

JULY 2020 GOALS



BE FEARLESS
in the PURSUIT
OF WHAT SETS YOUR
SOUL ON FIRE

DIQ:
10 Active Team Members

Elite Team Leader:
8 Team Members

Team Leader:
5 Active Team Members
ON TARGET CAR!!

Star Team Builder:
3 Active Team Members

Senior Beauty Consultant:
1 Active Team Member

Beauty Consultant

July - December
Spark a Chain Reaction
Consistency Challenge!

Profit Goal This Month:
\$ _____

Profit Goal Divided by .40 = Retail Sales Goal
Use the Sales Goal Tracking Sheet on Page 3

Retail Sales Goal This Month:
\$ _____

NEW TEAM MEMBERS:	Active or Qualified?
3rd New Team Member = Bronze Medal	
4th New Team Member = Silver Medal	
5th New Team Member = Gold Medal	

Spark A Chain Reaction Challenge!

Your Wholesale Goal Here!
50% of your retail goal!

\$600

\$400

\$250

Track Your Wholesale Orders!

Team Production Goal : _____

Date	Team Wholesale Production
5th	
10th	
15th	
20th	
25th	
30th	

Finished With:

MARY KAY CUSTOMER SERVICE:
1.800.272.9333

Personal & Unit Seminar Goals	Beginning of the Month:	End of the Month:
Star Goal:	Total on the 1st:	Total:
Court of Personal Sales Year to Date:	YTD on the 1st:	YTTD total:
Court of Personal Sharing:	# Qualified on the 1st:	# Qualified total:
Car Production:	On the 1st:	On the last day:
Team Size Goal:	# Team Members on the 1st:	# 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

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:

Date:	Section 1	Section 2

Total:

PERSONAL RETAIL SALES MONTHLY GOAL: \$ _____

Formula: Profit You Want to Have Divided by .40 = Total Personal Retail Sales Goal without Tax

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

Date	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed To Finish Goal
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 Other Side

Date	Income Producing Activity	Total Retail Sales w/out Tax	Sales Needed To Finish Goal
Totals Transferred From the Front:			
16		+	-
		=	=
17		+	-
		=	=
18		+	-
		=	=
19		+	-
		=	=
20		+	-
		=	=
21		+	-
		=	=
22		+	-
		=	=
23		+	-
		=	=
24		+	-
		=	=
25		+	-
		=	=
26		+	-
		=	=
27		+	-
		=	=
28		+	-
		=	=
29		+	-
		=	=
30		+	-
		=	=
31		+	-
		=	=

PERFECT START (15 Faces) OR POWER START (30 Faces) TRACKING SHEET

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							
TOTALS OF EACH COLUMN FOR THE MONTH:							

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places!

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
31							
32							
33							
34							
35							
36							
37							
38							
39							
40							
41							
42							
43							
44							
45							
46							
47							
48							
49							
50							
51							
52							
53							
54							
55							
56							
57							
58							
59							
60							
TOTALS OF EACH COLUMN FOR THE MONTH:							

AUGUST 2020 GOALS



BE FEARLESS
in the PURSUIT
OF WHAT SETS YOUR
SOUL ON FIRE

DIQ:
10 Active Team Members

Elite Team Leader:
8 Team Members

Team Leader:
5 Active Team Members
ON TARGET CAR!!

Star Team Builder:
3 Active Team Members

Senior Beauty Consultant:
1 Active Team Member

Beauty Consultant



July - December
Spark a Chain Reaction
Consistency Challenge!

Profit Goal This Month:

\$ _____

Profit Goal Divided by .40 = Retail Sales Goal
Use the Sales Goal Tracking Sheet on Page 3

Retail Sales Goal This Month:

\$ _____

NEW TEAM MEMBERS:

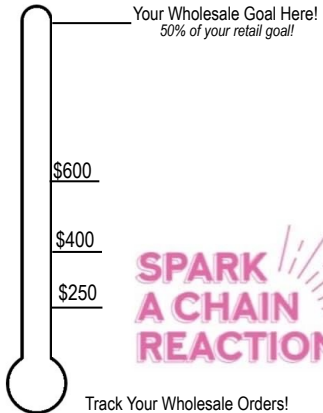
Active or
Qualified?

<i>3rd New Team Member = Bronze Medal</i>	
<i>4th New Team Member = Silver Medal</i>	
<i>5th New Team Member = Gold Medal</i>	

MARY KAY CUSTOMER SERVICE:

1.800.272.9333

Spark A Chain Reaction Challenge!



Team Production Goal : _____

Date	Team Wholesale Production
5th	
10th	
15th	
20th	
25th	
30th	

Finished With:

Personal & Unit Seminar Goals

Beginning of the Month:

End of the Month:

Star Goal:

Total on the 1st:

Total:

Court of Personal Sales Year to Date:

YTD on the 1st:

YTTD total:

Court of Personal Sharing:

Qualified on the 1st:

Qualified total:

Car Production:

On the 1st:

On the last day:

Team Size Goal:

Team Members on the 1st:

Team Members:

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

My Retail Sales Goal:

÷ .40 =

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

Ready. Set.
GOAL!

Projected Month Totals:

Break It Down:

40% Profit of Goal: _____

My Average per Facial: \$ _____

50% Wholesale of Goal: _____

Retail Goal ÷ Average per Facial

5% Section 2/ Supplies: _____

= # Faces To Pamper: _____

5% MK Events/PCP: _____

Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____



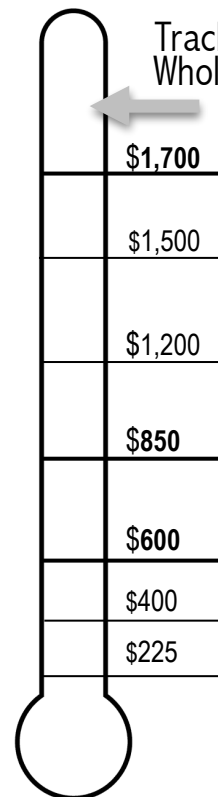
3/4 of my Goal!
I CAN DO IT!

Halfway There!
I CAN DO IT!

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

Break your goal into bite size chunks!

Track Your Wholesale!



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

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

\$600 every month
= On Target
Star Consultant!

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

Month End Actual Totals:

Orders Placed This Month:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Date:	Section 1	Section 2

Total:

PERSONAL RETAIL SALES MONTHLY GOAL: \$ _____

Formula: Profit You Want to Have Divided by .40 = Total Personal Retail Sales Goal without Tax

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

Date	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed To Finish Goal
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 Other Side

Date	Income Producing Activity	Total Retail Sales w/out Tax	Sales Needed To Finish Goal
Totals Transferred From the Front:			
16		+	-
		=	=
17		+	-
		=	=
18		+	-
		=	=
19		+	-
		=	=
20		+	-
		=	=
21		+	-
		=	=
22		+	-
		=	=
23		+	-
		=	=
24		+	-
		=	=
25		+	-
		=	=
26		+	-
		=	=
27		+	-
		=	=
28		+	-
		=	=
29		+	-
		=	=
30		+	-
		=	=
31		+	-
		=	=

PERFECT START (15 Faces) OR POWER START (30 Faces) TRACKING SHEET

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							
TOTALS OF EACH COLUMN FOR THE MONTH:							

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places!

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
31							
32							
33							
34							
35							
36							
37							
38							
39							
40							
41							
42							
43							
44							
45							
46							
47							
48							
49							
50							
51							
52							
53							
54							
55							
56							
57							
58							
59							
60							
TOTALS OF EACH COLUMN FOR THE MONTH:							

SEPTEMBER

2020 GOALS



BE FEARLESS
in the PURSUIT
OF WHAT SETS YOUR
SOUL ON FIRE

DIQ:
 10 Active Team Members

Elite Team Leader:
 8 Team Members

Team Leader:
 5 Active Team Members
ON TARGET CAR!!

Star Team Builder:
 3 Active Team Members

Senior Beauty Consultant:
 1 Active Team Member

Beauty Consultant



July - December
 Spark a Chain Reaction
 Consistency Challenge!

Profit Goal This Month:

\$ _____

Profit Goal Divided by .40 = Retail Sales Goal
 Use the Sales Goal Tracking Sheet on Page 3

Retail Sales Goal This Month:

\$ _____

NEW TEAM MEMBERS:

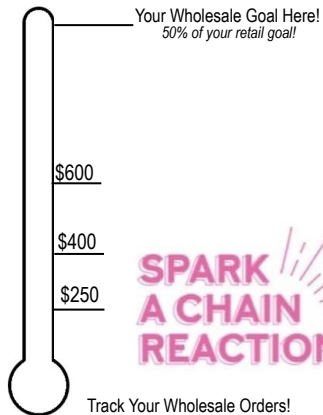
Active or Qualified?

NEW TEAM MEMBERS:	Active or Qualified?
3rd New Team Member = Bronze Medal	
4th New Team Member = Silver Medal	
5th New Team Member = Gold Medal	

MARY KAY CUSTOMER SERVICE:

1.800.272.9333

Spark A Chain Reaction Challenge!



Team Production Goal : _____

Date	Team Wholesale Production
5th	
10th	
15th	
20th	
25th	
30th	

Finished With:

Personal & Unit Seminar Goals	Beginning of the Month:	End of the Month:
Star Goal:	Total on the 1st:	Total:
Court of Personal Sales Year to Date:	YTD on the 1st:	YTTD total:
Court of Personal Sharing:	# Qualified on the 1st:	# Qualified total:
Car Production:	On the 1st:	On the last day:
Team Size Goal:	# Team Members on the 1st:	# Team Members:

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

My Retail Sales Goal:

÷ .40 =

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

Ready. Set.
GOAL!

Projected Month Totals:

Break It Down:

➔

40% Profit of Goal: _____

My Average per Facial: \$ _____

50% Wholesale of Goal: _____

Retail Goal ÷ Average per Facial

5% Section 2/ Supplies: _____

= # Faces To Pamper: _____

5% MK Events/PCP: _____

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
\$1,500
\$1,200
\$850
\$600
\$400
\$225

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

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

\$600 every month
= On Target
Star Consultant!

