JULY 2020 GOALS



BE FEARLESS 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!

Spark A Chain Reaction Challenge!



Team Production Goal :		
Date	Team Wholesale Production	
5th		
10th		
15th		
20th		
25th		
30th		
Finished With:		

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	

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:

Monthly Notes

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
	÷ .40 =	\$
Ready. Set. GOAL!	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/par = # Parties to Hold:
3/4 of my Goal! I CAN DO IT! Halfway There! I CAN DO IT!	Picture of Your Goal!	Track Your Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales! \$1,500 \$1,200 \$850 every month = On Target for Princess Court of Sales!
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your director and your sister consultants by the 5th! Month End ActualTotals: Total Sold: 40% Profit:	\$600 severy month on Target Star Consultant! Orders Placed This Month: Date: Section 1 Section 2
Break your goal into bite size	50% Wholesale:5% Section 2/ Supplies:	

5% MK Events/PCP: ____

chunks!

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:

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 # of 2nd Appt Client's Name & Phone Number Total Shared the **New Team** Booked Referrals Retail Sales Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

KEEP GOING!!!!!! Don't stop at 30 FACES! Faces will always take you places! Appt Date # of Total 2nd Appt Shared the Client's Name & Phone Number **New Team** Booked Referrals Retail Sales Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:

MY SHARING APPOINTMENTS AT-A-GLANCE DETAILED INFO UNDER THE SHARING SECTION

HIGHLIGHT THE ONES THAT START THEIR BUSINESS THIS MONTH!		
NAME	NAME	
1	11	
2	12	
3	13	
4	14	
5	15	
6	16	
7	17	
8	18	
9	19	
10	20	

Notes	





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



30th

Finished With:



July - December Spark a Chain Reaction Consistency Challenge!

Team Production Goal:

Spark A Chain Reaction Challenge!

\bigcap	Your Wholesale Goal Here! 50% of your retail goal!
3	\$600
<u> </u>	\$400
	\$250 A CHAIN
	REACTION!
	Track Your Wholesale Orders!

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

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?
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Personal & Unit Seminar Goals	Beginning of the Month:	End of the Month:
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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:

Monthly Notes

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Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
	÷ .40 =	\$
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/par = # Parties to Hold:
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Break your goal into bite size	50% Wholesale:5% Section 2/ Supplies:	

5% MK Events/PCP: ____

chunks!

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.

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		=	=
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5		+	-
		=	=
6		+	-
		=	=
7		+	-
		=	=
8		+	-
		=	=
9		+	-
		=	=
10		+	-
		=	=
11		+	-
		=	=
12		+	-
		=	=
13		+	-
		=	=
14		+	-
		=	=
15		+	-
		=	=
		-	

MONTH OF:

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	Totals Transferred From the Front:		
16		+	-
		=	=
17		+	-
		=	=
18		+	-
		=	=
19		+	-
		=	=
20		+	-
		=	=
21		+	-
		=	=
22		+	-
		=	=
23		+	-
		=	=
24		+	-
		=	=
25		+	-
		=	=
26		+	-
		=	=
27		+	-
		=	=
28		+	-
		=	=
29		+	-
		=	=
30		+	-
		=	=
31		+	-
		=	=

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NAME	NAME
1	11
2	12
3	13
4	14
5	15
6	16
7	17
8	18
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Notes	

SEPTEMBER
2020
GOALS



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		=	=
8		+	-
		=	=
9		+	-
		=	=
10		+	-
		=	=
11		+	-
		=	=
12		+	-
		=	=
13		+	-
		=	=
14		+	-
		=	=
15		+	-
		=	=
		-	

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		=	=
19		+	-
		=	=
20		+	-
		=	=
21		+	-
		=	=
22		+	-
		=	=
23		+	-
		=	=
24		+	-
		=	=
25		+	-
		=	=
26		+	-
		=	=
27		+	-
		=	=
28		+	-
		=	=
29		+	-
		=	=
30		+	-
		=	=
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1	11	
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4	14	
5	15	
6	16	
7	17	
8	18	
9	19	
10	20	

Notes	

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!

600

300



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

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: \div 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:

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

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!

\$_____NQTM
(New Qualified Team Members)





Be a 2nd Quarter Star!!

