

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

success

planner

support

MY SUCCESS PLAN

JANUARY - JUNE 2024

www.epiclegacy.team



This Book Belongs to: _____

2 0 2 4

January

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
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FEBRUARY

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March

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April

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May

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JUNE

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JULY

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August

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September

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October

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NOVEMBER

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December

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This Book Belongs to: _____

2 0 2 5 .

January

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FEBRUARY

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March

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April

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May

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JUNE

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JULY

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

August

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September

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October

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NOVEMBER

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December

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| 28 | 29 | 30 | 31 | | | |

Quarter

At A

Glance

January

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
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| 21 | 22 | 23 | 24 | 25 | 26 | 27 |
| 28 | 29 | 30 | 31 | | | |

2024

Notes

Jan 1 - New Year's Day

Jan 1 - 3rd Qtr Star Begins

Jan 9 - Kickstart 2024 8pm (EST)

Jan 15 - Spring 2024 PCP Enrollment Deadline

Jan 15 - Martin Luther King Jr Day

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

Jan 26 - Spring 2024 Dir Early Order

February

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| 18 | 19 | 20 | 21 | 22 | 23 | 24 |
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Notes

Feb 2 - Groundhog Day

Feb 7 - Spring 2024 Look Book Begins Mailing

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

Feb 11 - Super Bowl LVIII

Feb 14 - Valentines Day

Feb 15 - National Flag of Canada Day

Feb 16 - Spring 2024 Official Product Launch

Feb 19 - Family Day

March

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| 31 | | | | | | |

Notes

March 8 - International Women's Day

March 10 - Daylight Savings Begins

March 11 - Commonwealth Day

March 15 - Summer 2024 PCP Enrollment Begins

March 17 - St Patrick's Day

March 19 - 1st Day of Spring

March 29 - Good Friday

March 31 - Easter

March 31 - 3rd Qtr Star Ends

April

2024

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
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| 21 | 22 | 23 | 24 | 25 | 26 | 27 |
| 28 | 29 | 30 | | | | |

Notes

April 1 - April Fools Day

April 1 - 4th Qtr Star Begins

April 8 - Summer 2024 PCP Enrollment Deadline

April 22 - Earth Day

April 24 - Admin Professionals Day

April 26 - Summer 2024 Director Early Order Begins

April 30 - Tax Day

May

| S | M | T | W | T | F | S |
|----|----|----|----|----|----|----|
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| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | 31 | |

Notes

May 1 - May Day

May 5 - Cinco De Mayo

May 6 - Nurse Appreciation Day

May 7 - Teacher Appreciation Day

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

May 12 - Mary Kay Birthday

May 12 - Mother's Day

May 16 - Summer 2024 Official Product Launch

May 20 - Victoria Day

May 27 - Memorial Day (US)

June

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| 16 | 17 | 18 | 19 | 20 | 21 | 22 |
| 23 | 24 | 25 | 26 | 27 | 28 | 29 |
| 30 | | | | | | |

Notes

June 15 - Fall 2024 PCP Enrollment Begins

June 16 - Father's Day

June 20 - First Day of Summer

June 30 - Last Day of Seminar Year!

June 30 - Q4 Star Ends

Quarterly &

Year Long

Personal

Goals

Dream Board



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

make your
dreams
happen

My Star Goal

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

TOTAL STAR GOAL: _____

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

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

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

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

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

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

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

NEW TEAM MEMBERS:

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

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

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

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

Place Picture of
Q3 Star Poster
Here

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

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



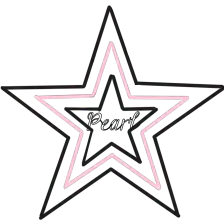
My Star Goal: \$ _____ = # New Personal Team Members: _____ = My Total Star Goal: \$ _____

Be a 3rd Qtr Star!!!

3rd Qtr: January 1 – March 31

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

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



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








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

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

Track Your Way to Star!

January 1st - March 31st

Q3!

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

What is Your Goal This Quarter?

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

Hustle.
Slay.
Repeat.



My Star Goal

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

TOTAL STAR GOAL: _____

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

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

Determine Your Personal Star Goal:

\$ _____ (wholesale)

Divide the above amount by 3:

\$ ____ / 3 = \$ ____ per month

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

\$ ____ x 2 = \$ ____

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

\$ ____ x 0.40 = \$ ____

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

NEW TEAM MEMBERS:

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

Total Star Goal: \$ _____

MINUS Your Star Goal: \$ _____

= _____

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

\$ _____ / \$600 = _____ NQTM

(NewQualifiedTeamMember)

Place Picture of
Q4 Star Poster
Here

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

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



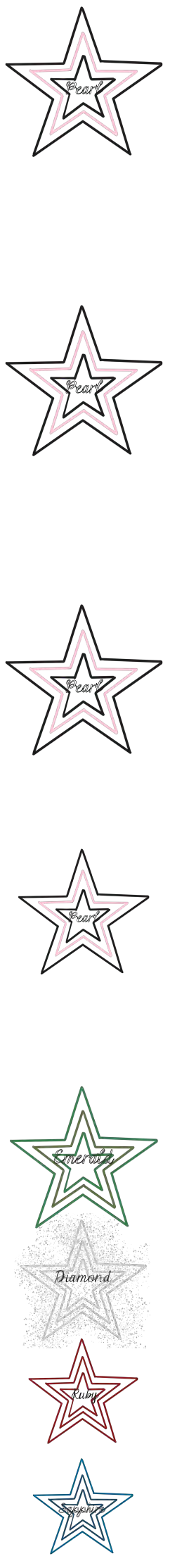
My Star Goal: \$ _____ = # New Personal Team Members: _____ = My Total Star Goal: \$ _____

Be a 4th Qtr Star!!!

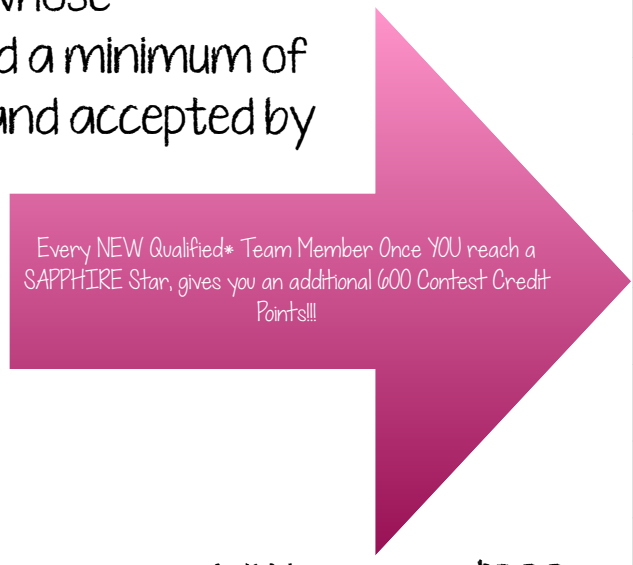
4th Qtr: April 1 – June 30

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

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



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



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






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

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

Track Your Way to Star!

April 1st - June 30th

Q4!

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

What is Your Goal This Quarter?

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

Seminar 2023-2024 Personal National Court of Sales Detailed Tracking

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

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

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

Seminar 2023-2024 Personal National Court of Sales

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

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

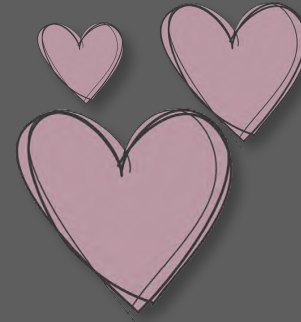
| | | | | |
|-------|-------|-------|-------|-------------|
| \$350 | \$350 | \$350 | \$350 | \$350 |
| \$350 | \$350 | \$350 | \$350 | \$350 |
| \$350 | \$350 | \$350 | \$350 | \$350 |
| \$350 | \$350 | \$350 | \$350 | \$350 |
| \$350 | \$350 | \$350 | \$350 | \$350 |
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|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

Tracking my
Career Car

≈

Promotion to
Director!

Grand Achiever Program



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

CROSS OUT EACH BOX AS YOU REACH THAT LEVEL OF PRODUCTION

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

TO BE ON TARGET:

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

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

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

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

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

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

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

Team Members

All of them must be ACTIVE (the month their \$225+ Sect I order is rcvd. & the following 2 calendar months).