Break your
goal into
bite size
chunks!

Month End Actual Totals:

Orders Placed This Month:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Date:	Section 1	Section 2

Total:

PERSONAL RETAIL SALES MONTHLY GOAL: \$ _____

Formula: Profit You Want to Have Divided by .40 = Total Personal Retail Sales Goal without Tax

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

Date	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed To Finish Goal
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 Other Side

Date	Income Producing Activity	Total Retail Sales w/out Tax	Sales Needed To Finish Goal
Totals Transferred From the Front:			
16		+	-
		=	=
17		+	-
		=	=
18		+	-
		=	=
19		+	-
		=	=
20		+	-
		=	=
21		+	-
		=	=
22		+	-
		=	=
23		+	-
		=	=
24		+	-
		=	=
25		+	-
		=	=
26		+	-
		=	=
27		+	-
		=	=
28		+	-
		=	=
29		+	-
		=	=
30		+	-
		=	=
31		+	-
		=	=

PERFECT START (15 Faces) OR POWER START (30 Faces) TRACKING SHEET

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							
TOTALS OF EACH COLUMN FOR THE MONTH:							

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places!

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
31							
32							
33							
34							
35							
36							
37							
38							
39							
40							
41							
42							
43							
44							
45							
46							
47							
48							
49							
50							
51							
52							
53							
54							
55							
56							
57							
58							
59							
60							
TOTALS OF EACH COLUMN FOR THE MONTH:							

QUARTERLY
&
YEAR LONG
GOALS



Be a 1st Quarter Star!!

1st Quarter: June 16 - September 15

WEEK OF	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
June 16 - June 20					
June 21 - June 27					
June 28 - July 4					
July 5 - July 11					
July 12- July 18					
July 19 - July 25					
July 26 - August 1					
Aug. 2 - Aug. 8					
Aug. 9 - Aug. 15					
Aug. 16 - Aug. 22					
Aug. 23 - Aug. 29					
Aug. 30 - Sept. 5					
Sept. 8 - Sept. 15					
TOTALS	\$	\$	\$	+	=

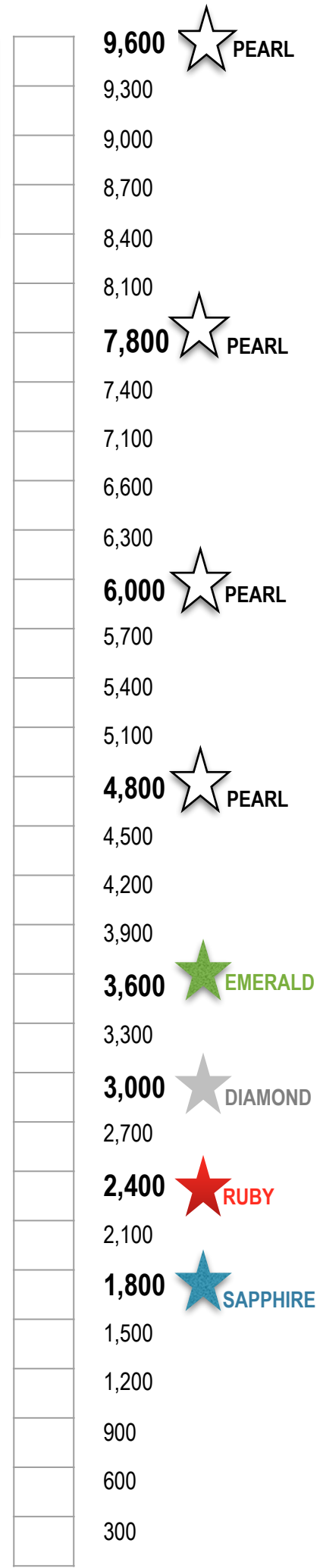
* A Qualified new personal team members is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 Orders are postmarked and accepted by the company within the contest quarter.

Every NEW Qualified* Team Member Once YOU Reach Sapphire Star gives you an additional 600 contest credit points!



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

With every \$300 wholesale, fill in a square!! Once you hit **SAPPHIRE STAR**, add 600 with every new qualified* team member!



star consultant program

MARY KAY
June 16 to Sept. 15, 2020

<p>pearl 9600</p>  <p>Dyson V8 Absolute Vacuum Cleaner</p> <p>\$300 Premium SuperCertificate</p>	 <p>Samsung 43" Smart 4K UHD TV</p>	<p>pearl 7800</p>  <p>Cuisinart Extra Large Rotisserie Fryer and Steamer</p> <p>Premium SuperCertificate</p>	 <p>Cribout Explore Air 2 in Lilac or Mint</p> <p>Premium SuperCertificate</p>
<p>pearl 6000</p>  <p>Cuisinart Precision Master 5.5-Quart Stand Mixer in Silver</p> <p>Premium SuperCertificate</p> <p>Leadership Conference 2021 Registration Voucher</p>	 <p>Fresense Patio Heater in Apple Chestnut Finish</p>	<p>pearl 4800</p>  <p>Tumi Pac Packable Travel Puffer Jacket for Women</p> <p>Premium SuperCertificate</p>	 <p>Ember Mug in Black</p> <p>Premium SuperCertificate</p>
<p>emerald 3600</p>  <p>UGG Bliss Sherga Throw and Pillow Set in Quartz</p> <p>MKConnections* Voucher OR Premium SuperCertificate</p>	 <p>SuperSonic 5.1 Channel DVD Home Theater System</p>	 <p>Farberware Designs Aluminum Nonstick Cookware Set, 16-Piece, White Marble</p> <p>MKConnections* Voucher OR Premium SuperCertificate</p>	<p>diamond 3000</p>  <p>Kenu SingleBank 10,000 mAh Wireless Charging Powerbank Phone Stand</p> <p>MKConnections* Voucher OR Premium SuperCertificate</p>
<p>ruby 2400</p>  <p>Nostalgia Retro 6-Can Personal Cooling and Heating Refrigerator</p> <p>MKConnections* Voucher OR Premium SuperCertificate</p>	 <p>HomeCraft 3 Station 2.5-Quart Round Slow Cooker Buffet in Copper</p>	 <p>Shiraleah Zia Cape Scarf With Argentina Leopard Hoop Earrings and Large Cuff</p>	<p>sapphire 1800</p>  <p>IQ Sound Bluetooth True Wireless Earbuds and Mic in Gold</p> <p>MKConnections* Voucher OR Premium SuperCertificate</p>

Shoot for the stars, and Spark a Chain Reaction!

As you build your Mary Kay business, you can earn these exciting prizes in the Star Consultant Program. The achievements you enjoy through the Star Consultant Program can link you to rewards in other Mary Kay programs too!

All third-party trademarks, registered trademarks and service marks are the property of their respective owners. Prizes are subject to change. Find prize details and program requirements online under Contests/Promotions/Contests on Mary Kay InTouch!™ M/09/16-18/19/20/2020/MARYKAY/INC. 10-17/001 WND046111 6/20 PRINTED IN U.S.A.

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 & total new qualified team members would look like in order to reach your total goal? This is where you'll map a plan.

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

Divide the above amount by 3: \$_____ ÷ 3 = \$_____/mo.

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

\$_____ ÷ _____ x 2 = \$_____

Take that total and multiply it by .40 to discover what your profit will be each month:

\$_____ x .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 and divide it by \$600 to calculate how many new qualified team members you'll want to bless this quarter!

\$ _____ ÷ \$600 = _____ NQTM
 (New Qualified Team Members)

Prize(s) I'm Most Excited to Earn This Quarter and WHY!

See the full size version of this poster on your Mary Kay InTouch @ Contests/Promotions > Contests > Star Consultant Q4 > See the Poster

My Star Goal: \$ _____ + # New Personal Team Members: _____ = MY TOTAL STAR GOAL: \$ _____



Be a 2nd Quarter Star!!

1st Quarter: Sept. 16 - December 15

WEEK OF	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Sept. 16- Sept. 19					
Sept 20 - Sept. 26					
Sept. 27 - Oct. 3					
Oct. 4 - Oct. 10					
Oct. 11 - Oct. 17					
Oct. 18 - Oct. 24					
Oct. 25 - Oct. 31					
Nov. 1 - Nov. 7					
Nov. 8 - Nov. 14					
Nov. 15 - Nov. 21					
Nov. 22 - Nov. 28					
Nov 29 - Dec. 5					
Dec. 6 - Dec. 12					
Dec.13 - Dec. 15					
TOTALS	\$	\$	\$	+	=

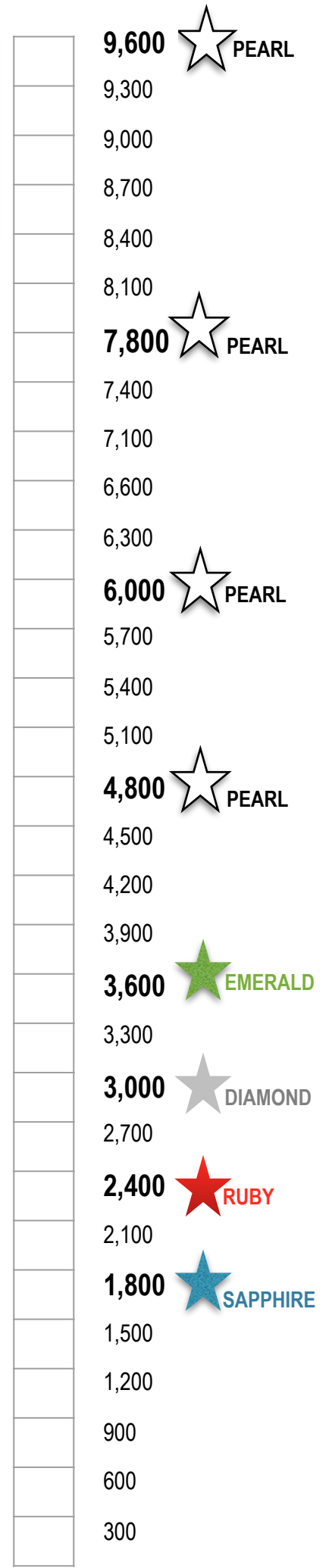
* A Qualified new personal team members is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 Orders are postmarked and accepted by the company within the

Every NEW Qualified* Team Member Once YOU Reach Sapphire Star gives you an additional 600 contest credit points!