1st Quarter: Sept. 16 - December 15

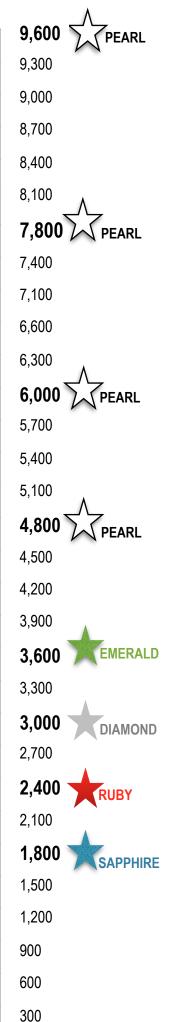
WEEK OF	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Sept. 16- Sept. 19					
Sept 20 - Sept. 26					
Sept. 27 - Oct. 3					
Oct. 4 - Oct. 10					
Oct. 11 - Oct. 17					
Oct. 18 - Oct. 24					
Oct. 25 - Oct. 31					
Nov. 1 - Nov. 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

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Notes:

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 Typically 50% of what you sell unless you're a New Consultant	Total Amount of Wholesale Orders Year to Date	Goal: \$20,000 With each month, cross out the previous month's amount and write in your new total needed!
Example: This Month	\$2,000	\$1,000 \$1,500	\$1,000 \$1,000	\$2,500 \$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!

Seminar 2020-2021 Personal National Court of Sales

\$20,000 Wholesale (\$40,000 Retail) July 1 - July 30 With every \$400 in wholesale orders, cross out a square! YOU CAN DO IT!

\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400
\$400	\$400	\$400	\$400	\$400 YOU DID IT!

Seminar 2020-2021 Personal National Court of Sharing
24 Qualified Team Members with either 1. Initial \$600 Order in agreement month or following or 2. Star at least one quarter in the year.

	Yo	ur N	Vatio	ona	I Co	ourt	of S	Sha	ring	wi	th E	ach	ı Ne	ew -	Tea	m M	1em	ber	Jul	ly 1	- Ju	une	30	
Comm. Earned																								
June																								
Мау																								
April																								
Mar.																								
Feb.																								
Jan.																								
Dec.																								
Nov.																								
Oct.																								
Sept.																								
Aug.																								
July																								
Initial Star Order																								
Initial Qualified Order																								
Agreement Month																								
New Team Member																								

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:

- 1. \$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!
- 2. 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:				



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 compromised 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 Car!)			
6				
7				
8	Elite Team Leader (4%, 9%, or 13% Love Check)			
9				
10	Submit for DIQ!			
11				
12				
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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 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 a N 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!



My New Team Members

START DATE	NAME CELL#	15TH DAY	Contacted my Director to Share About My New Team Member	Entered Into Contacts	Added & Shared on Unit/ Team Facebook Group	Attended First Meeting	First Order
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My New Team Members

START DATE	NAME CELL#	15TH DAY	Contacted my Director to Share About My New Team Member	Entered Into Contacts	Added & Shared on Unit/ Team Facebook Group	Attended First Meeting	First Order
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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

THURSDAY	FRIDAY	SATURDAY						
2	3	4 Independence Day						
			A	UGI	UST	20	20	
			Sun Mon	Tues	Wed	Thurs	Fri	Sat
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9	10	11	9 10		12	13	14	15
			16 17		19	20	21	22
			23 24 30 31		26	27	28	29
			NOTE					
16	17 Last Day To Enroll Customers for the	18						
	Fall Look Book							
23	24	25						
30	31							

1. 2. 3.	Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!					

Weekly Plan Sheet from JULY 5

Weekly Plan Sheet from	JULI J		
Sunday, July 5	Monday, July 6	Tuesday, July 7	Wednesday, July 8
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to JULY 11

