	TRACKI	
4 :15	4 :15	4 :15		
:30	:30	-30	Wholesale	
·45 5	.45 5	-45 5	-	
:15	:15	:15	Amt. Nee	
:30 :45	:30 :45	:30 :45		
6	6	6	Unit Star	
:15 :30	:15 :30	:15 :30	Onit Star	
:45	:45	:45		
7 :15	7 :15	7 :15	SHARING	
30	30	30	RESULTS	
·45 8	.45 8	·45 8	Personal S	
:15	:15 -20	:15		
-30 :45	:30 :45	:30 :45	New Pers	
9	9	9	Team Shai	
:15 :30	:15 :30	:15 :30		
:45	:45	:45	New Team	

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

evotion, Church, Bible Study, •••

ay Time: Meetings, king, Training, etc.

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

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

INGS/FACES RESULTS

ing Held this Week:_

ings Next Week:

This Week:

ONAL SALES RESULTS

Sales This Week:

Profit:

KING MY STAR

sale Orders This Week:

Needed to Finish Star:

tars to Date:

ING THE OPPORTUNITY TS

nal Sharing Appts: 🗕

Personal Team Mbrs:__

Sharing Appts:

eam Members:

Notes



June

Sunday	Sunday Monday		Wednesday
2	3	4	5
۹	10		12
16 Father's Day	17	18	19
23	24	25	26
30 Last Day of Seminar Year! Q4 Star Quarter Ends			

		2024	
Thursday	Friday	Saturday	July 2024SMTWTFSI23456T89I0III2I3I415I6I7I8192021222324252627
6	7	8	21 22 23 21 23 20 21 28 29 30 31 Notes
13	14	15 Fall 2024 PCP Enrollment Begins	
20 First Day of Summer	21	22	
27	28	29	



BEAUTY CONSULTANT

Personal & Unit Goals

DIQ

TEAM PROD	DUCTION GOAL: \$
DATE:	TEAM WHOLESALE PRODUCTION
5TH	
IOTH	
I5TH	
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

End of Month.

Star Goal:	Total on the let:	Total:
Court of Personal Sales YTD:	YTD on the lat:	YTD Total:
Court of Personal Sharing:	# of Qualified on l <i>s</i> t:	# Qualified Total:
Car Production:	On the lst:	On the last Day:
Team Member [,] Goal:	# of Team Members on 1st:	# of Team Members:

Beginning of Month

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
Ready. Set. GOAL! \$	\$ ÷ .40 = (Include the tax for your goal in your profit total) 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!	Picture of Your Goal! Idea: Share this with your director and	Track Your, Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales! \$1,500 \$1,500 \$1,200 \$850 every month = On Target for Princess Court of Sales! \$850 \$850 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target for Princess Court of Sales! \$600 \$600 every month = On Target Sales! \$225 \$600 every month = On Target Sales!
Break your goal uto bite size chunks!	your sister consultants by the 5th! Month End Actual Totals: Total Sold: 40% Profit: 50% Wholesale: 5% Section 2/ Supplies: 5% MK Events/PCP:	Orders Placed This Month: Section 1 Section 2

MONTHLY

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.

Cheque Calculator

Personal Sales

\$\$	Sect 1 Sect 5	_	
=			

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**

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.

=

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 <u>intouch.ca</u> for Full Details and Requirements.

MONTH:

TOTAL:

Notes

Personal Retail Sales Monthly Goal:

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Take a few minutes each day to calculate your total sales without tax & then deduct that total from your goal.

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

Month of _____

Personal Retail Sales Monthly Goal:

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

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

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

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

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



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

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

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

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

Sharing the Mary Kay Opportunity with Confidence!