1st Month Order Totals 2nd Month Order Totals 3rd Month Order Totals 4th Month Order Totals

| | | | | |
|----|--|--|--|--|
| 1 | | | | |
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| 10 | | | | |
| 11 | | | | |
| 12 | | | | |
| 13 | | | | |
| 14 | | | | |

Team Production:

Your Personal Production Each Month:

Total for the MONTH:



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

As a New Beauty Consultant:

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

Senior Beauty Consultant with 1-2 Active Team Members :

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

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

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



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

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

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



FUTURE SALES DIRECTOR OR DIQ

With 8+ Active Personal Team Members:

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



All In With 8!



DIQ Requirements

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

- * In the month of a \$450 retail order and the following 2 months

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

My Team

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

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

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

MY SUCCESS PLAN

JANUARY 2024

www.epiclegacy.team



January

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

January 2024 Goals



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

PROFIT GOAL THIS MONTH

\$ _____

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

RETAIL SALES GOAL THIS MONTH:

\$ _____

DIQ
8+ Active Team Members

FUTURE SALES DIRECTOR
8 Active Team Members

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

STAR TEAM BUILDER
3-4 Active Team Members

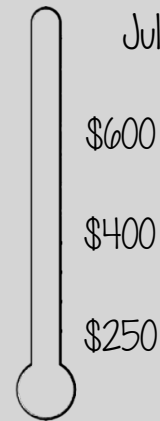
SENIOR BEAUTY CONSULTANT
1-2 Active Team Members

BEAUTY CONSULTANT



CONSISTENCY IS THE KEY!

July 2023 - June 2024



My Goal: _____

Track Your
Wholesale Orders!

TEAM PRODUCTION GOAL: \$ _____

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

NEW TEAM MEMBERS:

ACTIVE /
QUALIFIED

3rd Team Member = Bronze Medal

4th New Team Member = Silver Medal

5th New Team Member = Gold Medal

SALES FORCE SUPPORT CALL CENTER:

1-877-411-6279

Personal & Unit Goals

Beginning of Month

End of Month.

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

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

÷ .40 =

My Retail Sales Goal:

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

Ready, Set,
GOAL!



\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down: ↓

My Average per Facial: \$ _____

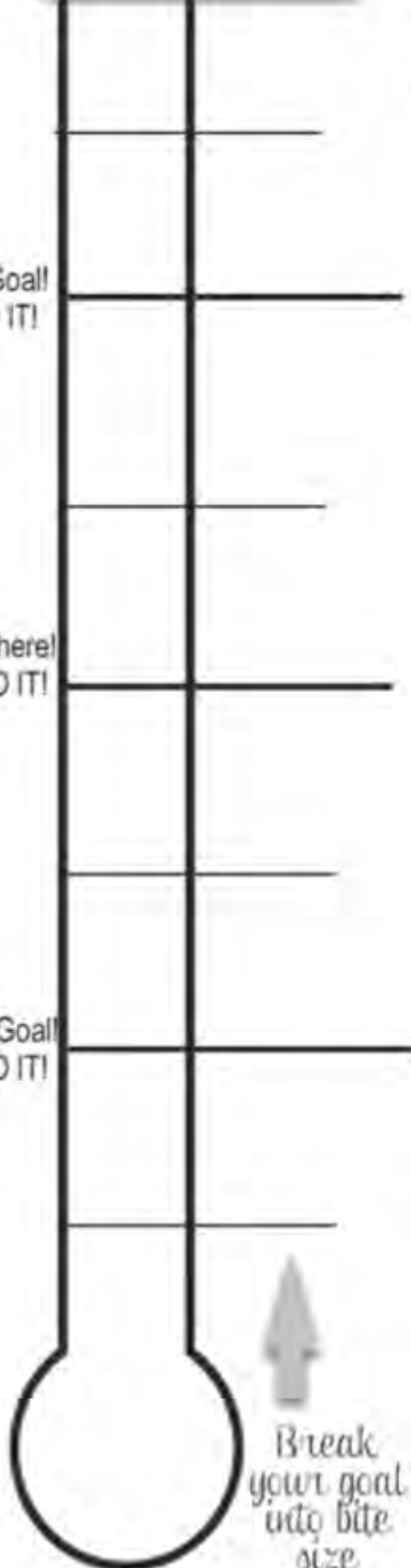
Retail Goal ÷ Average per Facial
= # Faces To Pamper: _____

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

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

Halfway There!
I CAN DO IT!

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



Picture of
Your Goal!

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

Track Your
Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

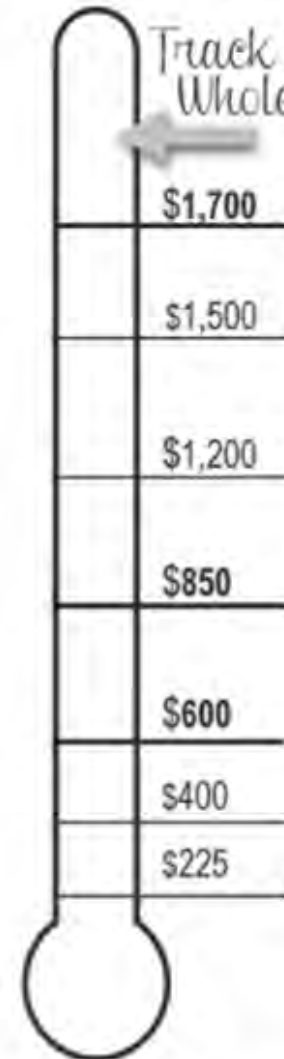
\$850 every month
= On Target for
Princess
Court of Sales!

\$600

\$600 every month
= On Target
Star Consultant!

\$400

\$225



Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

| Section 1 | Section 2 |
|-----------|-----------|
| | |
| | |
| | |
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| | |
| | |

Total:

Break
your goal
into bite
size
chunks!

CONSULTANT

MONTHLY

Cheque Calculator

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

Sales

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

Team Commissions & Bonuses

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

Personal Sales

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

=

Personal Team Commission

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

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

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

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

Personal Team Commission cont...

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

_____ % Earned X Team Production
 (Not Including your Personal Production)

=

New Qualified Team Members Bonus

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

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

New Qualified Team Members = _____
 X \$50

=

Car Cash Option

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

***NOTE: Refer to the Advance Brochure on intouch.ca for Full Details and Requirements.*

=

MONTH:

TOTAL:

Personal Retail Sales Monthly Goal: _____

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

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

| <u>Date</u> | <u>Income Producing Activities</u> | <u>Total Retail Sales w/o Tax</u> | <u>Sales Needed to Finish Goal</u> |
|--|------------------------------------|-----------------------------------|------------------------------------|
| Totals Transferred From the Previous Page: | | | |
| 16 | | + | - |
| | | = | = |
| 17 | | + | - |
| | | = | = |
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| 28 | | + | - |
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| 31 | | + | - |
| | | = | = |

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

| | Appt Date | Client Name & Phone # | # of Referrals | Total Retail \$'s | 2nd Appt Booked | Shared Opp. | New Team Member |
|----|-----------|-----------------------|----------------|-------------------|-----------------|-------------|-----------------|
| 1 | | | | | | | |
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| 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 | | | | | | | |
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| 59 | | | | | | | |
| 60 | | | | | | | |