	i e		lo JOLI II
Thursday, July 9	Friday, July 10	Saturday, July 11	
6	6	6	PLAN YOUR WEEK IN COLOR!
:15	:15	:15	Color each box with a color that excites you!
:45	:45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15	:15 Lea	Family Time
:30 :45	:30 :45	:30 :45	Date Night
8	8	8	•
:15	:15	:15	Mary Kay Time: Meetings, Networking, Training, etc
:45	:30 :45	:30] :45	
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30 :45	:30 :45	:30 :45	INCOME PRODUCING ACTIVITY
10	10	10	Booking Appointments Coaching Calls
:15	:15	:15	Team Phone Calls
:45	:45	:30 :45	Facials/ Parties
11	11	11	Customer Follow-Up Calls Sharing the Opportunity
:15	:15	:15	отвину
:30 :45	:30 :45	:30 :45	BOOKINGS/ FACES RESULTS
12	12	12	BOOKINGS/TACES RESULTS
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:30 :45	:30 :45	:30 :45	# Bookings Next Week:
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:15	:15	:15	# Faces This Week:
30	:30	:30	
2	2	2	PERSONAL SALES RESULTS
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:30	:30	:30	Total Sales This Week:
3	3	3	
:15	:15	:15	400/ DEl-
:30	:30	:30	40% Profit:
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:15	:15	:15	TRACKING MY STAR
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:45 5	:45	45	Wholesale Orders This Week:
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:30	:30	:30	SHARING THE OPPORTUNITY
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:15	8 :15	8 :15	Personal Sharing Appts:
:30	30	:30	New Personal Team Members
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:30	:30	:30	New Team Members:
:45	:45	:45	110W 100111 MGHIDGI3

SCHEDULE @ A GLANCE:	Date: Sunday, J	uly 5		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! impossible dream & fulfilling your total destiny to	Make every minute cou	nt! And don's stop until yo you, & only you, are capa	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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SCHEDULE @ A GLANCE:	Date: Friday, Jul	ly 10		
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SCHEDULE @ A GLANCE:	Date: Saturda	v. July 11		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour of impossible dream & fulfilling your total desti	ount! Make every minute co	unt! And don's stop until yo at you, & only you, are cap	ou have exercised your full potential, realizing you pable of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#				
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7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
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10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REF "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejec	ERRALS/ CURRENT CUSTOMER BASE tion 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 "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
1	4
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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 establis	shed 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/ "Treat your business as a gift. Give it with love & concern for women - not out of ex-	
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	
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SUNDAY BRAIN DUMP for the week of JULY 12 - JULY 18 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.				

Weekly Plan Sheet from JULY 12

Weekly Plan Sheet from JULY 12					
Sunday, July 12	Monday, July 13	Tuesday, July 14	Wednesday, July 15		
6		6	6		
:15	:15	:15	:15		
:30	:30	:30	:30		
:45	:45	:45	:45		
7 :15	7 :15	7 :15	7 :15		
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3	3	3	3		
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5	5	5	5		
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:45	:45	:45	:45		

to JULY 18

			to JULY 10
Thursday, July 16	Friday, July 17	Saturday, July 18	
6 :15	6 :15	6 :15	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
:30	:30	:30	
:45	:45	:45	God: Devotion, Church,
7 :15	7 :15	7 :15	Bible Study, Faith
30	30	:30	Family Time
:45	:45	:45	Date Night
8	8	8	_
:15	:15	:15	Mary Kay Time: Meetings, Networking, Training, etc
:30 :45	:30 :45	:30 :45	
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30	:30	:30	INCOME PRODUCING ACTIVITY
10	.45 10	:45 10	Booking Appointments
:15	115	:15	Coaching Calls Team Phone Calls
:30	:30	:30	Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15 :30	:15 :30	:15 :30	
:45	45	45	BOOKINGS/ FACES RESULTS
12	12	12	
:15	:15	:15	# Booking Held This Week:
:30	:30 :45	:30 :45	# Bookings Next Week:
:45 1	1	1	# Bookings Next Week
:15	:15	· :15	# Faces This Week:
:30	:30	:30	
:45	:45	:45	PERSONAL SALES RESULTS
2 :15	2	2 :15	PERSONAL SALES RESULTS
:30	30	:30	Total Sales This Week:
:45	:45	:45	
3	3	3	
:15	:15	:15	40% Profit:
:30 :45	:30 :45	:30 :45	
4	4	4	
:15	:15	:15	TRACKING MY STAR
:30	:30	:30	NAME AND A DESCRIPTION OF THE ANALYSIS
5	:45 5	5	Wholesale Orders This Week:
:15	5 :15	3 :15	
:30	:30	:30	
:45	:45	:45	Amount Needed to Finish Star:
6	6	6	
:15	:15 :30	:15 :30	
:45	:45	:45	Unit Stars to Date:
7	7	7	
:15	115	:15	SHARING THE OPPORTUNITY
:30 :45	:30 :45	:30 :45	RESULTS
8	8	8	
:15	:15	:15	Personal Sharing Appts:
:30	:30	:30	New Personal Team Members
:45	:45	:45	
9 :15	9 :15	9 :15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	INCW ICAIII MEHIDEIS.