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

6 Reasons People Choose A Mary Kay Business

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

• I. Money

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

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

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

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

Notes	

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\$

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 S

Notes



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

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

Notes	

Weekly Plan Sheet from June 2 - 8, 2024

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

Weekly Plan Sheet from June 2 - 8, 2024

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

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

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

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

Notes	

Weekly Plan Sheet from June 9 - 15, 2024

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

Weekly Plan Sheet from June 9 - 15, 2024

veekiy plan sheet trong julic 1-13, 2021			excites you!
Thursday, June 13	Friday, June 14	Saturday, June 15	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
15 30 45	:15 :30 :45	15 30 45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
8 115 130	8 :15 :30	145 8 115 130	Exercise, Hair, Nails, Coffee with Friends, etc
.45 9 .15 .30 .45 10 .15 .30 .45	345 9 :15 :30 :45 10 :15 :30 :45	:45 9 :15 :30 :45 10 :15 :30 :45	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
11 :15 :30 :45 12 :15 :30 :45 12 :15 :30 :45 1	11 :15 :30 :45 12 :15 :30 :45 1	11 :15 :30 :45 12 :15 :30 :45 12 :15 :30 :45 13 :45 :10 :45 1	BOOKINGS/FACES RESULTS # Booking Held this Week: # Bookings Next Week: # Faces This Week:
130 145 2 115 130	115 130 145 15 130 145	130 145 2 115 130 145	PERSONAL SALES RESULTS Total Sales This Week:
3 :15 :30	3 :15 :30	3 :15 :30	40% Profit:
:45 4 :15 :30 :45	:45 4 :15 :30 :45	:45 4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	6 :15 :30	6 :15 :30	Unit Stars to Date:
45 7 :15 :30	:45 7 :15 :30	:45 7 :15 :30	SHARING THE OPPORTUNITY RESULTS
:45 8	:45 8	:45 8	Personal Sharing Appts:
:15 :30 :45	:15 :30 :45	:15 :30 :45	New Personal Team Mbrs:
9 :15 :30	9 :15 :30	9 :15 :30	Team Sharing Appts:
:45	345	-35	New Team Members:

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

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

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

Notes

Weekly Plan Sheet from June 16 - 22, 2024

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

Weekly Plan Sheet from June 16 - 22, 2024

WEEKIY FINIT SPIEET	CRIGHTSHEET TRUTT JUITE TO - 22, 2021		excites you!	
Thursday, June 20	Friday, June 21	Saturday, June 22	God: Devotion, Church, Bible Study, Faith	
6	6	6	Family Time	
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night	
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.	
8 :15 :30	8 30 30 30	8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc	
:45 9 :15 :30 :45	:45 9 :15 :30 :45	 :45 9 :15 :30 :45 	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls	
10 :15 :30 :45	10 :15 :30 :45	IO 15 30 45	Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity	
11 :15 :30 :45	11 :15 :30 :45	11 :15 :30 :45	BOOKINGS/FACES RESULTS	
12 :15 :30 :45	12 :15 :30 :45	12 :15 :30 :45	# Booking Held this Week: # Bookings Next Week:	
1 :15 :30	1 :15 :30	1 :15 :30	# Faces This Week:	
^{:45}	:45 2	:45	PERSONAL SALES RESULTS	
- :15 :30 :45	- 115 	- :15 :30 :45	Total Sales This Week:	
3 :15 :30 :45	3 :15 :30 :45	3 :15 :30 :45	40% Profit:	
4	4	4	TRACKING MY STAR	
:15 :30 :45	:15 :30 :45	:15 :30 :45	Wholesale Orders This Week:	
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:	
6 :15 :30	6 :15 :30	6 :15 :30	Unit Stars to Date:	
:45 7 :15 :30	145 7 115 30	:45 7 :15 :30	SHARING THE OPPORTUNITY RESULTS	
:45 8 :15	300 345 8 :15	8 :15	Personal Sharing Appts:	
30 :45 9	30 :45 9	130 145 9	New Personal Team Mbrs:	
- :15 :30 :45	- 115 130 145	:16 :30 :45	Team Sharing Appts: New Team Members:	

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

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

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

1010.		