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

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

SHARING APPOINTMENTS AT-A-GLANCE

See Sharing Page for Details

MONTH: _____

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

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

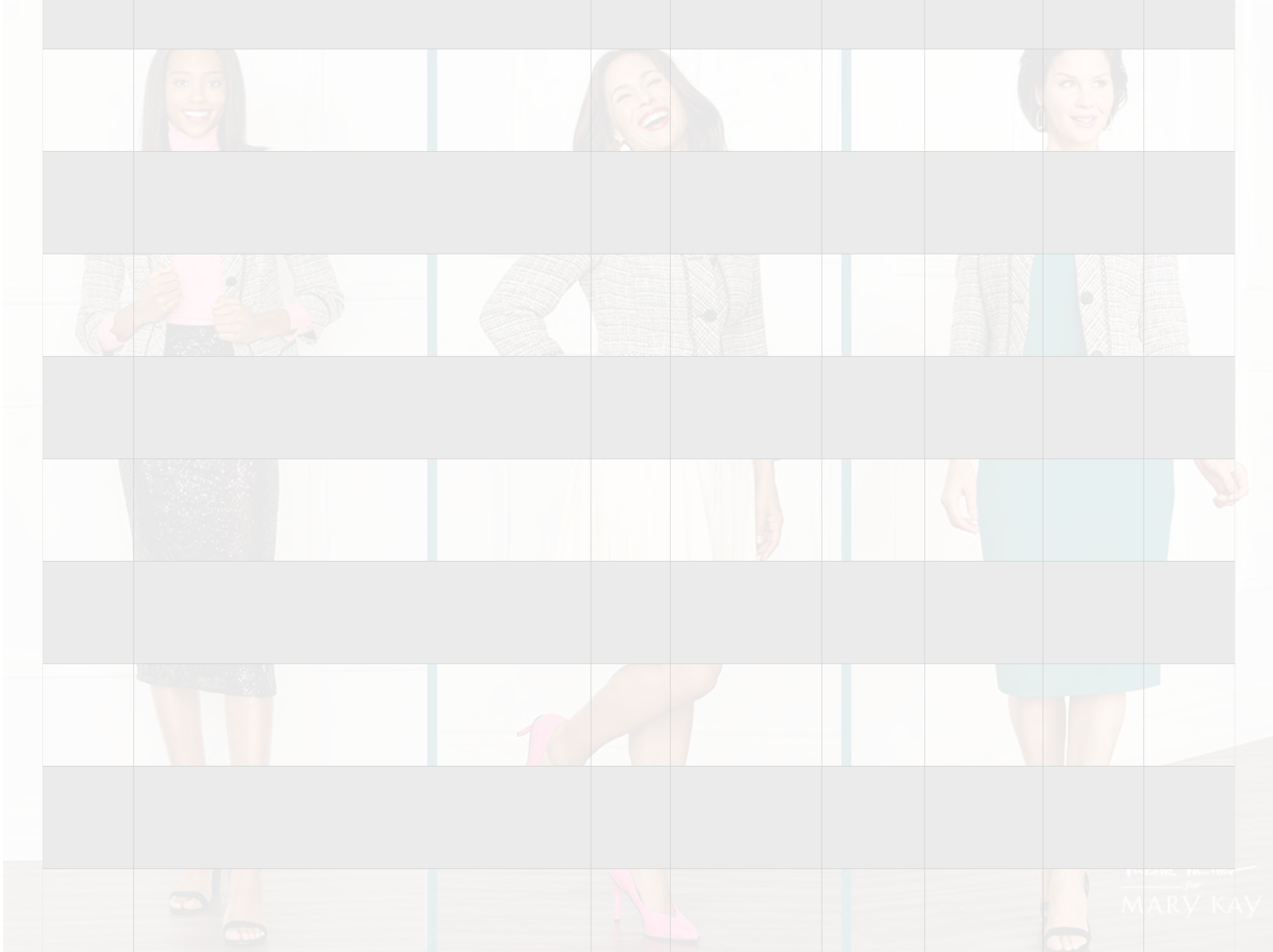
Notes

Notes section with multiple blank lines for writing.

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 \$ |
|------------|---------------|----------|--|-----------------------|--------------------------------------|------------------------|----------------|
| | | | | | | | |
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Special Activities
for
MARY KAY

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 \$ |
|------------|---------------|----------|--|-----------------------|--------------------------------------|------------------------|----------------|
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Nicole Miller
for
MARY KAY

2024
January

Notes

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

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

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

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team :: _____

Team Sharing Appts: _____

New Team Members: _____

Notes

A series of horizontal lines for writing notes.

Weekly Plan Sheet from January 7 - 13, 2024

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

Weekly Plan Sheet from January 7 - 13, 2024

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

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

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Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from January 14 - 20, 2024

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

Weekly Plan Sheet from January 14 - 20, 2024

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

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Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

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Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from January 21 - 27, 2024

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

Weekly Plan Sheet from January 21 - 27, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from January 28 - February 3, 2024

| Sunday, Jan 28 | Monday, Jan 29 | Tuesday, Jan 30 | Wednesday, Jan 31 |
|----------------|----------------|-----------------|-------------------|
| 6 | 6 | 6 | 6 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
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| :45 | :45 | :45 | :45 |
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| :45 | :45 | :45 | :45 |
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| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :45 | :45 | :45 |
| 10 | 10 | 10 | 10 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :45 | :45 | :45 |
| 11 | 11 | 11 | 11 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :45 | :45 | :45 |
| 12 | 12 | 12 | 12 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
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| :45 | :45 | :45 | :45 |
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| :30 | :30 | :30 | :30 |
| :45 | :45 | :45 | :45 |
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| :15 | :15 | :15 | :15 |
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| :45 | :45 | :45 | :45 |

Weekly Plan Sheet from Jan 28 - Feb 3, 2024

| Thursday, Feb 1 | Friday, Feb 2 | Saturday, Feb 3 |
|-----------------|---------------|-----------------|
| 6 | 6 | 6 |
| :15 | :15 | :15 |
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| 4 | 4 | 4 |
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| :45 | :45 | :45 |
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Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Notes

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

success

planner

support

MY SUCCESS PLAN

FEBRUARY 2024

www.epiclegacy.team



February

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

February 2024 Goals



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

PROFIT GOAL THIS MONTH

\$ _____

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

RETAIL SALES GOAL THIS MONTH:

\$ _____

DIQ

8+ Active Team Members

FUTURE SALES DIRECTOR

8 Active Team Members

TEAM LEADER

5-7 Active Team Members

ON TARGET CAR CASH

COMPENSATION

STAR TEAM BUILDER

3-4 Active Team Members

SENIOR BEAUTY CONSULTANT

1-2 Active Team Members

BEAUTY CONSULTANT



CONSISTENCY IS THE KEY!

July 2023 - June 2024



\$600

\$400

\$250

My Goal: _____

Track Your Wholesale Orders!

TEAM PRODUCTION GOAL: \$ _____

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

NEW TEAM MEMBERS:

ACTIVE / QUALIFIED

3rd Team Member = Bronze Medal

4th New Team Member = Silver Medal

5th New Team Member = Gold Medal

SALES FORCE SUPPORT CALL CENTER:

1-877-411-6279

Personal & Unit Goals

Beginning of Month

End of Month.

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

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$ _____ ÷ .40 =

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

My Retail Sales Goal:

\$ _____

Ready, Set,
GOAL!



\$ _____

Projected Month Totals:

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

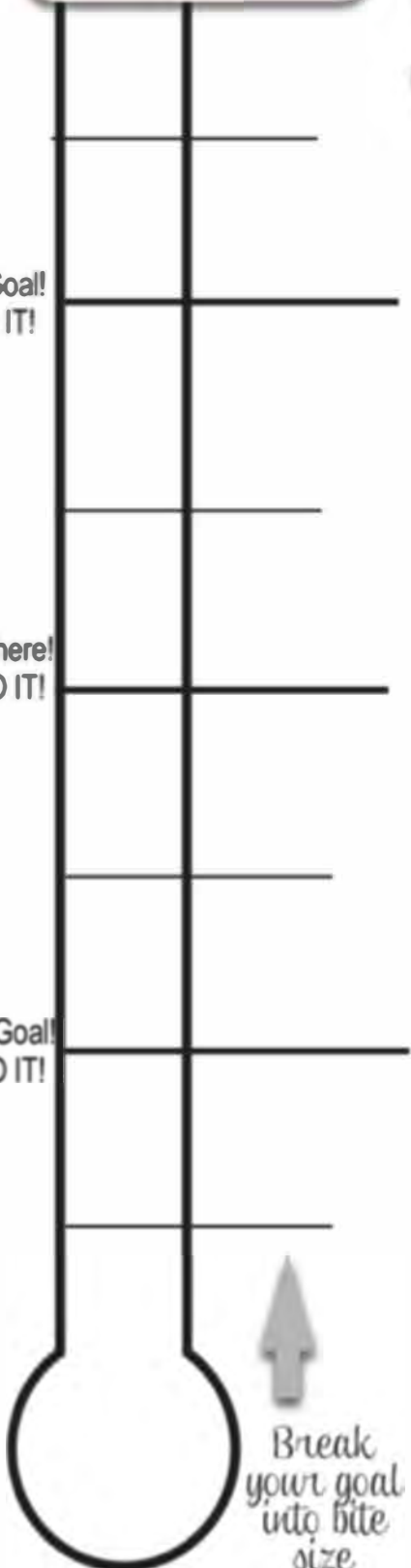
Break It Down: ↓

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

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

Halfway There!
I CAN DO IT!

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



Picture of
Your Goal!

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

Track Your Wholesale!



Break your goal into bite size chunks!