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

With every \$300 wholesale, fill in a square!! Once you hit **SAPPHIRE STAR**, add 600 with every new qualified* team member!



Seminar 2020-2021 Personal National Court of Sales Detailed Tracking

\$20,000 Wholesale (\$40,000 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: \$20,000 <small>With each month, cross out the previous month's amount and write in your new total needed!</small>
Example: This Month	\$2,000	\$1,000	\$1,000	\$19,000
Next Month:	\$3,000	\$1,500	\$2,500	\$17,500
July				
August				
September				
October				
November				
December				
January				
February				
March				
April				
May				
June				
July 1st Totals!				You Can Do It!

**TRACKING MY
CAREER CAR
& PROMOTION
TO DIRECTOR!**

Grand Achiever Program

Use this to Track Your Malibu!



You have the option to earn the Chevy Malibu or the cash compensation of \$425/month!

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 and those 5 or more active team members do a combined wholesale production of \$5,000 in a calendar month.
4. These requirements must be met each month to remain on-target.

Note: The average production to complete the required \$23,000 in 1-4 months is an average of \$5,750/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 \$23,000 in ONE to FOUR MONTHS!

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 YOUR CAR!!!!	

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

- \$23,000 Combined Personal & Team Section 1 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 16 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:		\$23,000	YOU DID IT!

#	Team Members All of them must be Active (The month her \$225+ Section 1 order is received & the following 2 calendar months)	1st Month Order Totals	2nd Month Order Totals	3rd Month Order Totals	4th Month Order Totals
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
	TEAM PRODUCTION:				
	YOUR PERSONAL PRODUCTION EACH MONTH:				
	TOTAL FOR THE MONTH:				

ALL
IN
WITH
10!



DIQ REQUIREMENTS:

- Future Ind. Sales Director must be active*.
- Future Ind. Sales Director must have 10 or more active* personal team members.
- Qualifying unit is comprised of the DIQ, her personal team members and 2nd line team members (personal team members of 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 \$3,000 personal wholesale Sec. 1 Orders.

*In the month of a \$225 wholesale order and the following 2 months.

**Initial first order of \$600+ in the same or following calendar month of their agreement.

#	DIQ Unit Members All must be active when you complete DIQ! (The month her \$225+ Section 1 order is received & 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 Carl!)			
6				
7				
8	Elite Team Leader (4%, 9%, or 13% Love Check)			
9				
10	Submit for DIQ!			
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
21				
22				
23				
24				
	TEAM PRODUCTION:			
	YOUR PERSONAL PRODUCTION EACH MONTH:			
	TOTAL FOR THE MONTH:			

MY TEAM!

PRINT A COPY OF
YOUR CURRENT TEAM MEMBERS LIST
& INSERT IN THIS SECTION

FOUND ON MARY KAY INTouch UNDER BUSINESS TOOLS/ MY BUSINESS

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 and build your Mary Kay 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 Mary Kay apps available to you in the App Store!
- Perfect your I-story! (There are a lot of great tips on Mary Kay InTouch under Consultant Education to help you!)

AS A 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 her products at a discount, do it more part-time, or does she want to pursue leadership?
 - 3 key things to know about your new team member (Married, Single, Children, Working, etc....)
 - How did you meet her?
- Announce your new team member and a picture 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 Great Start Action Plan" on your Mary Kay InTouch > Contests/Promotions > Great Start Promotion > then Team Builder Action Plan on the left hand menu. If you need help from your director, ask her.
- Be sure to plug your team members into all social media including Voxer, etc.
- Encourage your new team member to attend her first meeting to be pinned!

- With your 2nd Active team member, you can order your red jacket @ www.twinhill.com/mkredjacket
You'll find more info under Ordering > Career Apparel > Red Jacket Information.
- Be sure to visit all of the fabulous education tools to help you get into RED on your Mary Kay InTouch under Education.

AS A STAR TEAM BUILDER WITH 3-4 ACTIVE TEAM MEMBERS:

- Plan your Red Jacket Debut with your director to celebrate your team!
- Continue with the tips mentioned above for Senior Beauty Consultants.
- Master your skin care 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 Business Tools!
- 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 "You Hold The Key" 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.

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

- Keep doing all of the tips mentioned above.
- 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.

AS AN ELITE TEAM LEADER OR DIQ (DIRECTOR IN QUALIFICATION)

WITH 8+ ACTIVE PERSONAL TEAM MEMBERS:

- Keep doing all of the tips mentioned above.
- Now is a great time to plan a potluck with your team to share your vision!
- Study the Advance Brochure under Resources to familiarize yourself with DIQ Qualifications!
- 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 under Business Tools in depth.
- Keep it simple! Don't overthink it. Imperfect action is better than perfect procrastination.
- Get excited! You're going to be an Independent Sales Director soon!



JULY

JULY 2020

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
			1 Happy MK New Year
5	6	7	8
12	13	14	15
19	20	21	22
26	27	28	29

Weekly Plan Sheet from **JULY 5**

Sunday, July 5		Monday, July 6		Tuesday, July 7		Wednesday, July 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	

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

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

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

Family Time

Date Night

Mary Kay Time: Meetings,
Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amount Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members _____

Team Sharing Appts: _____

New Team Members: _____

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, July 5

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, July 6

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

“I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

“A class worth booking is a class worth coaching” - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

“It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

“Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

“The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, July 7

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, July 8

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH: Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE
"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)
"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS
"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS
"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS
"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, July 9

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, July 10

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

“I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

“A class worth booking is a class worth coaching” - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

“It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

“Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

“The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

Blank area for notes and thoughts, consisting of a series of horizontal lines.



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, July 11

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



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

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

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

Family Time

Date Night

Mary Kay Time: Meetings,
Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amount Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members _____

Team Sharing Appts: _____

New Team Members: _____

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, July 12

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, July 13

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, July 14

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

--



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, July 15

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, July 16

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

“I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

“A class worth booking is a class worth coaching” - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

“It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

“Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

“The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, July 17

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, July 17

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, July 18

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



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

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

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

Family Time

Date Night

Mary Kay Time: Meetings,
Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amount Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members _____

Team Sharing Appts: _____

New Team Members: _____

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, July 19

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1

5

2

6

3

7

4

8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1

4

2

5

3

6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1

4

2

5

3

6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1

3

2

4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1

4

2

5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, July 20

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, July 21

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, July 22

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE
 “I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)
 “A class worth booking is a class worth coaching” - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS
 “It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS
 “Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS
 “The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, July 23

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

“I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

“A class worth booking is a class worth coaching” - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

“It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

“Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

“The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, July 24

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, July 25

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

Weekly Plan Sheet from **JULY 26**

Sunday, July 26	Monday, July 27	Tuesday, July 28	Wednesday, July 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
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

Thursday, July 30	Friday, July 31	Saturday, August 1
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

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

Family Time

Date Night

Mary Kay Time: Meetings,
Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amount Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members _____

Team Sharing Appts: _____

New Team Members: _____

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, July 26

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, July 27

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, July 28

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

“I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

“A class worth booking is a class worth coaching” - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

“It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

“Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

“The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, July 29

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, July 30

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, July 31

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, August 1

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

AUGUST

AUGUST 2020

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
2	3	4	5
9	10 Fall Early Ordering for PCP Participants	11	12
16	17 Last Day to Enroll Customers for Holiday Look Through PCP!	18	19
23 30	24 31	25	26

THURSDAY	FRIDAY	SATURDAY
		1
6	7	8
13	14	15 Fall Product Launch
20	21	22
27	28	29



SEPTEMBER 2020

Sun	Mon	Tues	Wed	Thurs	Fri	Sat
		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

Thursday, August 6	Friday, August 7	Saturday, August 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
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:

Amount Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members _____

Team Sharing Appts: _____

New Team Members: _____

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, August 2

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE
"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)
"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS
"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS
"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS
"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, August 3

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, August 4

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, August 5

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, August 6

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, August 7

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, August 8

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



Weekly Plan Sheet from **AUGUST 9**

Sunday, August 9	Monday, August 10	Tuesday, August 11	Wednesday, August 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

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

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

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

Family Time

Date Night

Mary Kay Time: Meetings,
Networking, Training, etc

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

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/ Parties
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:

Amount Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members _____

Team Sharing Appts: _____

New Team Members: _____

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, August 9

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, August 10

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

“I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

“A class worth booking is a class worth coaching” - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

“It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

“Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

“The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, August 11

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, August 12

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, August 13

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE
 "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)
 "A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS
 "It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS
 "Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS
 "The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, August 14

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, August 15

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

Weekly Plan Sheet from **AUGUST 16**

Sunday, August 16	Monday, August 17	Tuesday, August 18	Wednesday, August 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

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

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

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

Family Time

Date Night

Mary Kay Time: Meetings,
Networking, Training, etc

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

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/ Parties
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:

Amount Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members _____

Team Sharing Appts: _____

New Team Members: _____

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, August 16

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1
2
3
4

5
6
7
8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1
2
3

4
5
6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1
2
3

4
5
6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1
2

3
4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1
2

4
5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, August 17

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, August 18

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, August 19

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, August 20

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

“I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

“A class worth booking is a class worth coaching” - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

“It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

“Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

“The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, August 21

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

Blank space for notes and thoughts.



