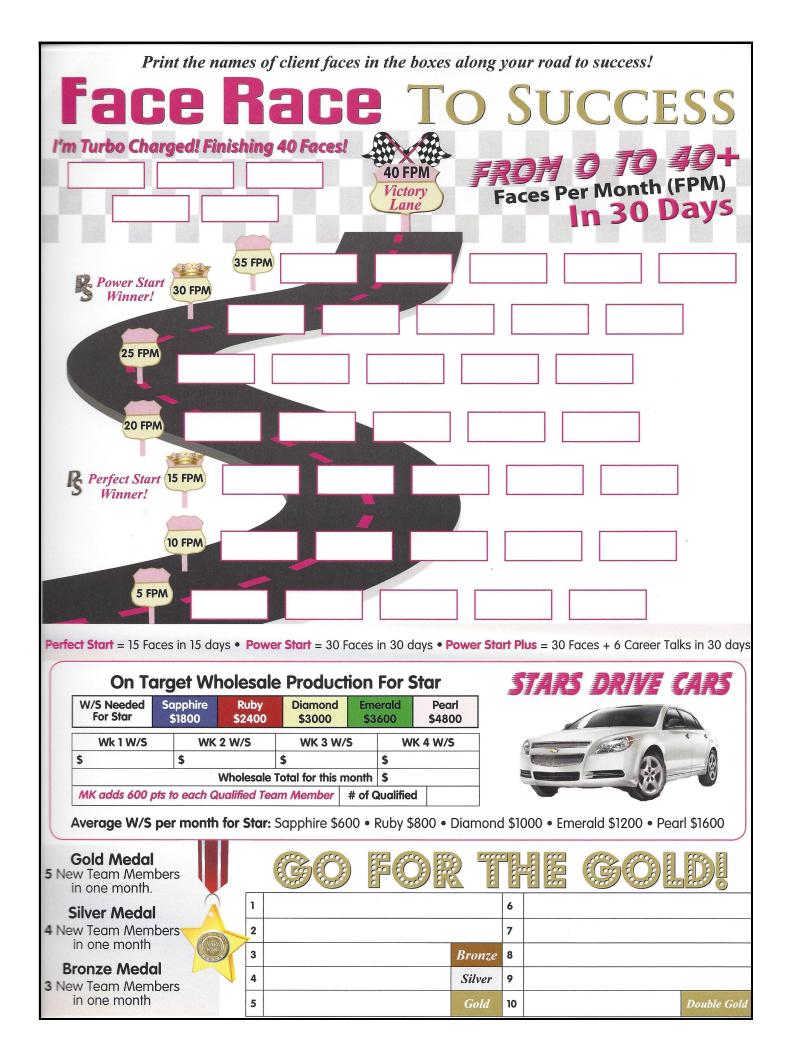
Success Tracking Folder

For Month of:

GOALS This Month

	races	Done
	Sales \$	Done
	Career Talks	Done
	Team Members	Done
	Moving Up Th	e Career Path
	I'll start the month as a	
	I'll finish the month as a	
	Star Consu	ltant Goal
	Quarte	r Date
	to	
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Guests to Mee	etings & Events	
The Event Date Guest Nan		Confirmed $\sqrt{}$ Follow Up $\sqrt{}$
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5		
6		
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7		
8		
8		



Potential Hostesses											Pote	ntic	T lc	Follow-Up												
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Persistence Pays!

Monthly Goal \$
Month Total \$

80% of all sales are made after the 5th call. 48% of sales people give up after the 1st call. 25% give up after the 2nd call.12% make 3 calls and then stop calling. 10% keep calling after the 4th call and get the sale!

Parties Held

Career Talks Held

Hostess Name		Remember To Coach Every Party!	# of	LAYERS: E = Event D = Director Call L = Call Later									
2	es	Hostess Name Date Held	Bookings					Layer					
3							,						
4				2									
5				3									
6				4									
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9 29													
30													

MONTHLY RECAP	Total	MONTHLY RECAP	Total
# of Parties Held		# of Career Talks	
# of Faces Seen		# of New Team Members	
# of Basics Sets Sold		My Star Consultant Achievement	
# of Bookings		Total Retail Sales	\$
# of New Customers	Sim.	Total Sec 1 W/S Order	\$

Mary Kay always said, "Nothing happens until someone sells something!"