Month End Actual Totals:

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

Orders Placed This Month:

| Section 1 | Section 2 |
|-----------|-----------|
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| Total: | |

CONSULTANT

MONTHLY

Cheque Calculator



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

Sales

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

Team Commissions & Bonuses

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

Personal Sales

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

=

Personal Team Commission

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

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

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

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

Personal Team Commission cont...

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

_____ % Earned X Team Production
(Not Including your Personal Production)

=

New Qualified Team Members Bonus

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

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

New Qualified Team Members = _____
X \$50

=

Car Cash Option

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

***NOTE: Refer to the Advance Brochure on intouch.ca for Full Details and Requirements.*

=

MONTH:

TOTAL:

Personal Retail Sales Monthly Goal: _____

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

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

| <u>Date</u> | <u>Income Producing Activities</u> | <u>Total Retail Sales w/o Tax</u> | <u>Sales Needed to Finish Goal</u> |
|-------------|--|-----------------------------------|------------------------------------|
| | Totals Transferred From the Previous Page: | | |
| 16 | | + | - |
| | | = | = |
| 17 | | + | - |
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| 19 | | + | - |
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| 29 | | + | - |
| | | = | = |
| 30 | | + | - |
| | | = | = |
| 31 | | + | - |
| | | = | = |

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

| | Appt Date | Client Name & Phone # | # of Referrals | Total Retail \$'s | 2nd Appt Booked | Shared Opp. | New Team Member |
|----|-----------|-----------------------|----------------|-------------------|-----------------|-------------|-----------------|
| 1 | | | | | | | |
| 2 | | | | | | | |
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| 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 | | | | | | | |
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| 38 | | | | | | | |
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| 58 | | | | | | | |
| 59 | | | | | | | |
| 60 | | | | | | | |

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

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

SHARING APPOINTMENTS AT-A-GLANCE

See Sharing Page for Details

MONTH: _____

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

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

Notes

Notes section with horizontal lines for writing.

New
Consultants

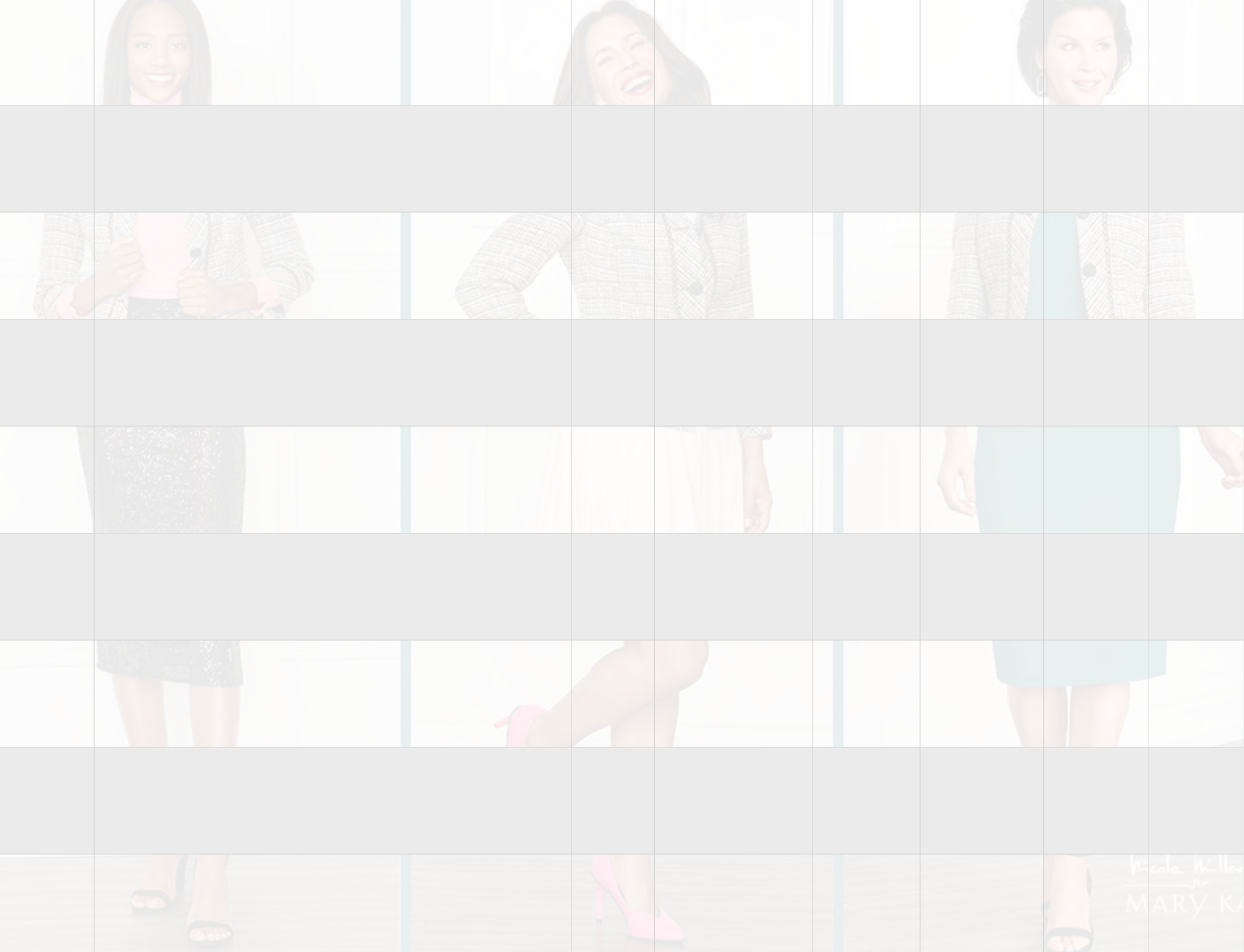
My New Team Members!

| 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 \$ |
|------------|---------------|----------|--|-----------------------|--------------------------------------|------------------------|----------------|
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MARY KAY

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 \$ |
|---|---------------|----------|--|-----------------------|--------------------------------------|------------------------|----------------|
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Nicole Miller
for
MARY KAY

2024
February

Weekly Plan Sheet from February 4 - February 10, 2024

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

Weekly Plan Sheet from February 4 - February 10, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from February 11 - February 17, 2024

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

Weekly Plan Sheet from Feb 11 - Feb 17, 2024

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from February 18 - February 24, 2024

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

Weekly Plan Sheet from Feb 18 - 24, 2024

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

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BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from February 25 - March 2, 2024

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

Weekly Plan Sheet from Feb 25 - Mar 2, 2024

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

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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: _____

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

MY SUCCESS PLAN

MARCH 2024

www.epiclegacy.team



March

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

March 2024 Goals



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

PROFIT GOAL THIS MONTH

\$ _____

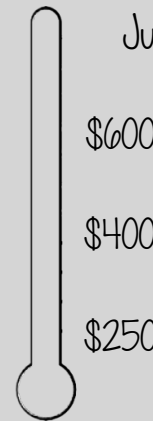
Profit Goal Divided by 0.40 = Retail Sales Goal.
Use the Sales Goal Tracking Sheet

RETAIL SALES GOAL THIS MONTH:

\$ _____

CONSISTENCY IS THE KEY!

July 2023 - June 2024



My Goal: _____

Track Your Wholesale Orders!

DIQ
8+ Active Team Members

FUTURE SALES DIRECTOR
8 Active Team Members

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

STAR TEAM BUILDER
3-4 Active Team Members

SENIOR BEAUTY CONSULTANT
1-2 Active Team Members

BEAUTY CONSULTANT



TEAM PRODUCTION GOAL: \$ _____

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

NEW TEAM MEMBERS:

ACTIVE / QUALIFIED

3rd Team Member = Bronze Medal

4th New Team Member = Silver Medal

5th New Team Member = Gold Medal

SALES FORCE SUPPORT CALL CENTER:

1-877-411-6279

Personal & Unit Goals

Beginning of Month

End of Month.

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

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$ _____ ÷ .40 =

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

My Retail Sales Goal:

\$ _____

Ready. Set.
GOAL!

\$ _____

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: \$ _____

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

Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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

↑ Break your goal into bite size chunks!

Picture of Your Goal!

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

Track Your Wholesale!

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

\$1,500

\$1,200

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

\$600
\$600 every month = On Target Star Consultant!