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, August 22

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

Weekly Plan Sheet from **AUGUST 23**

Sunday, August 23	Monday, August 24	Tuesday, August 25	Wednesday, August 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

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

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

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

Family Time

Date Night

Mary Kay Time: Meetings,
Networking, Training, etc

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

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/ Parties
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:

Amount Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members _____

Team Sharing Appts: _____

New Team Members: _____

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, August 23

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, August 24

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, August 25

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, August 26

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, August 27

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

“I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

“A class worth booking is a class worth coaching” - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

“It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

“Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

“The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, August 28

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS

--



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, August 29

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SEPTEMBER

SEPTEMBER 2020

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
		1	2
6	7 Labor Day	8	9
13	14	15 Last Day of Star 1st Quarter	16 First Day of Star 2nd Quarter
20	21	22	23
27	28	29	30

Weekly Plan Sheet from **AUGUST 30**

Sunday, August 30	Monday, August 31	Tuesday, September 1	Wednesday, September 2
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

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

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

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

Family Time

Date Night

Mary Kay Time: Meetings,
Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amount Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members _____

Team Sharing Appts: _____

New Team Members: _____

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, August 30

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, August 31

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, September 1

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, September 2

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, September 3

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, September 4

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH: Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, September 5

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



Weekly Plan Sheet from **SEPTEMBER 6**

Sunday, September 6	Monday, September 7	Tuesday, September 8	Wednesday, September 9
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

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

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

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

Family Time

Date Night

Mary Kay Time: Meetings,
Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week: _____
Bookings Next Week: _____
Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amount Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____
New Personal Team Members _____
Team Sharing Appts: _____
New Team Members: _____

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, September 6

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE
“I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)
“A class worth booking is a class worth coaching” - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS
“It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS
“Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS
“The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, September 7

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, September 8

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, September 9

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, September 10

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE
 “I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)
 “A class worth booking is a class worth coaching” - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS
 “It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS
 “Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS
 “The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, September 11

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE
"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)
"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS
"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS
"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS
"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, September 12

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, September 13

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, September 14

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE
"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)
"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS
"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS
"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS
"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, September 15

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

“I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

“A class worth booking is a class worth coaching” - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

“It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

“Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

“The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, September 16

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

“I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1
2
3
4

5
6
7
8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

“A class worth booking is a class worth coaching” - Mary Kay Ash

1
2
3

4
5
6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

“It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1
2
3

4
5
6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

“Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1
2

3
4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

“The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1
2

4
5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, September 17

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

“I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

“A class worth booking is a class worth coaching” - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

“It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

“Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

“The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, September 18

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, September 19

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



Weekly Plan Sheet from **SEPTEMBER 13**

Sunday, September 13	Monday, September 14	Tuesday, September 15	Wednesday, September 16
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

Thursday, September 17	Friday, September 18	Saturday, September 19
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

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

Family Time

Date Night

Mary Kay Time: Meetings,
Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amount Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members _____

Team Sharing Appts: _____

New Team Members: _____

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, September 20

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, September 21

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, September 22

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, September 23

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1
2
3
4

5
6
7
8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1
2
3

4
5
6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1
2
3

4
5
6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1
2

3
4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1
2

4
5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, September 24

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, September 25

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, September 26

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



Weekly Plan Sheet from **SEPTEMBER 20**

Sunday, September 20	Monday, September 21	Tuesday, September 22	Wednesday, September 23
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

Thursday, September 24	Friday, September 25	Saturday, September 26
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

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

Family Time

Date Night

Mary Kay Time: Meetings,
Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amount Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members _____

Team Sharing Appts: _____

New Team Members: _____

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Sunday, September 27

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE
 “I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)
 “A class worth booking is a class worth coaching” - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS
 “It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town” - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS
 “Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving.” - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS
 “The wonderful feeling that comes from helping people gives meaning to your accomplishments.” - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Monday, September 28

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Tuesday, September 29

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Wednesday, September 30

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE
"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)
"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS
"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS
"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS
"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Thursday, October 1

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Friday, October 2

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

- 1
- 2
- 3
- 4
- 5
- 6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

- 1
- 2
- 3
- 4
- 5
- 6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



SCHEDULE @ A GLANCE:

5AM: Quiet Time/ Devotion/ Prayer

Million \$ Call: 641.715.3900 44336#

6AM

7AM

8AM

9AM

10AM

11AM

12PM

1PM

2PM

3PM

4PM

5PM

6PM

7PM

8PM

9PM

10PM

Date: Saturday, October 3

"Make every day count! Make every hour count! Make every minute count! And don't stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS

1

2

3

4

5

6

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

1

2

3

4

5

6

PHONE CALLS TO MAKE/ RETURN

ERRANDS TO DO TODAY

NEW CONTACTS/ REFERRALS

THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS:

RETAIL SALES TODAY:

SHARED MARY KAY WITH:
Details in Sharing Section

MILEAGE TO RECORD:

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFERRALS/ CURRENT CUSTOMER BASE

"I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection and it is not always a straight path, there will be detours - so enjoy the view - Michael York

1	5
2	6
3	7
4	8

COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

"A class worth booking is a class worth coaching" - Mary Kay Ash

1	4
2	5
3	6

FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS

"It costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town" - Mary Kay Ash

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/TEXTS

"Treat your business as a gift. Give it with love & concern for women - not out of expectation for return, but for the sweet and deep joy of giving." - Mary Kay Ash

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS/TEXTS

"The wonderful feeling that comes from helping people gives meaning to your accomplishments." - Mary Kay Ash

1	4
2	5

NOTES/ THOUGHTS



Weekly Plan Sheet from **SEPTEMBER 27**

Sunday, September 27	Monday, September 28	Tuesday, September 29	Wednesday, September 30
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

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

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

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

Family Time

Date Night

Mary Kay Time: Meetings,
Networking, Training, etc

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

INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/ Parties
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:

Amount Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members _____

Team Sharing Appts: _____

New Team Members: _____

MONTH-AT-A-GLANCE

OCTOBER 2020

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
4	5	6	7
11	12 Columbus Day	13	14
18	19	20	21
25	26	27	28

NOVEMBER 2020

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1 Daylight Savings	2	3 ELECTION DAY	4
8	9	10 Early Ordering Starts & Look Books Mail to Enrolled Customers from the Company	11 Veteran's Day
15 Winter Product Launch	16	17	18
22	23	24	25
29	30		

DECEMBER 2020

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
		1	2
6	7	8	9
13	14	15 2nd Quarter Ends	16 3rd Quarter Begins
20	21	22	23
27	28	29	30

JANUARY 2021

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
3	4	5	6
10	11	12	13
17	18 Martin Luther King Day	19	20 Inauguration Day
24	25	26	27
31			

FEBRUARY 2021

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
	1	2 Groundhog Day	3
7 Super Bowl	8	9	10 Early Spring Product Launch for PCP & Stars
14 Valentine's Day	15 President's Day	16 Spring Product Launch	17
21	22	23	24
28			

MARCH 2021

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
	1	2	3
7	8 International Women's Day	9	10
14 Daylight Savings	15 3rd Quarter Ends	16 4th Quarter Begins	17 St. Patrick's Day
21	22	23	24
28	29	30	31

THURSDAY		FRIDAY		SATURDAY																																											
4	5	6																																													
11	12	13	APRIL 2021 <table border="1"> <thead> <tr> <th>Sun</th> <th>Mon</th> <th>Tues</th> <th>Wed</th> <th>Thurs</th> <th>Fri</th> <th>Sat</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td></td> <td></td> <td>1</td> <td>2</td> <td>3</td> </tr> <tr> <td>4</td> <td>5</td> <td>6</td> <td>7</td> <td>8</td> <td>9</td> <td>10</td> </tr> <tr> <td>11</td> <td>12</td> <td>13</td> <td>14</td> <td>15</td> <td>16</td> <td>17</td> </tr> <tr> <td>18</td> <td>19</td> <td>20</td> <td>21</td> <td>22</td> <td>23</td> <td>24</td> </tr> <tr> <td>25</td> <td>26</td> <td>27</td> <td>28</td> <td>29</td> <td>30</td> <td></td> </tr> </tbody> </table>			Sun	Mon	Tues	Wed	Thurs	Fri	Sat					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	
Sun	Mon	Tues	Wed	Thurs	Fri	Sat																																									
				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																																										
18	19	20	NOTES																																												
25	26	27	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>																																												

APRIL 2021

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
4 EASTER	5	6	7
11	12	13	14
18	19	20	21 Admin. Prof. Day
25	26	27	28

MAY 2021

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
2	3	4 National Teacher's Day	5
9 Mother's Day	10 Early Summer Product Launch for PCP & Stars	11	12
16 Summer Product Launch	17	18	19
23	24	25	26
30	Memorial Day 31		

JUNE 2021

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
		1	2
6	7	8	9
13	14 Flag Day	15 4th Quarter Ends	16 1st Quarter Begins
20 Father's Day	21	22	23
27	28	29	30 Last Day of the Seminar Year!

CONTACTS

FROM LEADS, REFERRALS, ETC.

BOOKING

SCRIPT & BUBBLE SHEETS

BUBBLE BOOKING SHEET

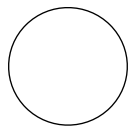
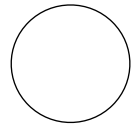
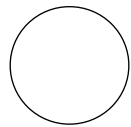
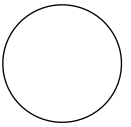
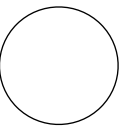
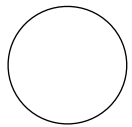
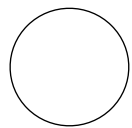
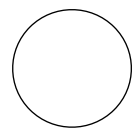
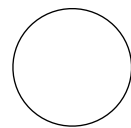
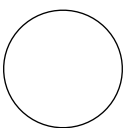
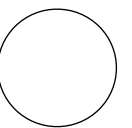
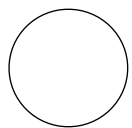
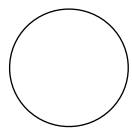
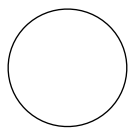
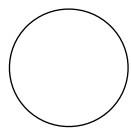
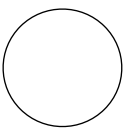
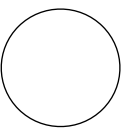
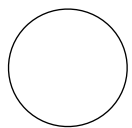
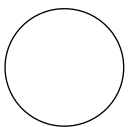
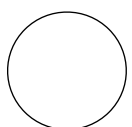
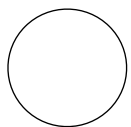
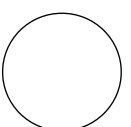
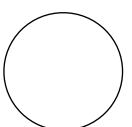
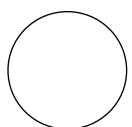
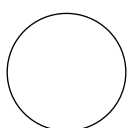
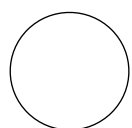
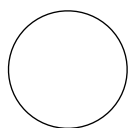
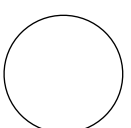
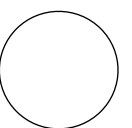
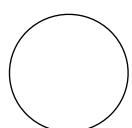
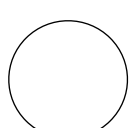
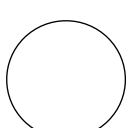
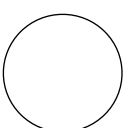
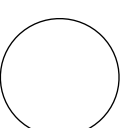
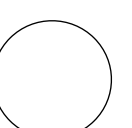
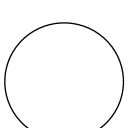
WEEK OF: _____

 = MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE
 = NO RESPONSE AT ALL OR RECEIVED A RESPONSE & NO BOOKING
 = RECEIVED A RESPONSE & BOOKED AN APPOINTMENT

\$ = PRODUCT SOLD!