Notes

Weekly Plan Sheet from June 23 - 29, 2024

Sunday, June 23	Monday, June 24	Tuesday, June 25	Wednesday, June 26
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
^{:45} 7	x45 7	³⁴⁵ 7	:45 7
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
8	8	8	8
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
9 :15	9 :15	9 :15	9 :15
:30	:30	:30	:30
^{.45} 10	^{:45} 10	:45	:45
:15	:15	:15	:15
:30	:30 :45	30 35	30
-~~ 11	11	11	11
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45	.45	:45
12	12	12	12
:15 :30	:15 :30	:15 	:15 :30
:45	:45	:45	:45
1 :15	1:15	1 :15	1 :15
:30	:30	:30	:30
^{:45} 2	^{.45} 2	2	.45 2
:15	:15	:15	:15
:30 :45	:30 :45	.30 .45	:30 :45
3	3	3	3
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
:30	:30	:30	:30
·45 5	36	.45 5	345 5
5 :15	5 :15	יז נו5	5 :15
30	:30 :45	:30 :45	:30
6	6	6	6
:15	:15	:15	:15 :30
:45	:45	:45	:45
7	7	7	7
:15	:15 :30	:15 :30	:15 :30
:45	:45	.45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
^{:45} 9	:45 9	9	9
:15	3 :15	:15	:15
:30	:30	.30	:30 :45
:45	:45	25	.40

Weekly Plan Sheet from June 23 - 29, 2024

Thursday, June 27	Friday, June 28	Saturday, June 29	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15 :30	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
8 :15 :30	8 ::15 :30	8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:45 9 :15 :30 :45 10 :15 :30 :45 11	46 9 115 30 45 10 15 30 45 11	:45 9 :15 :30 :45 10 :15 :30 :45 :40 11	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
:15 :30 :45 12	:15 :30 :45 12	:15 :30 :45 12	BOOKINGS/FACES RESULTS # Booking Held this Week:
:15 :30 :45 1 :15	:15 :30 :45 1 :15	:15 :30 :45 1 :15	# Bookings Next Week: # Faces This Week:
30 345 2 115 30	:30 :45 2 :15 :30	:30 :45 2 :15 :30	PERSONAL SALES RESULTS Total Sales This Week:
3 3 :15 :30	:45 3 :15 :30	:45 3 :15 :30	
345 4 :15 :30 :45	:45 4 :15 :30 :45	:45 4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30 :45	6 :15 :30 :45	6 :15 :30 :45	Unit Stars to Date:
7 :15 :30	7 :15 :30	7 :15 :30	SHARING THE OPPORTUNITY RESULTS
:45 8 :15	:45 8 :15	:45 8 :15	Personal Sharing Appts:
:30 :45 9 :15	30 45 9 :15	:30 :45 9 :15	New Personal Team Mbrs: Team Sharing Appts:
15 :30 :45	16 30 145	:45	New Team Members:

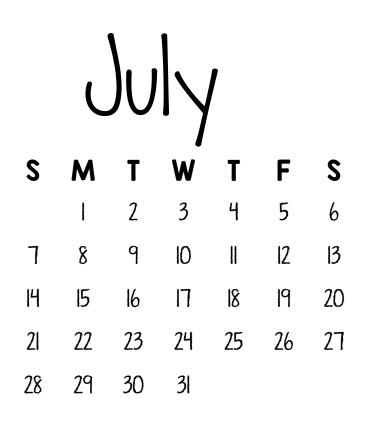
PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

Notes

Future Planning





Notes

- July I Happy New Seminar Year!
- July I Canada Day (All Corp Offices Closed)
- July I Ist 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

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

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•		•	••	•	•	•
1	2	3	4	5	6	7
8	٩	10		12	13	14
15	16	17	8	19	20	21
22	23	24	25	26	27	28

Notes
Sept 2 - Labour Day
Sept 5-II - Top Director Trip Maui, Hawaii

- Sept II-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 Ist Qtr Star Ends

29 30

October

S	Μ	T	W	T	F	S
		1	2	3	4	5
6	7	8	٩	10		12
13	14	15	16	Π	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

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10		12	13	14	15	16
П	18	19	20	21	22	23
24	25	26	27	28	29	30

Notes



Oct I - 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

Notes

Nov 3 - Daylight Savings Time Ends Nov 9 - Winter 2024 Early Order Begins for PCP/Stars Nov II - Remembrance Day Nov I5 - Fall 2023 Last Day to Order Nov I6 - Winter 2024 Official Product Launch Nov 29 - Dec 2 - PINK Weekend