\$400

\$225

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

| Section 1 | Section 2 |
|-----------|-----------|
| | |
| | |
| | |
| | |
| | |
| | |
| Total: | |

CONSULTANT

MONTHLY

Cheque Calculator

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

Sales

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

Team Commissions & Bonuses

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

Personal Sales

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

=

Personal Team Commission

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

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

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

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

Personal Team Commission cont...

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

_____ % Earned X Team Production
(Not Including your Personal Production)

=

New Qualified Team Members Bonus

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

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

New Qualified Team Members = _____
X \$50

=

Car Cash Option

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

***NOTE: Refer to the Advance Brochure on intouch.ca for Full Details and Requirements.*

=

MONTH:

TOTAL:

Personal Retail Sales Monthly Goal: _____

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

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

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

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

| | Appt Date | Client Name & Phone # | # of Referrals | Total Retail \$'s | 2nd Appt Booked | Shared Opp. | New Team Member |
|----|-----------|-----------------------|----------------|-------------------|-----------------|-------------|-----------------|
| 1 | | | | | | | |
| 2 | | | | | | | |
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| 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 | | | | | | | |
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Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

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

New
Consultants

My New Team Members!

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

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 \$ |
|------------|---------------|----------|--|-----------------------|--------------------------------------|------------------------|----------------|
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Nicole Miller
for
MARY KAY

2024
March

Weekly Plan Sheet from Mar 3 - Mar 9, 2024

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

Weekly Plan Sheet from Mar 3 - Mar 9, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from March 10 - March 16, 2024

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

Weekly Plan Sheet from March 10 - March 16, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

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

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

A series of horizontal lines for writing notes or tasks.

Weekly Plan Sheet from March 17 - March 23, 2024

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

Weekly Plan Sheet from March 17 - 23, 2024

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from March 24 - 30, 2024

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

Weekly Plan Sheet from March 24 - 30, 2024

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

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PERSONAL SALES RESULTS

Total Sales This Week: _____

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TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

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

success

planner

support

delegate

MY SUCCESS PLAN

APRIL 2024



www.epiclegacy.team

April

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

April 2024 Goals



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

DIQ
8+ Active Team Members

FUTURE SALES DIRECTOR
8 Active Team Members

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

STAR TEAM BUILDER
3-4 Active Team Members

SENIOR BEAUTY CONSULTANT
1-2 Active Team Members

BEAUTY CONSULTANT



PROFIT GOAL THIS MONTH

\$ _____

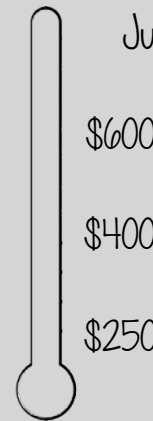
Profit Goal Divided by 0.40 = Retail Sales Goal.
Use the Sales Goal Tracking Sheet

RETAIL SALES GOAL THIS MONTH:

\$ _____

CONSISTENCY IS THE KEY!

July 2023 - June 2024



My Goal: _____

Track Your Wholesale Orders!

TEAM PRODUCTION GOAL: \$ _____

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

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

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

Personal & Unit Goals

Beginning of Month

End of Month.

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

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$ ÷ .40 =

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

My Retail Sales Goal:

\$

Ready. Set.
GOAL!



\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down: ↓

My Average per Facial: \$ _____

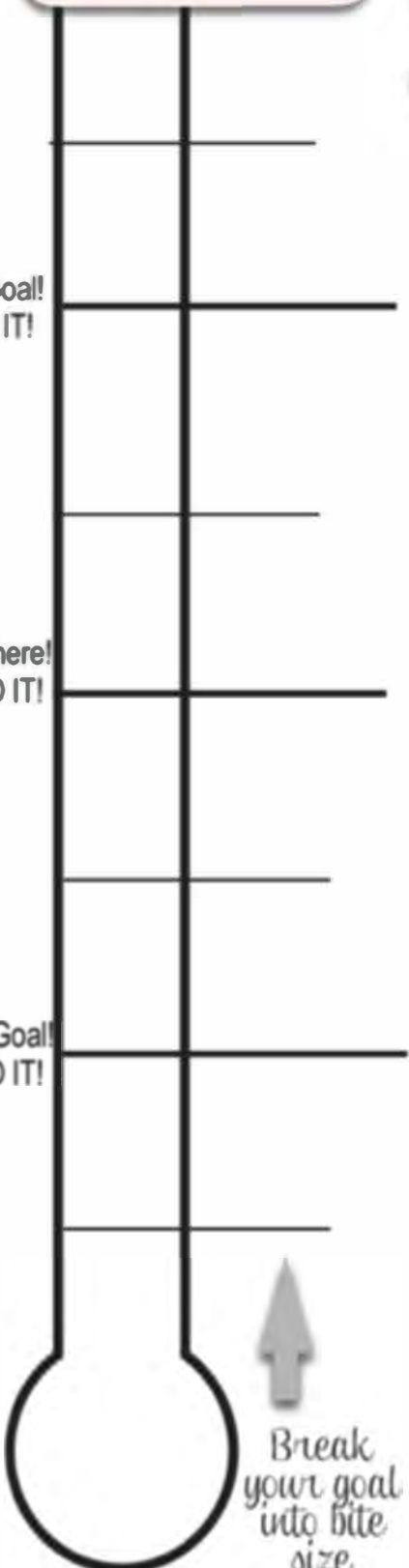
Retail Goal ÷ Average per Facial
= # Faces To Pamper: _____

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

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

Halfway There!
I CAN DO IT!

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



Picture of
Your Goal!

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

Track Your Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

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

\$600

\$600 every month
= On Target
Star Consultant!

\$400

\$225

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

| Section 1 | Section 2 |
|-----------|-----------|
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |

Total:

CONSULTANT

MONTHLY

Cheque Calculator



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

Sales

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

Team Commissions & Bonuses

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

Personal Sales

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

=

Personal Team Commission

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

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

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

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

Personal Team Commission cont...

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

_____ % Earned X Team Production
(Not Including your Personal Production)

=

New Qualified Team Members Bonus

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

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

New Qualified Team Members = _____
X \$50

=

Car Cash Option

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

***NOTE: Refer to the Advance Brochure on intouch.ca for Full Details and Requirements.*

=

MONTH:

TOTAL:

Personal Retail Sales Monthly Goal: _____

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

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

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

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

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

| | Appt Date | Client Name & Phone # | # of Referrals | Total Retail \$'s | 2nd Appt Booked | Shared Opp. | New Team Member |
|----|-----------|-----------------------|----------------|-------------------|-----------------|-------------|-----------------|
| 1 | | | | | | | |
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| 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 | | | | | | | |
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| 46 | | | | | | | |
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| 56 | | | | | | | |
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| 58 | | | | | | | |
| 59 | | | | | | | |
| 60 | | | | | | | |

Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

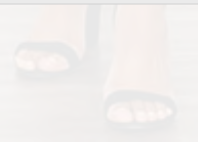
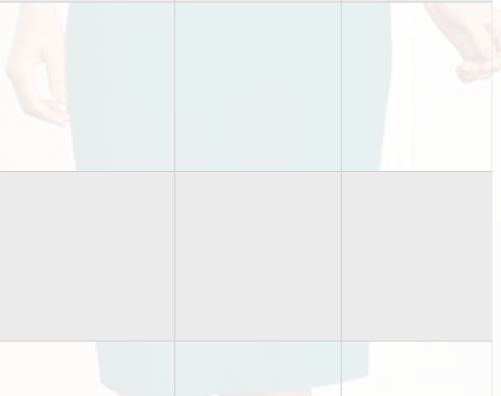
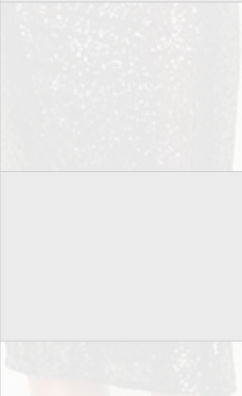
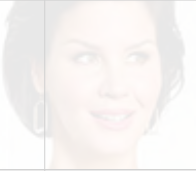
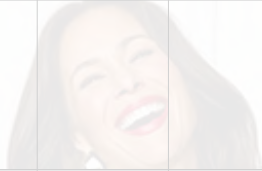
6 Reasons People Choose A Mary Kay Business

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

New
Consultants

My New Team Members!

| Start Date | Name Cell# | 15th Day | Contacted my Dir. To Share about my New TM | Entered into Contacts | Added & Shared on Unit/Team FB Group | Attended First Meeting | First Order \$ |
|------------|---------------|----------|--|-----------------------|--------------------------------------|------------------------|----------------|
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2024
April