A TRACKED # ALWAYS GROWS!
TOTAL BOOKINGS: _____
ACTIVITY WILL CONQUER FEAR!

USE THESE LINES TO WRITE THE NAME & ANY NOTES YOU MAY WANT TO MAKE

					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____

YOU WILL MOVE UP IN YOUR MARY KAY BUSINESS AND GROW YOUR CLIENT LIST WITH EVERY SHEET YOU COMPLETE!
*WHEN TEXTING VIA PHONE OR SOCIAL MEDIA, YOU MUST GET A RESPONSE TO COUNT IT AS AN ATTEMPT

BUBBLE BOOKING SHEET

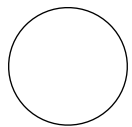
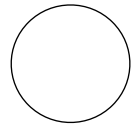
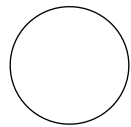
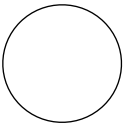
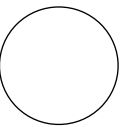
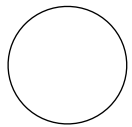
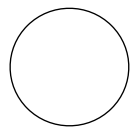
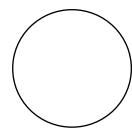
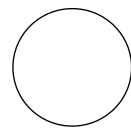
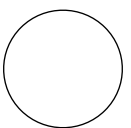
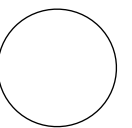
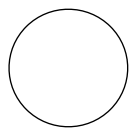
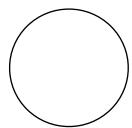
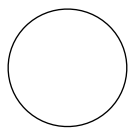
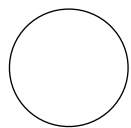
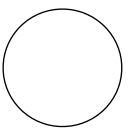
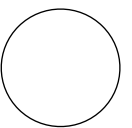
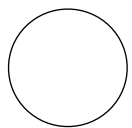
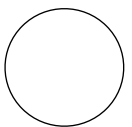
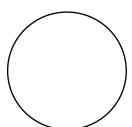
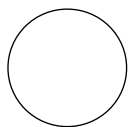
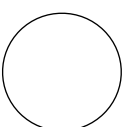
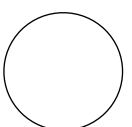
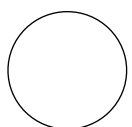
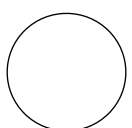
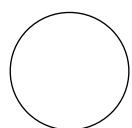
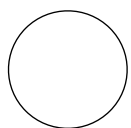
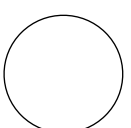
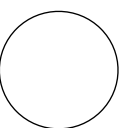
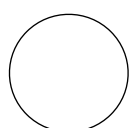
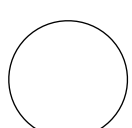
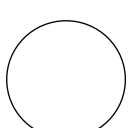
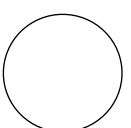
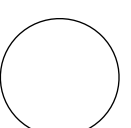
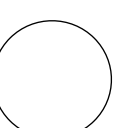
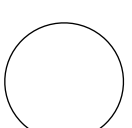
WEEK OF: _____

 = MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE
 = NO RESPONSE AT ALL OR RECEIVED A RESPONSE & NO BOOKING
 = RECEIVED A RESPONSE & BOOKED AN APPOINTMENT

\$ = PRODUCT SOLD!

A TRACKED # ALWAYS GROWS!
TOTAL BOOKINGS: _____
ACTIVITY WILL CONQUER FEAR!

USE THESE LINES TO WRITE THE NAME & ANY NOTES YOU MAY WANT TO MAKE

					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____

YOU WILL MOVE UP IN YOUR MARY KAY BUSINESS AND GROW YOUR CLIENT LIST WITH EVERY SHEET YOU COMPLETE!
*WHEN TEXTING VIA PHONE OR SOCIAL MEDIA, YOU MUST GET A RESPONSE TO COUNT IT AS AN ATTEMPT

BUBBLE BOOKING SHEET

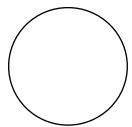
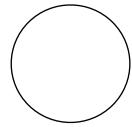
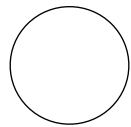
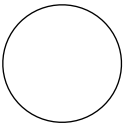
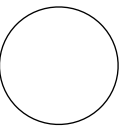
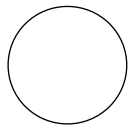
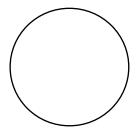
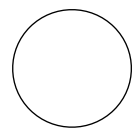
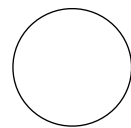
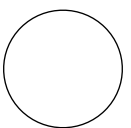
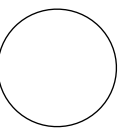
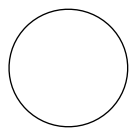
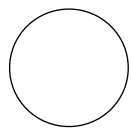
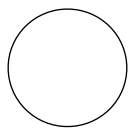
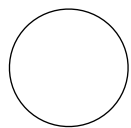
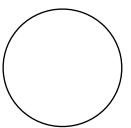
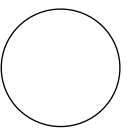
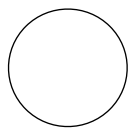
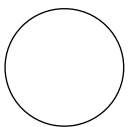
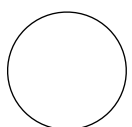
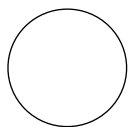
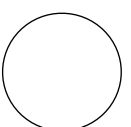
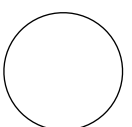
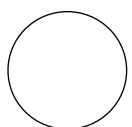
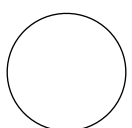
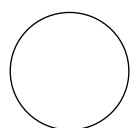
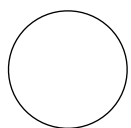
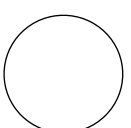
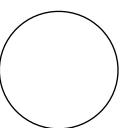
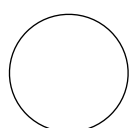
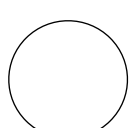
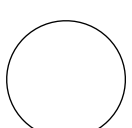
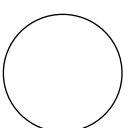
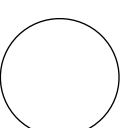
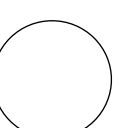
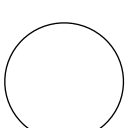
WEEK OF: _____

 = MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE
 = NO RESPONSE AT ALL OR RECEIVED A RESPONSE & NO BOOKING
 = RECEIVED A RESPONSE & BOOKED AN APPOINTMENT

\$ = PRODUCT SOLD!

A TRACKED # ALWAYS GROWS!
TOTAL BOOKINGS: _____
ACTIVITY WILL CONQUER FEAR!

USE THESE LINES TO WRITE THE NAME & ANY NOTES YOU MAY WANT TO MAKE

					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____

YOU WILL MOVE UP IN YOUR MARY KAY BUSINESS AND GROW YOUR CLIENT LIST WITH EVERY SHEET YOU COMPLETE!
*WHEN TEXTING VIA PHONE OR SOCIAL MEDIA, YOU MUST GET A RESPONSE TO COUNT IT AS AN ATTEMPT

BUBBLE BOOKING SHEET

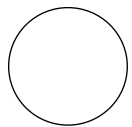
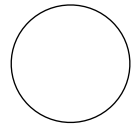
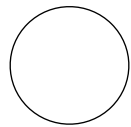
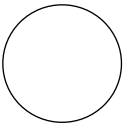
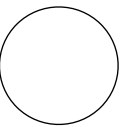
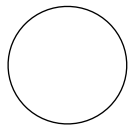
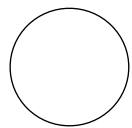
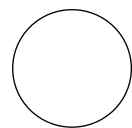
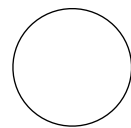
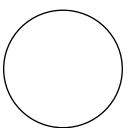
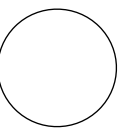
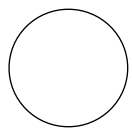
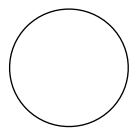
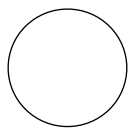
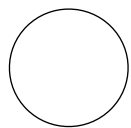
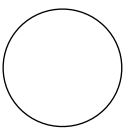
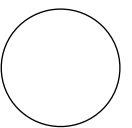
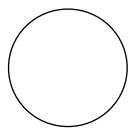
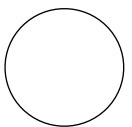
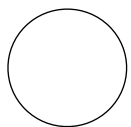
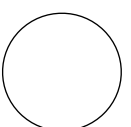
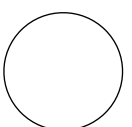
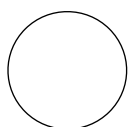
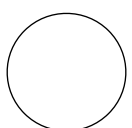
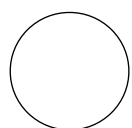
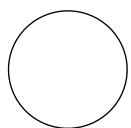
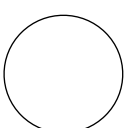
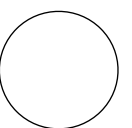
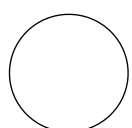
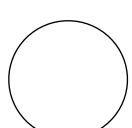
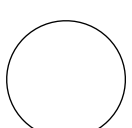
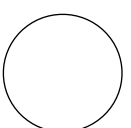
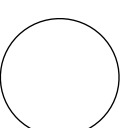
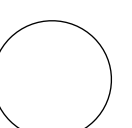
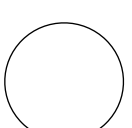
WEEK OF: _____

 = MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE
 = NO RESPONSE AT ALL OR RECEIVED A RESPONSE & NO BOOKING
 = RECEIVED A RESPONSE & BOOKED AN APPOINTMENT

\$ = PRODUCT SOLD!