Notes

Dec 2 - Cyber Monday Dec 15 - Spring 2025 PCP Enrollment Begins Dec 21 - Ist 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
	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	Π
21	22	23	24
28	29 Fall 2024 Look Book Begins Mailing	30	31 Elevate Seminar 2024

		2024						P	
Thursday	Friday	Saturday		AL			02	24	
4	5	6	5	M	T	W	T I	F 2	5 3
			4	5	6	7	8	9	Ю
			11	12	13	14	15	16	17
			18	19	20		22		
	12	13	25	26	27	28	29	30	31
				[Vc	ste	29	,	
18	19	20							
25	26 Fall 2024 Director Early Order	27							

August

Sunday	Monday	Tuesday	Wednesday
4	5 Civic Holiday (All Corp Offices Closed)	6	7
	12	13	14
18	19	20	21
25	26	27	28

	_	2024	
Thursday	Friday	Saturday	Sept 2024
l Elevate Se	2 minar 2024	3	I 2 3 4 5 6 7 8 9 IO II I2 I3 I4
			I5 I6 I7 I8 I9 20 21 22 23 24 25 26 27 28
8 Holiday 2024 PCP Enrollment Deadline	9 Fall 2024 Early Order Begins For PCP/Stars	10	Notes
15	16 Fall 2024 Official Product Launch	17	
22	23	24	
29 Holiday 2024 PCP Look Book Begins Mailing	30	31	

September

Sunday	Monday	Tuesday	Wednesday
8	2 Labour Day	3	4
8	٩	10	11
	Top Director Trip 3	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		

			2024						2	
	Thursday	Friday	Saturday	5	<u>О</u> м	c† ⊤	- 2 W	02 T	2 4 F	5
5		6	7		•••	•	2	· 3	.4	5
	Тор	Director Trip 2024, Maui, Ha	awaii	6	7	8	٩	10	11	12
				13	14	15	16	17	18	19
				20	21	22	23	24	25	26
12		13 Mary Kay Anniversary	14	27	28	29	30	31		
	Top Direc	ı :tor Prestige Trip 2024, Kon	i na, Hawaii							
	•									
						Na	ste	20	,	
19		20	21			•••			·	
26	Holiday 2024 Dir	27	28							
	Early Order									

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



Thursday	Friday	Saturday	November 2024						
3 Holiday 2024 Official Product Launch	4	5	5	Μ	Τ	W	Τ	F	S 2
			3	4	5	6	7	8	9
			10	11	12	13	14	15	16
		10	17	18	19	20	21	22	
IO	II	12	24	25	26	27	28	29	30
				ľ	Vc	ote	S		
17	18	19							
24	25	26 Winter 2024 Director Early Order Begins							
		, 0							
31 Halloween									
Winter 2024 Look Book									
Begins Mailing									

November

Sunday	Monday	Tuesday	Wednesday
3 Daylight Savings Time Ends	4	5	6
10	Remembrance Day	12	13
17	18	19	20
24	25	26	27



Thursday	Friday	Saturday	December					202	24	
			5	Μ	Τ	W	Τ	F	5	
	Ι	2		2	3	4	5	6	7	
			8	9	10		12	13	14	
			15	16	17	18	19	20	21	
				23		25	26	27	28	
7	8	9 Winter 2024 Early	29	30	31					
		Order Begins for PCP/								
		Stars		ľ	Notes					
14	15	16 Winter 2024 Official Product Launch								
21	22	23								
28	29 PINK FRIDAY	30 SMALL BUSINESS								
		SATURDAY								

December

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

2024

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Thursday	Friday	Saturday	Januar				•					
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5	6	7					2	3	4			
			5	6	7	8	9	10				
			12		14	15	16	17	18			
			9				23		25			
12	13	14	26	27	28	29	30	31				
			Notes									
19	20	21 1st Day of Winter										
26 Boxing Day	27	28										
2 Hanukkah Ends												
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