Weekly Plan Sheet from March 31 - April 6, 2024

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

Weekly Plan Sheet from March 31 - April 6, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from April 7 - 13, 2024

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

Weekly Plan Sheet from April 7 - 13, 2024

| Thursday, Apr 11 | Friday, Apr 12 | Saturday, Apr 13 |
|------------------|----------------|------------------|
| 6 | 6 | 6 |
| :15 | :15 | :15 |
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| 8 | 8 | 8 |
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| :30 | :30 | :30 |
| :45 | :45 | :45 |
| 9 | 9 | 9 |
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| 3 | 3 | 3 |
| :15 | :15 | :15 |
| :30 | :30 | :30 |
| :45 | :45 | :45 |
| 4 | 4 | 4 |
| :15 | :15 | :15 |
| :30 | :30 | :30 |
| :45 | :45 | :45 |
| 5 | 5 | 5 |
| :15 | :15 | :15 |
| :30 | :30 | :30 |
| :45 | :45 | :45 |
| 6 | 6 | 6 |
| :15 | :15 | :15 |
| :30 | :30 | :30 |
| :45 | :45 | :45 |
| 7 | 7 | 7 |
| :15 | :15 | :15 |
| :30 | :30 | :30 |
| :45 | :45 | :45 |
| 8 | 8 | 8 |
| :15 | :15 | :15 |
| :30 | :30 | :30 |
| :45 | :45 | :45 |
| 9 | 9 | 9 |
| :15 | :15 | :15 |
| :30 | :30 | :30 |
| :45 | :45 | :45 |

PLAN YOUR WEEK IN COLOR!
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Date Night

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

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

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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 Apr 14 - 20, 2024

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

A series of horizontal lines for writing, consisting of 26 rows.

Notes

Weekly Plan Sheet from April 14 - 20, 2024

| Sunday, Apr 14 | Monday, Apr 15 | Tuesday, Apr 16 | Wednesday, Apr 17 |
|----------------|----------------|-----------------|-------------------|
| 6 | 6 | 6 | 6 |
| :15 | :15 | :15 | :15 |
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| 11 | 11 | 11 | 11 |
| :15 | :15 | :15 | :15 |
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| 12 | 12 | 12 | 12 |
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| 1 | 1 | 1 | 1 |
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| 3 | 3 | 3 | 3 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
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| 4 | 4 | 4 | 4 |
| :15 | :15 | :15 | :15 |
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| :45 | :45 | :45 | :45 |
| 5 | 5 | 5 | 5 |
| :15 | :15 | :15 | :15 |
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| 8 | 8 | 8 | 8 |
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| :45 | :45 | :45 | :45 |
| 9 | 9 | 9 | 9 |
| :15 | :15 | :15 | :15 |
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Weekly Plan Sheet from April 14 - 20, 2024

| Thursday, Apr 18 | Friday, Apr 19 | Saturday, Apr 20 |
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| :45 | :45 | :45 |

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from April 21 - 27, 2024

| Sunday, Apr 21 | Monday, Apr 22 | Tuesday, Apr 23 | Wednesday, Apr 24 |
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Weekly Plan Sheet from April 21 - 27, 2024

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| :45 | :45 | :45 |

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

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INCOME PRODUCING ACTIVITY
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Coaching Calls
Team Phone Calls
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Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

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

MY SUCCESS PLAN

MAY 2024

www.epiclegacy.team



May

| Sunday | Monday | Tuesday | Wednesday |
|--------------------------------------|--------------------------|----------------------------|--|
| | | | 1 May Day |
| 5 Cinco De Mayo | 6 Nurse Appreciation Day | 7 Teacher Appreciation Day | 8 Summer 2024 Look Book Begins Mailing |
| 12 Mother's Day Mary Kay Birthday | 13 | 14 | 15 |
| 19 | 20 Victoria Day | 21 | 22 |
| 26 | 27 Memorial Day (US) | 28 | 29 |
| | | | |

May 2024 Goals



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

DIQ
8+ Active Team Members

FUTURE SALES DIRECTOR
8 Active Team Members

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

STAR TEAM BUILDER
3-4 Active Team Members

SENIOR BEAUTY CONSULTANT
1-2 Active Team Members

BEAUTY CONSULTANT



PROFIT GOAL THIS MONTH

\$ _____

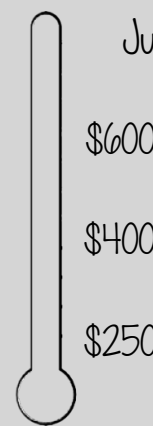
Profit Goal Divided by 0.40 = Retail Sales Goal.
Use the Sales Goal Tracking Sheet

RETAIL SALES GOAL THIS MONTH:

\$ _____

CONSISTENCY IS THE KEY!

July 2023 - June 2024



My Goal: _____

Track Your Wholesale Orders!

TEAM PRODUCTION GOAL: \$ _____

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

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

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

Personal & Unit Goals

Beginning of Month

End of Month.

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

CONSULTANT

MONTHLY

Cheque Calculator

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

Sales

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

Team Commissions & Bonuses

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

Personal Sales

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

=

Personal Team Commission

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

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

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

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

Personal Team Commission cont...

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

_____ % Earned X Team Production
 (Not Including your Personal Production)

=

New Qualified Team Members Bonus

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

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

New Qualified Team Members = _____
 X \$50

=

Car Cash Option

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

***NOTE: Refer to the Advance Brochure on intouch.ca for Full Details and Requirements.*

=

MONTH:

TOTAL:

Notes

A series of 28 horizontal lines for writing notes, starting below the header and extending to the bottom of the page.

Personal Retail Sales Monthly Goal: _____

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

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

| <u>Date</u> | <u>Income Producing Activities</u> | <u>Total Retail Sales w/o Tax</u> | <u>Sales Needed to Finish Goal</u> |
|-------------|------------------------------------|-----------------------------------|------------------------------------|
| 1 | | Total Sales on the 1st | Deduct Sales on 1st from goal |
| 2 | | + Total Sales for the 2nd | - Total Sales for the 2nd |
| | | = Total of Sales to Date | = New Total from your Goal |
| 3 | | = | - |
| | | = | = |
| 4 | | + | - |
| | | = | = |
| 5 | | + | - |
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| | | = | = |
| 15 | | + | - |
| | | = | = |

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

| <u>Date</u> | <u>Income Producing Activities</u> | <u>Total Retail Sales w/o Tax</u> | <u>Sales Needed to Finish Goal</u> |
|-------------|--|-----------------------------------|------------------------------------|
| | Totals Transferred From the Previous Page: | | |
| 16 | | + | - |
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| 31 | | + | - |
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PERFECT START (15 Faces) or POWER START (30 Faces) Tracking Sheet

| | Appt Date | Client Name & Phone # | # of Referrals | Total Retail \$'s | 2nd Appt Booked | Shared Opp. | New Team Member |
|----|-----------|-----------------------|----------------|-------------------|-----------------|-------------|-----------------|
| 1 | | | | | | | |
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| 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 | | | | | | | |
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Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

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

New
Consultants

My New Team Members!