A TRACKED # ALWAYS GROWS!
TOTAL BOOKINGS: _____
ACTIVITY WILL CONQUER FEAR!

USE THESE LINES TO WRITE THE NAME & ANY NOTES YOU MAY WANT TO MAKE

					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____

YOU WILL MOVE UP IN YOUR MARY KAY BUSINESS AND GROW YOUR CLIENT LIST WITH EVERY SHEET YOU COMPLETE!
*WHEN TEXTING VIA PHONE OR SOCIAL MEDIA, YOU MUST GET A RESPONSE TO COUNT IT AS AN ATTEMPT

BUBBLE BOOKING SHEET

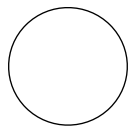
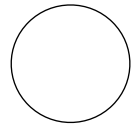
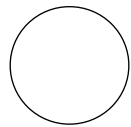
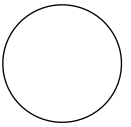
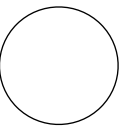
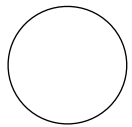
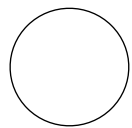
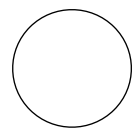
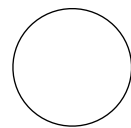
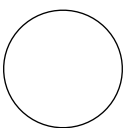
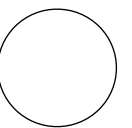
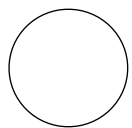
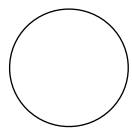
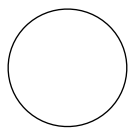
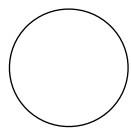
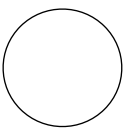
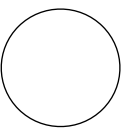
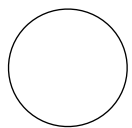
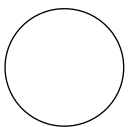
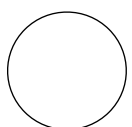
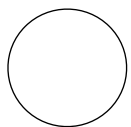
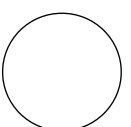
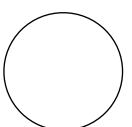
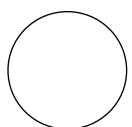
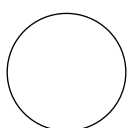
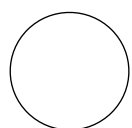
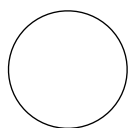
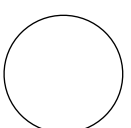
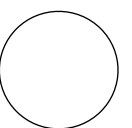
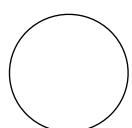
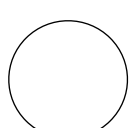
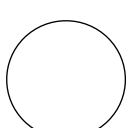
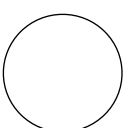
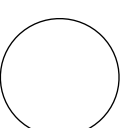
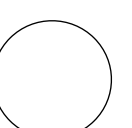
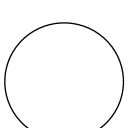
WEEK OF: _____

 = MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE
 = NO RESPONSE AT ALL OR RECEIVED A RESPONSE & NO BOOKING
 = RECEIVED A RESPONSE & BOOKED AN APPOINTMENT

\$ = PRODUCT SOLD!

A TRACKED # ALWAYS GROWS!
TOTAL BOOKINGS: _____
ACTIVITY WILL CONQUER FEAR!

USE THESE LINES TO WRITE THE NAME & ANY NOTES YOU MAY WANT TO MAKE

					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____

YOU WILL MOVE UP IN YOUR MARY KAY BUSINESS AND GROW YOUR CLIENT LIST WITH EVERY SHEET YOU COMPLETE!
*WHEN TEXTING VIA PHONE OR SOCIAL MEDIA, YOU MUST GET A RESPONSE TO COUNT IT AS AN ATTEMPT



BUBBLE BOOKING SHEET

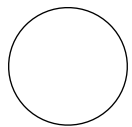
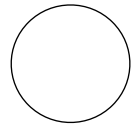
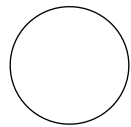
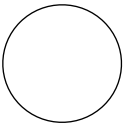
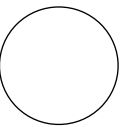
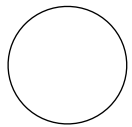
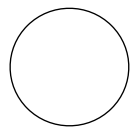
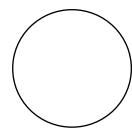
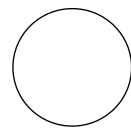
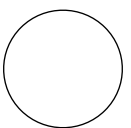
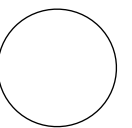
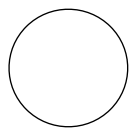
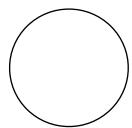
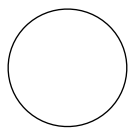
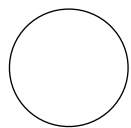
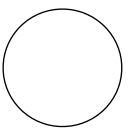
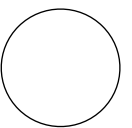
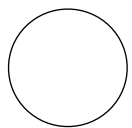
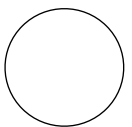
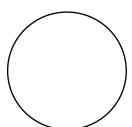
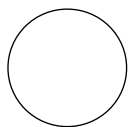
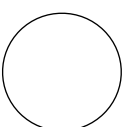
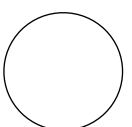
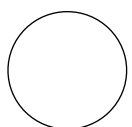
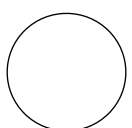
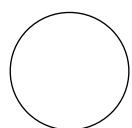
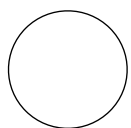
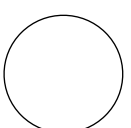
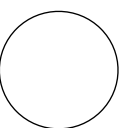
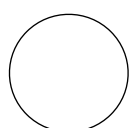
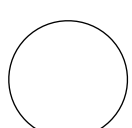
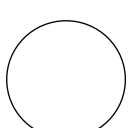
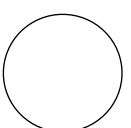
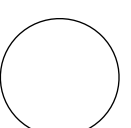
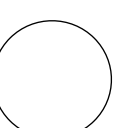
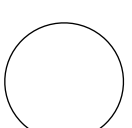
WEEK OF: _____

 = MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE
 = NO RESPONSE AT ALL OR RECEIVED A RESPONSE & NO BOOKING
 = RECEIVED A RESPONSE & BOOKED AN APPOINTMENT

\$ = PRODUCT SOLD!

A TRACKED # ALWAYS GROWS!
TOTAL BOOKINGS: _____
ACTIVITY WILL CONQUER FEAR!

USE THESE LINES TO WRITE THE NAME & ANY NOTES YOU MAY WANT TO MAKE

					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____

YOU WILL MOVE UP IN YOUR MARY KAY BUSINESS AND GROW YOUR CLIENT LIST WITH EVERY SHEET YOU COMPLETE!
*WHEN TEXTING VIA PHONE OR SOCIAL MEDIA, YOU MUST GET A RESPONSE TO COUNT IT AS AN ATTEMPT

BUBBLE BOOKING SHEET

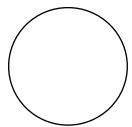
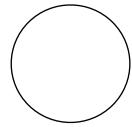
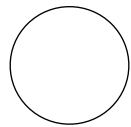
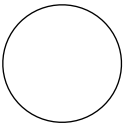
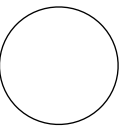
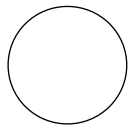
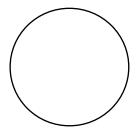
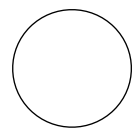
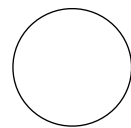
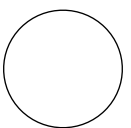
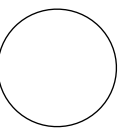
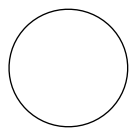
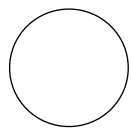
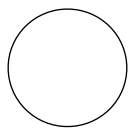
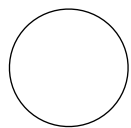
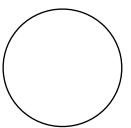
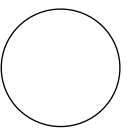
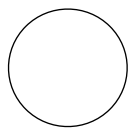
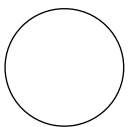
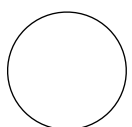
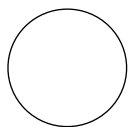
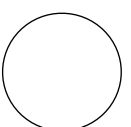
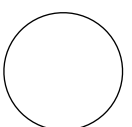
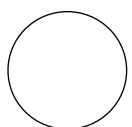
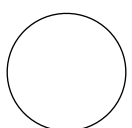
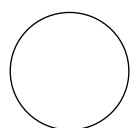
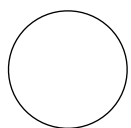
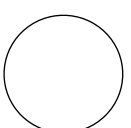
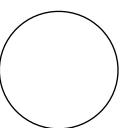
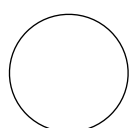
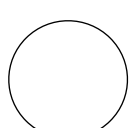
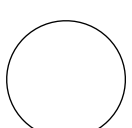
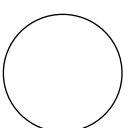
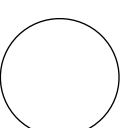
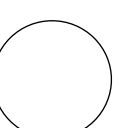
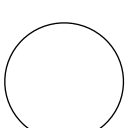
WEEK OF: _____

 = MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE
 = NO RESPONSE AT ALL OR RECEIVED A RESPONSE & NO BOOKING
 = RECEIVED A RESPONSE & BOOKED AN APPOINTMENT

\$ = PRODUCT SOLD!