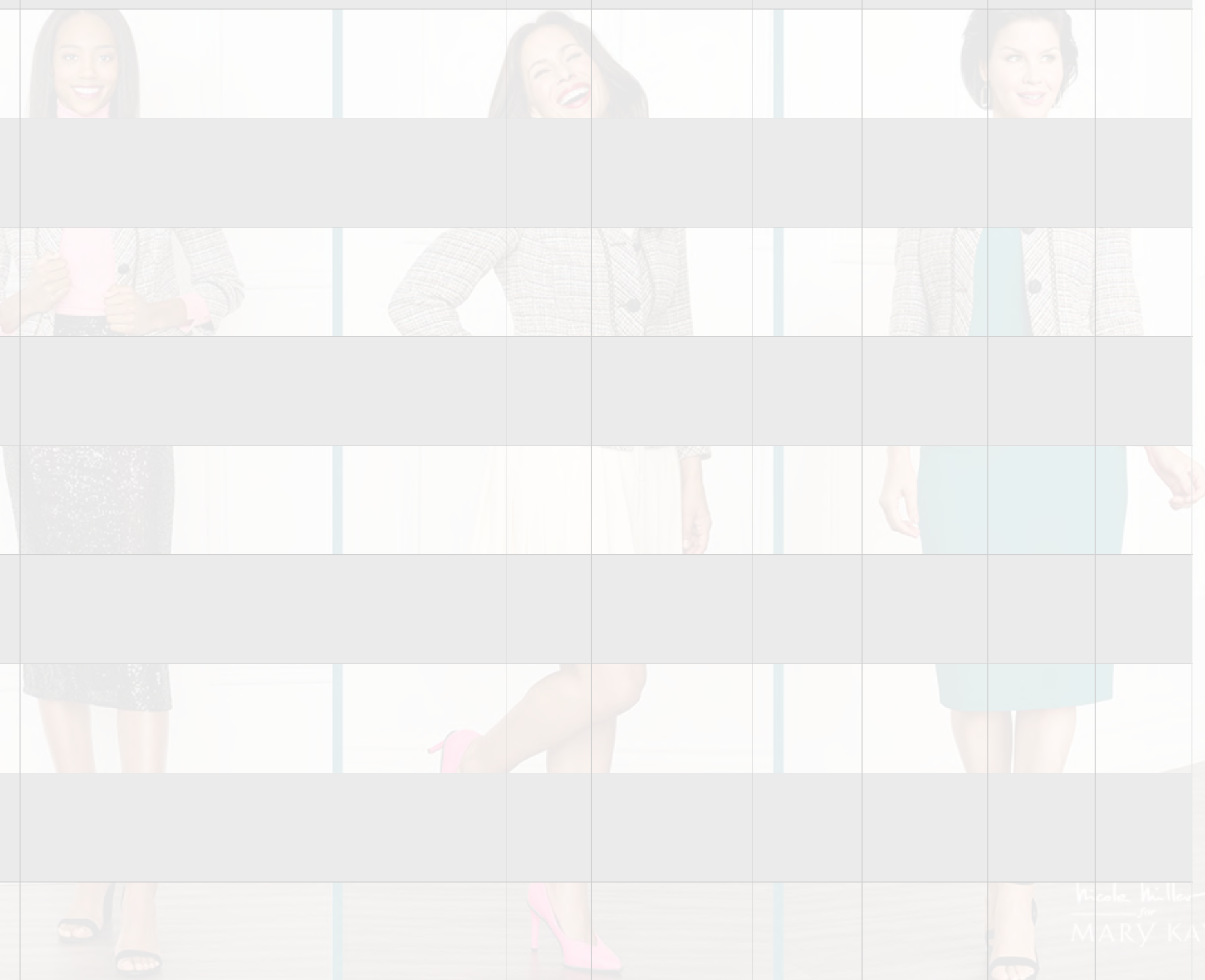
| Start Date | Name Cell# | 15th Day | Contacted my Dir. To Share about my New TM | Entered into Contacts | Added & Shared on Unit/Team FB Group | Attended First Meeting | First Order \$ |
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Special Incentive
for
MARY KAY

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 \$ |
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Nicole Miller
for
MARY KAY

2024
May

Weekly Plan Sheet from April 28 - May 4, 2024

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

Weekly Plan Sheet from April 28 - May 4, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from May 5 - 11, 2024

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

Weekly Plan Sheet from May 5 - 11, 2024

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

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Coaching Calls
Team Phone Calls
Facials/Parties
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Notes

A series of horizontal lines for taking notes, forming a notebook page layout.

Weekly Plan Sheet from May 12 - 18, 2024

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

Weekly Plan Sheet from May 12 - 18, 2024

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

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BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from May 19 - 25, 2024

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

Weekly Plan Sheet from May 19 - 25, 2024

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

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BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from May 26 - June 1, 2024

| Sunday, May 26 | Monday, May 27 | Tuesday, May 28 | Wednesday, May 29 |
|----------------|----------------|-----------------|-------------------|
| 6 | 6 | 6 | 6 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :45 | :45 | :45 |
| 7 | 7 | 7 | 7 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :45 | :45 | :45 |
| 8 | 8 | 8 | 8 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :45 | :45 | :45 |
| 9 | 9 | 9 | 9 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :45 | :45 | :45 |
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Weekly Plan Sheet from May 26 - June 1, 2024

| Thursday, May 30 | Friday, May 31 | Saturday, June 1 |
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PLAN YOUR WEEK IN COLOR!
Color each box with a color that excites you!

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

Family Time

Date Night

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

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

INCOME PRODUCING ACTIVITY

- Booking Appointments
- Coaching Calls
- Team Phone Calls
- Facials/Parties
- Customer Follow Up Calls
- Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

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

MY SUCCESS PLAN

JUNE 2024

www.epiclegacy.team



June

| Sunday | Monday | Tuesday | Wednesday |
|--|--------|---------|-----------|
| | | | |
| 2 | 3 | 4 | 5 |
| 9 | 10 | 11 | 12 |
| 16 Father's Day | 17 | 18 | 19 |
| 23 | 24 | 25 | 26 |
| 30 Last Day of Seminar Year! Q4 Star Quarter Ends | | | |

June 2024 Goals



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

PROFIT GOAL THIS MONTH

\$ _____

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

RETAIL SALES GOAL THIS MONTH:

\$ _____

DIQ
8+ Active Team Members

FUTURE SALES DIRECTOR
8 Active Team Members

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

STAR TEAM BUILDER
3-4 Active Team Members

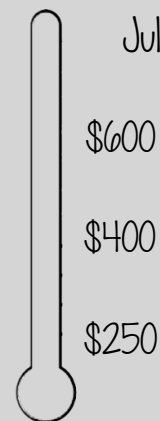
SENIOR BEAUTY CONSULTANT
1-2 Active Team Members

BEAUTY CONSULTANT



CONSISTENCY IS THE KEY!

July 2023 - June 2024



My Goal: _____

Track Your
Wholesale Orders!

TEAM PRODUCTION GOAL: \$ _____

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

NEW TEAM MEMBERS:

ACTIVE /
QUALIFIED

3rd Team Member = Bronze Medal

4th New Team Member = Silver Medal

5th New Team Member = Gold Medal

SALES FORCE SUPPORT CALL CENTER:

1-877-411-6279

Personal & Unit Goals

Beginning of Month

End of Month.

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

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:

\$ $\div .40 =$

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

My Retail Sales Goal:

\$

Ready. Set.
GOAL!



\$

Projected Month Totals:

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

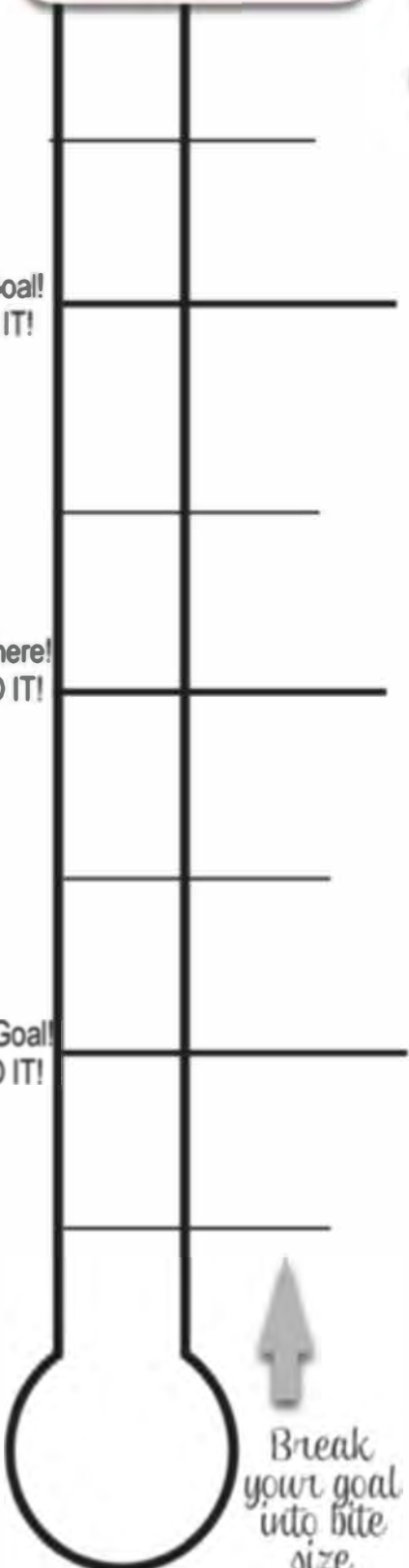
Break It Down: ↓

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

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

Halfway There!
I CAN DO IT!

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



↑
Break your goal into bite size chunks!

Picture of Your Goal!

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

Track Your Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

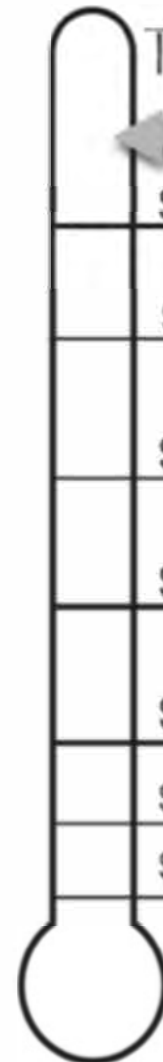
\$850 every month
= On Target for
Princess
Court of Sales!

\$600

\$600 every month
= On Target
Star Consultant!

\$400

\$225



Month End Actual Totals:

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

Orders Placed This Month:

| Section 1 | Section 2 |
|-----------|-----------|
| | |
| | |
| | |
| | |
| | |
| | |
| Total: | |

CONSULTANT

MONTHLY

Cheque Calculator



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

Sales

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

Team Commissions & Bonuses

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

Personal Sales

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

=

Personal Team Commission

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

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

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

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

Personal Team Commission cont...

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

_____ % Earned X Team Production
(Not Including your Personal Production)

=

New Qualified Team Members Bonus

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

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

New Qualified Team Members = _____
X \$50

=

Car Cash Option

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

***NOTE: Refer to the Advance Brochure on intouch.ca 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.

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal: _____

| <u>Date</u> | <u>Income Producing Activities</u> | <u>Total Retail Sales w/o Tax</u> | <u>Sales Needed to Finish Goal</u> |
|-------------|--|-----------------------------------|------------------------------------|
| | Totals Transferred From the Previous Page: | | |
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| 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 |
|----|-----------|-----------------------|----------------|-------------------|-----------------|-------------|-----------------|
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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 |
|----|-----------|-----------------------|----------------|-------------------|-----------------|-------------|-----------------|
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Sharing

The Mary Kay Opportunity

The 4 P's Questions

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

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

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

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

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

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

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

New
Consultants

My New Team Members!

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

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 \$ |
|------------|---------------|----------|--|-----------------------|--------------------------------------|------------------------|----------------|
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Nicole Miller
for
MARY KAY

Notes

Handwriting practice sheet with 28 blank lines.

2024
June

Notes

A series of horizontal lines for writing notes.

Weekly Plan Sheet from June 2 - 8, 2024

| Sunday, June 2 | Monday, June 3 | Tuesday, June 4 | Wednesday, June 5 |
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| 6 | 6 | 6 | 6 |
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| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :45 | :45 | :45 |
| 9 | 9 | 9 | 9 |
| :15 | :15 | :15 | :15 |
| :30 | :30 | :30 | :30 |
| :45 | :45 | :45 | :45 |

Weekly Plan Sheet from June 2 - 8, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

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

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

A large, empty, lined area for writing down the tasks listed in the instructions.

Weekly Plan Sheet from June 9 - 15, 2024

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

Weekly Plan Sheet from June 9 - 15, 2024

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

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Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from June 16 - 22, 2024

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

Weekly Plan Sheet from June 16 - 22, 2024

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

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Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Weekly Plan Sheet from June 23 - 29, 2024

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

Weekly Plan Sheet from June 23 - 29, 2024

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

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Faces This Week: _____

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Total Sales This Week:

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Amt. Needed to Finish Star:

Unit Stars to Date: _____

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Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Future
Planning

July

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

Notes

July 1 - Happy New Seminar Year!

July 1 - Canada Day (All Corp Offices Closed)

July 1 - 1st Qtr Star Begins

July 8 - Fall 2024 PCP Enrollment Deadline

July 15 - Holiday 2024 PCP Enrollment Begins

July 26 - Fall 2024 Director Early Order

July 29 - Fall 2024 Look Book Begins Mailing

July 31 - Aug 2 - Elevate Seminar 2024

August

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

Notes

Aug 5 - Civic Holiday (All Corp Offices Closed)

Aug 8- Holiday 2024 PCP Enrollment Deadline

Aug 9- Fall 2024 Early Order Begins for PCP/Stars

Aug 16 - Fall 2024 Official Product Launch

Aug 29 - Holiday 2024 Look Book Begins Mailing

September

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

Notes

Sept 2 - Labour Day

Sept 5-11 - Top Director Trip Maui, Hawaii

Sept 11-14 - Prestige Trip Kona, Hawaii

Sept 13 - Mary Kay Anniversary

Sept 15 - Winter 2024 PCP Enrollment Begins

Sept 22 - First Day of Fall

Sept 30 - 1st Qtr Star Ends

October

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

Notes

Oct 1 - 2nd Qtr Star Begins

Oct 1 - Holiday 2023 Early Order PCP/Stars

Oct 3 - Holiday 2024 Official Product Launch

Oct 14 - Thanksgiving Day

Oct 15 - Winter 2024 PCP Enrollment Deadline

Oct 16 - Bosses Day

Oct 26 - Winter 2024 Director Early Order Begins

Oct 31 - Halloween

Oct 31 - Winter 2024 Look Book Begins Mailing

November

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

Notes

Nov 3 - Daylight Savings Time Ends

Nov 9 - Winter 2024 Early Order Begins for PCP/Stars

Nov 11 - Remembrance Day

Nov 15 - Fall 2023 Last Day to Order

Nov 16 - Winter 2024 Official Product Launch

Nov 29 - Dec 2 - PINK Weekend

December

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

Notes

Dec 2 - Cyber Monday

Dec 15 - Spring 2025 PCP Enrollment Begins

Dec 21 - 1st Day of Winter

Dec 24 - Christmas Eve

Dec 25 - Christmas Day

Dec 25 - Jan 2 - Hanukkah

Dec 26 - Boxing Day

Dec 31 - 2nd Qtr Star Ends

Dec 31 - New Year's Eve

July

| Sunday | Monday | Tuesday | Wednesday |
|--------|---|---------|----------------------------|
| | 1 Canada Day Happy New Seminar Year! Q1 Star Quarter Begins | 2 | 3 |
| 7 | 8 Fall 2024 PCP Enrollment Deadline | 9 | 10 |
| 14 | 15 Holiday 2024 PCP Enrollment Begins | 16 | 17 |
| 21 | 22 | 23 | 24 |
| 28 | 29 Fall 2024 Look Book Begins Mailing | 30 | 31 Elevate Seminar 2024 |
| | | | |

August

| Sunday | Monday | Tuesday | Wednesday |
|--------|---|---------|-----------|
| | | | |
| 4 | 5 Civic Holiday (All Corp Offices Closed) | 6 | 7 |
| 11 | 12 | 13 | 14 |
| 18 | 19 | 20 | 21 |
| 25 | 26 | 27 | 28 |
| | | | |

September

| Sunday | Monday | Tuesday | Wednesday |
|--------------------------------------|-------------------------|---------|---|
| 1 | 2 Labour Day | 3 | 4 |
| 8 | 9 | 10 | 11 |
| Top Director Trip 2024, Maui, Hawaii | | | |
| | | | Top Director Prestige Trip 2024, Kona, Hawaii |
| 15 Winter 2024 PCP Enrollment Begins | 16 | 17 | 18 |
| 22 1st Day of Fall | 23 | 24 | 25 |
| 29 | 30 Q1 Star Quarter Ends | | |
| | | | |

October

| Sunday | Monday | Tuesday | Wednesday |
|--------|---------------------|---|---------------|
| | | 1 Q2 Star Quarter Begins Holiday 2024 Early Order Begins for PCP/Stars | 2 |
| 6 | 7 | 8 | 9 |
| 13 | 14 Thanksgiving Day | 15 Winter 2024 PCP Enrollment Deadline | 16 Bosses Day |
| 20 | 21 | 22 | 23 |
| 27 | 28 | 29 | 30 |
| | | | |

November

| Sunday | Monday | Tuesday | Wednesday |
|------------------------------|--------------------|---------|-----------|
| | | | |
| 3 Daylight Savings Time Ends | 4 | 5 | 6 |
| 10 | 11 Remembrance Day | 12 | 13 |
| 17 | 18 | 19 | 20 |
| 24 | 25 | 26 | 27 |
| | | | |

December

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

focus believe star flawless recognition promote color
lead
shine serve work learn
business
advance achieve plan
connect tools events power share
systems dream big track
love
BEAUTY LEADERSHIP
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delegat

MY SUCCESS PLAN

JANUARY – JUNE 2024

www.epiclegacy.team