A TRACKED # ALWAYS GROWS!
TOTAL BOOKINGS: _____
ACTIVITY WILL CONQUER FEAR!

USE THESE LINES TO WRITE THE NAME & ANY NOTES YOU MAY WANT TO MAKE

					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____

YOU WILL MOVE UP IN YOUR MARY KAY BUSINESS AND GROW YOUR CLIENT LIST WITH EVERY SHEET YOU COMPLETE!
*WHEN TEXTING VIA PHONE OR SOCIAL MEDIA, YOU MUST GET A RESPONSE TO COUNT IT AS AN ATTEMPT

BUBBLE BOOKING SHEET

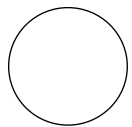
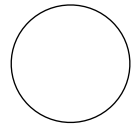
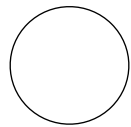
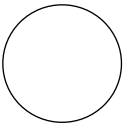
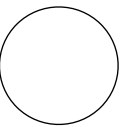
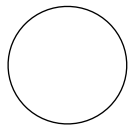
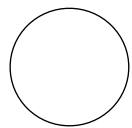
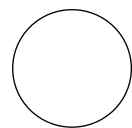
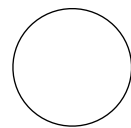
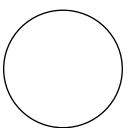
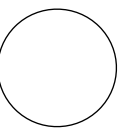
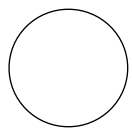
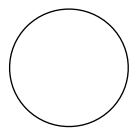
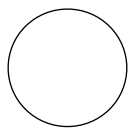
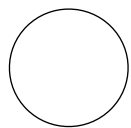
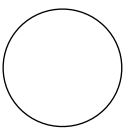
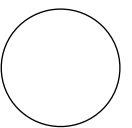
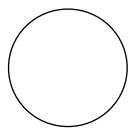
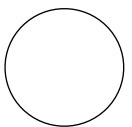
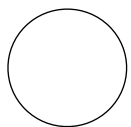
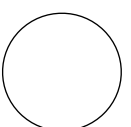
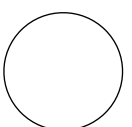
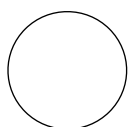
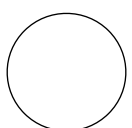
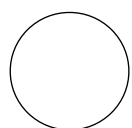
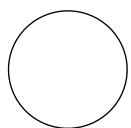
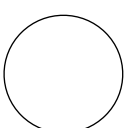
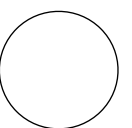
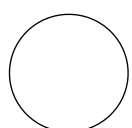
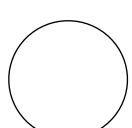
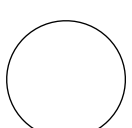
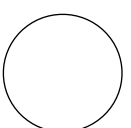
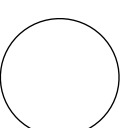
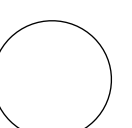
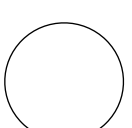
WEEK OF: _____

 = MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE
 = NO RESPONSE AT ALL OR RECEIVED A RESPONSE & NO BOOKING
 = RECEIVED A RESPONSE & BOOKED AN APPOINTMENT

\$ = PRODUCT SOLD!

A TRACKED # ALWAYS GROWS!
TOTAL BOOKINGS: _____
ACTIVITY WILL CONQUER FEAR!

USE THESE LINES TO WRITE THE NAME & ANY NOTES YOU MAY WANT TO MAKE

					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____

YOU WILL MOVE UP IN YOUR MARY KAY BUSINESS AND GROW YOUR CLIENT LIST WITH EVERY SHEET YOU COMPLETE!
*WHEN TEXTING VIA PHONE OR SOCIAL MEDIA, YOU MUST GET A RESPONSE TO COUNT IT AS AN ATTEMPT

BUBBLE BOOKING SHEET

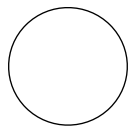
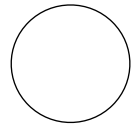
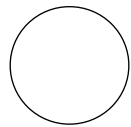
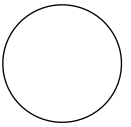
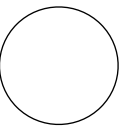
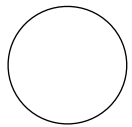
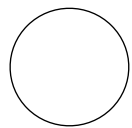
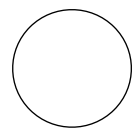
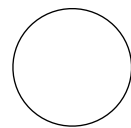
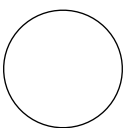
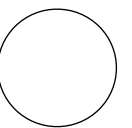
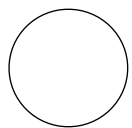
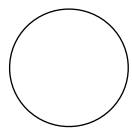
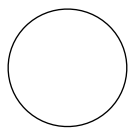
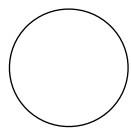
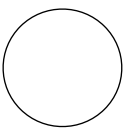
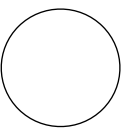
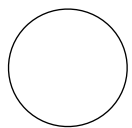
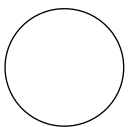
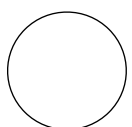
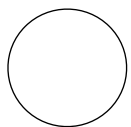
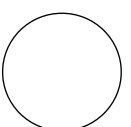
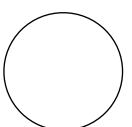
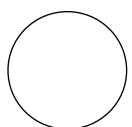
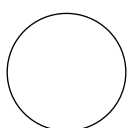
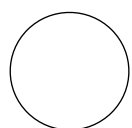
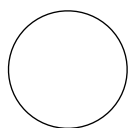
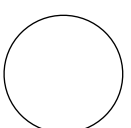
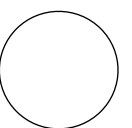
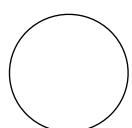
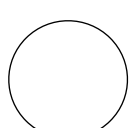
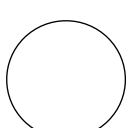
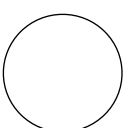
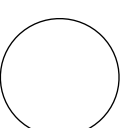
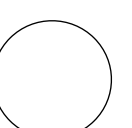
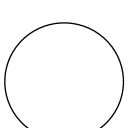
WEEK OF: _____

 = MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE
 = NO RESPONSE AT ALL OR RECEIVED A RESPONSE & NO BOOKING
 = RECEIVED A RESPONSE & BOOKED AN APPOINTMENT

\$ = PRODUCT SOLD!

A TRACKED # ALWAYS GROWS!
TOTAL BOOKINGS: _____
ACTIVITY WILL CONQUER FEAR!

USE THESE LINES TO WRITE THE NAME & ANY NOTES YOU MAY WANT TO MAKE

					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____

YOU WILL MOVE UP IN YOUR MARY KAY BUSINESS AND GROW YOUR CLIENT LIST WITH EVERY SHEET YOU COMPLETE!
*WHEN TEXTING VIA PHONE OR SOCIAL MEDIA, YOU MUST GET A RESPONSE TO COUNT IT AS AN ATTEMPT

BUBBLE BOOKING SHEET

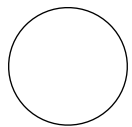
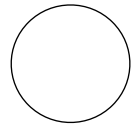
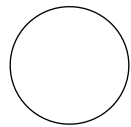
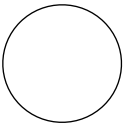
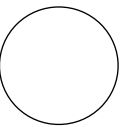
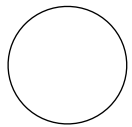
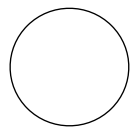
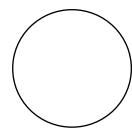
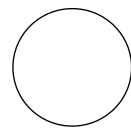
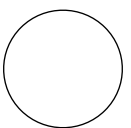
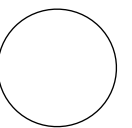
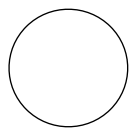
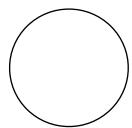
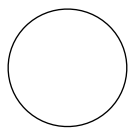
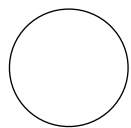
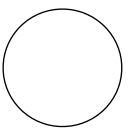
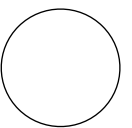
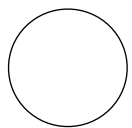
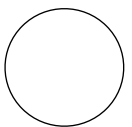
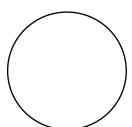
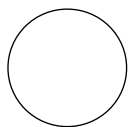
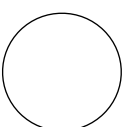
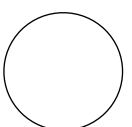
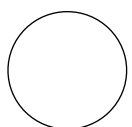
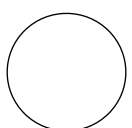
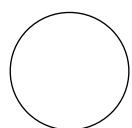
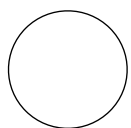
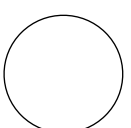
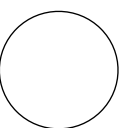
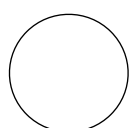
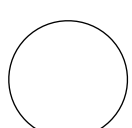
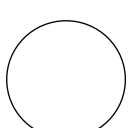
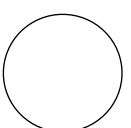
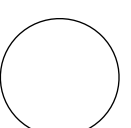
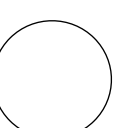
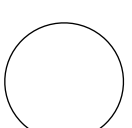
WEEK OF: _____

 = MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE
 = NO RESPONSE AT ALL OR RECEIVED A RESPONSE & NO BOOKING
 = RECEIVED A RESPONSE & BOOKED AN APPOINTMENT

\$ = PRODUCT SOLD!

A TRACKED # ALWAYS GROWS!
TOTAL BOOKINGS: _____
ACTIVITY WILL CONQUER FEAR!

USE THESE LINES TO WRITE THE NAME & ANY NOTES YOU MAY WANT TO MAKE

					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____

YOU WILL MOVE UP IN YOUR MARY KAY BUSINESS AND GROW YOUR CLIENT LIST WITH EVERY SHEET YOU COMPLETE!
*WHEN TEXTING VIA PHONE OR SOCIAL MEDIA, YOU MUST GET A RESPONSE TO COUNT IT AS AN ATTEMPT

BUBBLE BOOKING SHEET

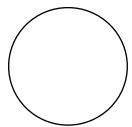
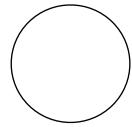
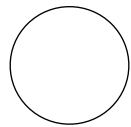
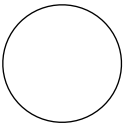
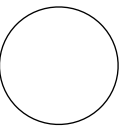
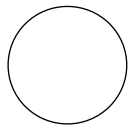
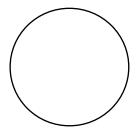
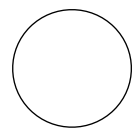
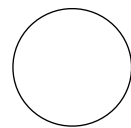
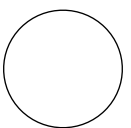
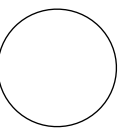
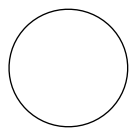
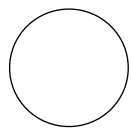
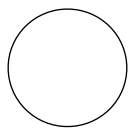
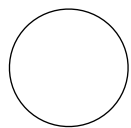
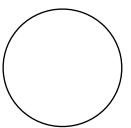
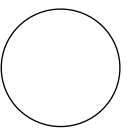
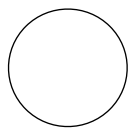
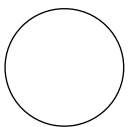
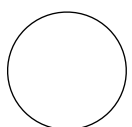
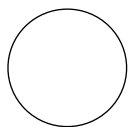
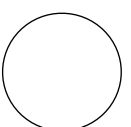
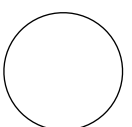
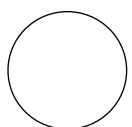
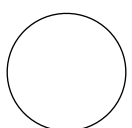
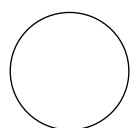
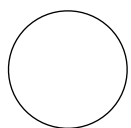
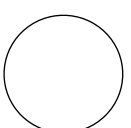
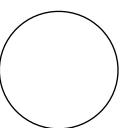
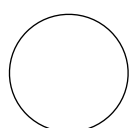
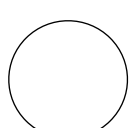
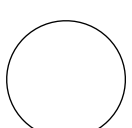
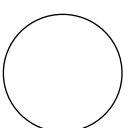
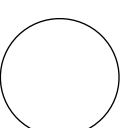
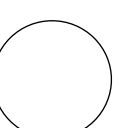
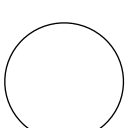
WEEK OF: _____

 = MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE
 = NO RESPONSE AT ALL OR RECEIVED A RESPONSE & NO BOOKING
 = RECEIVED A RESPONSE & BOOKED AN APPOINTMENT

\$ = PRODUCT SOLD!

A TRACKED # ALWAYS GROWS!
TOTAL BOOKINGS: _____
ACTIVITY WILL CONQUER FEAR!

USE THESE LINES TO WRITE THE NAME & ANY NOTES YOU MAY WANT TO MAKE

					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____

YOU WILL MOVE UP IN YOUR MARY KAY BUSINESS AND GROW YOUR CLIENT LIST WITH EVERY SHEET YOU COMPLETE!
*WHEN TEXTING VIA PHONE OR SOCIAL MEDIA, YOU MUST GET A RESPONSE TO COUNT IT AS AN ATTEMPT

BUBBLE BOOKING SHEET

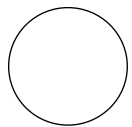
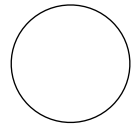
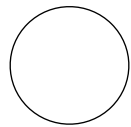
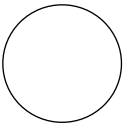
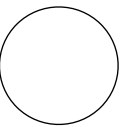
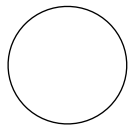
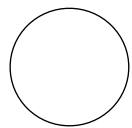
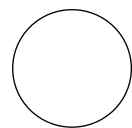
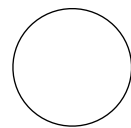
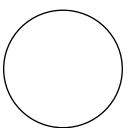
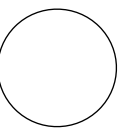
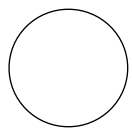
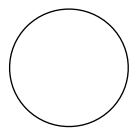
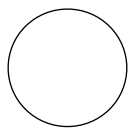
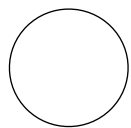
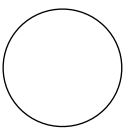
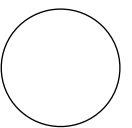
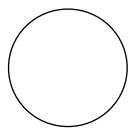
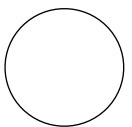
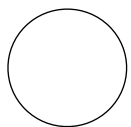
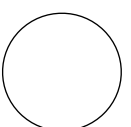
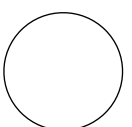
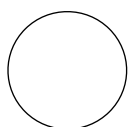
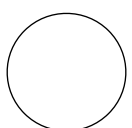
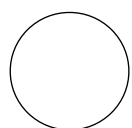
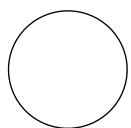
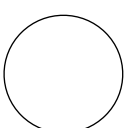
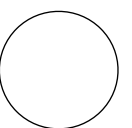
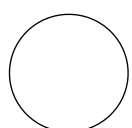
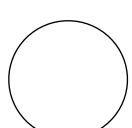
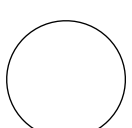
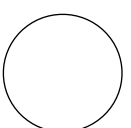
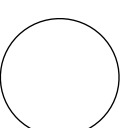
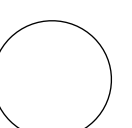
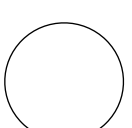
WEEK OF: _____

 = MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE
 = NO RESPONSE AT ALL OR RECEIVED A RESPONSE & NO BOOKING
 = RECEIVED A RESPONSE & BOOKED AN APPOINTMENT

\$ = PRODUCT SOLD!

A TRACKED # ALWAYS GROWS!
TOTAL BOOKINGS: _____
ACTIVITY WILL CONQUER FEAR!

USE THESE LINES TO WRITE THE NAME & ANY NOTES YOU MAY WANT TO MAKE

					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____
					
_____	_____	_____	_____	_____	_____

YOU WILL MOVE UP IN YOUR MARY KAY BUSINESS AND GROW YOUR CLIENT LIST WITH EVERY SHEET YOU COMPLETE!
*WHEN TEXTING VIA PHONE OR SOCIAL MEDIA, YOU MUST GET A RESPONSE TO COUNT IT AS AN ATTEMPT

SHARING THE MARY KAY OPPORTUNITY

MARY KAY 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
- The average consultant works a full time job, is married and/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 new 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
- Team Building Income: 4,9 13% commissions & more with leadership including bonuses too!

2. **RECOGNITION**

- Prizes weekly, monthly, quarterly, and 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, and Professional Growth.

4. **CARS**

- Approx. 85% insurance is paid for by Mary Kay
- Build a team from 5 to 14 in 1-4 months with wholesale requirements
- Cash option: \$375, \$500, \$900, or \$1,400 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**

- \$100 investment to get started
- Inventory is optional with a 90% buyback guarantee
- Get to decide your own income, schedule & future

YEAR AT-A-GLANCE

July - September 2020 At-A-Glance

JULY						
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
			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 MK NEW YEAR!

July 4: Independence Day

July 17: PCP Deadline to Enroll Customers for Fall Look Book

AUGUST						
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
						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:

August 10: Fall Early Product Launch

August 15: Fall Product Launch

August 17: PCP Deadline to Enroll Customers for Holiday Look

SEPTEMBER						
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
		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:

September 7: Labor Day

September 10: Holiday Early Product Launch

September 15: 1st Quarter Ends & Holiday Product Launch

September 16: 2nd Quarter Begins

October - December 2020 At-A-Glance

OCTOBER						
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
				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:

October 12: Columbus Day

October 16: Bosses Day

October 17: Last Day to Enroll Customers for Winter Look Book

October 31: Halloween

NOVEMBER						
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
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:

November 1: Daylight Savings

November 3: Election Day

November 10: Winter Products Early Ordering

November 11: Veteran's Day

November 15: Winter Product Launch

November 26: Thanksgiving

DECEMBER						
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
		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:

December 15: 2nd Quarter Ends

December 16th: 3rd Quarter Begins

December 25: Christmas

January - March 2021 At-A-Glance

JANUARY						
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
					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:

Leadership:

January 17: Last Day to Enroll Customers for Spring Look Book

January 18: Martin Luther King Day!

January 20: Inauguration Day

FEBRUARY						
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
	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						

NOTES:

February 2: Groundhog Day

February 7: Superbowl Sunday

February 10: Spring Products Early Ordering

February 14: Valentine's Day

February 15: President's Day

February 16: Spring Product Launch

MARCH						
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

NOTES:

March 8: International Women's Day

March 14: Daylight Savings Begins

March 15: 3rd Quarter Ends

March 16: 4th Quarter Begins

March 17: St. Patrick's Day

March 28: Palm Sunday

April - June 2021 At-A-Glance

APRIL						
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

NOTES:

April 4: Easter Sunday

April 15: Tax Day (Taxes Due)

April 22: Admin. Prof. Day

April 22: Earth Day

MAY						
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

NOTES:

May 4: National Teacher Day

May 9: Mother's Day

May 10: Early Summer Product Launch for PCP & Stars

May 16: Summer Product Launch

May 31: Memorial Day

JUNE						
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
		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:

June 14: Flag Day

June 15: 4th Quarter Ends

June 16: 1st Quarter Begins

June 20: Father's Day

June 30: Last Day of the Seminar Year

NOTES