SCHEDULE @ A GLANCE:	Date: Sunday, J	uly 12		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! impossible dream & fulfilling your total destiny to	Make every minute coul	nt! And don's stop until you you, & only you, are capa	ı have exercised your full potential, realizing your ble of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT TH	JINGS TO DO	TODAY MAE	OV KVA DI ICINIECO
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10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REF "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejec	ERRALS/ CURRENT CUSTOMER BASE tion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1///
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Monday,	July 13		
5AM: Quiet Time/ Devotion/ Prayer		t! Make every minute cou	nt! And don's stop until you t you, & only you, are capa	u have exercised your full potential, realizing your able of being." - Mary Kay Ash
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1	4
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NOTES/ THOUGHTS	
	SPARK 1///
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Tuesday	, July 14		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour co impossible dream & fulfilling your total destin	unt! Make every minute cou	ınt! And don's stop until yo t you, & only you, are capa	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
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10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Wednes	day, July	15	
5AM: Quiet Time/ Devotion/ Prayer		unt! Make every minute cou	unt! And don's stop until yo	u have exercised your full potential, realizing your able of being." - Mary Kay Ash
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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1	4
2	5
NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Thursday	, July 16		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour cou impossible dream & fulfilling your total destiny	nt! Make every minute cou	unt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT	THINGS TO DO		DV KVA BI IGINIEGG
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Friday, Jເ	ıly 17		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour coun impossible dream & fulfilling your total destiny t	t! Make every minute cou	nt! And don's stop until yo t you, & only you, are capa	u have exercised your full potential, realizing your able of being." - Mary Kay Ash
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Designed by Lorraine Bryant				

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10PM	MILEAGE TO RECORD:			
Designed by Lorraine Bryant				

SCHEDULE @ A GLANCE:	Date: Saturday	, July 18		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour cou impossible dream & fulfilling your total destiny	unt! Make every minute cou	int! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT	THINGS TO DO		DV KVA BI IGINIEGG
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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	
	SPARK 1//
	A CHAIN

SUNDAY BRAIN DUMP for the week of JULY 19 - JULY 25 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.				

Weekly Plan Sheet from JULY 19

Weekly Plan Sheet from			
Sunday, July 19	Monday, July 20	Tuesday, July 21	Wednesday, July 22
		6	6
:15	:15	:15	:15
:30	:30	:30	:30
7	7	7	7
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12 :15	12 :15	12 ::15	12 :15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
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2		2	2
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9 :15	9 :15	9 :15	9 :15
:30	:30	:30	:30
:45	:45	:45	:45

to JULY 25

	i e		to JULI 23
Thursday, July 23	Friday, July 24	Saturday, July 25	
6	6	6	PLAN YOUR WEEK IN COLOR!
:15	:15	:15	Color each box with a color that excites you!
:45	:45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15 :30	:15	:15	Family Time
:45	:45	:45	Date Night
8	8	8	•
:15	:15	:15	Mary Kay Time: Meetings, Networking, Training, etc
:45	:30 :45	:30	
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:45	:30 :45	:30 :45	INCOME PRODUCING ACTIVITY
10	10	10	Booking Appointments Coaching Calls
:15	:15	:15	Team Phone Calls
:45	:30 :45	:30 :45	Facials/ Parties
11	11	11	Customer Follow-Up Calls Sharing the Opportunity
:15	:15	:15	Chaining the Opportunity
:30	30	30	DOOKINGO/ FACEO DECLUTO
12	:45 12	:45 12	BOOKINGS/ FACES RESULTS
:15	:15	:15	# Booking Held This Week:
:30	:30	:30	
1	:45 1	:45	# Bookings Next Week:
15	1 :15	1 :15	# Faces This Week:
:30	:30	:30	
:45	:45	:45	PERSONAL SALES RESULTS
2 :15	2 :15	2 :15	TENSONAL SALES NESOLIS
:30	:30	:30	Total Sales This Week:
:45	:45	:45	
3 :15	3 :15	3 :15	
:30	:30	:30	40% Profit:
:45	:45	:45	
4	4 ::15	:15	TRACKING MY STAR
:30	:30	:30	TIMUNINU WIT STAK
:45	:45	:45	Wholesale Orders This Week:
5	5 :15	5	
:15 :30	:15	:15	
:45	:45	:45	Amount Needed to Finish Star:
6	6	6	
:15	:15	:15	
:45	:45	:45	Unit Stars to Date:
7	7	7	
:15	:15 I:30	:15	SHARING THE OPPORTUNITY
:45	:30 :45	:45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15 :30	:15 :30	
:45	:30 :45	:30	New Personal Team Members
9	9	9	Team Sharing Appts:
:15	:15	:15	
:30 :45	:30 :45	:30 :45	New Team Members:

SCHEDULE @ A GLANCE:	Date: Sunday,	July 19		
5AM: Quiet Time/ Devotion/ Prayer		nt! Make every minute cou	ınt! And don's stop until yo t you, & only you, are capa	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT	THINGS TO DO		OV KVA BI IGINIEGG
6AM		THINGS TO DO	TODAT - WAR	T NAT BUSINESS
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4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	LOVE NOTES TO:
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6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
				Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion 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 "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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 establis	shed 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, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Monday,	July 20		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour co impossible dream & fulfilling your total destin	ount! Make every minute cou	unt! And don's stop until yo at you, & only you, are capa	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT	THINGS TO DO	TODAV MAI	DV KVA BI IGINIEGG
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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2	5
NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Tuesday	, July 21		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour co impossible dream & fulfilling your total destin	ount! Make every minute cou	unt! And don's stop until yo at you, & only you, are capa	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT	THINGS TO DO	TODAV MAI	DV KVA BI IGINIEGG
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Wednesda	ay, July	22	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! impossible dream & fulfilling your total destiny to l	Make every minute cou	nt! And don's stop until you	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT TH			
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Designed by Lorraine Bryant				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Thursda	y, July 23		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour c impossible dream & fulfilling your total desti	count! Make every minute cou	unt! And don's stop until yo	ou have exercised your full potential, realizing you able of being." - Mary Kay Ash
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Friday, J	July 24		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour c impossible dream & fulfilling your total desti	count! Make every minute co	unt! And don's stop until y at you, & only you, are cap	ou have exercised your full potential, realizing you pable of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Saturda	v. July 25		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour o impossible dream & fulfilling your total dest	count! Make every minute cou	unt! And don's stop until y	ou have exercised your full potential, realizing you lable of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#				
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

1. 2.	 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! 					

Weekly Plan Sheet from JULY 26

Weekly Plan Sheet from	JULI 20		
Sunday, July 26	Monday, July 27	Tuesday, July 28	Wednesday, July 29
		6	6
:15	:15	:15	:15
:30	:30	:30	:30
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:45	:45	:45	:45
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:30	:30	:30	:30
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5	5	5	5
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6	6	6	6
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to AUGUST 1

			lo AUGUST I
Thursday, July 30	Friday, July 31	Saturday, August 1	
6	6	6	PLAN YOUR WEEK IN COLOR!
:15	:15 :30	:15 :30	Color each box with a color that excites you!
:45	45	.45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15	:15	Eamily Time
:30	:30	:30	Family Time
:45	:45	:45	Date Night
115	8 :15	8 :15	Mary Kay Time: Meetings,
:30	30	30	Networking, Training, etc
:45	:45	:45	
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30 :45	:30 :45	:30 :45	INCOME PRODUCING ACTIVITY
10	10	10	Booking Appointments
:15	:15	:15	Coaching Calls Team Phone Calls
:30	:30	:30	Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	
:30 :45	:30 :45	:30 :45	BOOKINGS/ FACES RESULTS
12	12	12	BOOKINGS/ FACES RESULTS
:15	:15	:15	# Booking Held This Week:
:30	:30	:30	
:45	:45	:45	# Bookings Next Week:
1	1	1	# 5 This \Mash.
:15	:15	:15	# Faces This Week:
:30 :45	:30 :45	:30 :45	
2	2	2	PERSONAL SALES RESULTS
:15	:15	:15	
:30	:30	:30	Total Sales This Week:
:45	:45	:45	
3	3	3	
:15	:15 :30	:15 :30	40% Profit:
:45	.30 .45	.30 .45	
4	4	4	
:15	:15	:15	TRACKING MY STAR
:30	:30	:30	
:45	:45	:45	Wholesale Orders This Week:
5 :15	5	5	
:30	:10	30	
:45	35 35	45	Amount Needed to Finish Star:
6	6	6	
:15	:15	:15	
:30	30	:30	Unit Stars to Date:
:45	¹⁴⁵	45	STIIL STATE TO DATE.
7 :15	7 :15	7 :15	
:30	30	30	SHARING THE OPPORTUNITY
:45	:45	:45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	i ersonal Sharing Applis.
:30	[:30	30	New Personal Team Members
9	9	9	
15 :15	9 :15	9 :15	Team Sharing Appts:
:30	:30	30	Now Toam Members:
:45	:45	:45	New Team Members:

SCHEDULE @ A GLANCE:	Date: Sunday,	July 26		
5AM: Quiet Time/ Devotion/ Prayer		nt! Make every minute cou	unt! And don's stop until yo it you, & only you, are capa	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT	THINGS TO DO	TODAV MAI	DV KVA BI IGINIEGG
6AM		THINGS TO DO	J TODAT - WAR	T RAT BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO DO	O TODAY - PEF	RSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAK	E/ RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
				Details in Stiaring Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion 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 "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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 establis	shed 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, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Monday,	July 27		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour col impossible dream & fulfilling your total desting	unt! Make every minute cou	unt! And don's stop until yo it you, & only you, are capa	ou have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT	THINGS TO DO	TODAV MAI	DV KVA BI IGINIEGG
6AM		THINGS TO DO	J TODAT - WAR	T RAT BUSINESS
	1			
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO DO	O TODAY - PEF	RSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAK	E/ RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFE	ERRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
				Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion 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 "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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 establis	shed 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, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Tuesday	, July 28		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour co impossible dream & fulfilling your total destir	ount! Make every minute cou	unt! And don's stop until yo at you, & only you, are capa	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT	THINGS TO DO	TODAV MAI	DV KVA BI IGINIEGG
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8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO DO	O TODAY - PEF	RSONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAK	(E/ RETURN	ERRANDS T	O DO TODAY
2PM				
3PM				
4PM	NEW CONTACTS/ REFI	ERRALS	THANK YOU	/ LOVE NOTES TO:
5PM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
				Details in Graning Gection
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion 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 "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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 establis	shed 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, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Wednesda	ay, July	29	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! I impossible dream & fulfilling your total destiny to b	Make every minute coul	nt! And don's stop until you	ı have exercised your full potential, realizing you ble of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#				
6AM	SIX MOST IMPORTANT TH	IINGS TO DC	TODAT - IVIAR	KT KAT BUSINESS
7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT TH	IINGS TO DO	TODAY - PER	SONAL/ FAMILY
10AM	1			
	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAKE/	RFTURN	ERRANDS TO	O DO TODAY
	THORE OF LEG TO WINKLE	TETOTAL	LITTO INDO IN	
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3PM				
OT IVI				
4PM	NEW CONTACTS/ REFERE	RALS	THANK YOU	LOVE NOTES TO:
47 (V)			111111111111111111111111111111111111111	
EDM				
5PM				
ODM				
6PM				
7PM	NEW BOOKINGS:	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			
Designed by Lorraine Bryant				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion 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 "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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 establis	shed 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, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Thursda	y, July 30		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour c impossible dream & fulfilling your total desti	count! Make every minute cou	unt! And don's stop until yo	ou have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			DV KVA DI ICINIECC
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8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO DO	O TODAY - PER	RSONAL/ FAMILY
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	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAI	KF/ RFTURN	FRRANDS T	O DO TODAY
2PM				
3PM				
V. III				
4PM	NEW CONTACTS/ REF	ERRALS	THANK YOU	/ LOVE NOTES TO:
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7014	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
7PM				Details in Sharing Section
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10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion 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 "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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 establis	shed 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, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Friday, J	July 31		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour c impossible dream & fulfilling your total desti	count! Make every minute cou	unt! And don's stop until yout are cap	ou have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			
6AM		THINGS TO DO	J TODAT - IVIA	KI KAI DUSINESS
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8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO DO	O TODAY - PER	RSONAL/ FAMILY
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11AM	3			
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1PM	PHONE CALLS TO MAI	KF/ RETURN	FRRANDS T	O DO TODAY
	THORE OF LEES TO THE LEES		ZITTO TITO	0 00 100/11
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4PM	NEW CONTACTS/ REF	ERRALS	THANK YOU	/ LOVE NOTES TO:
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7PM				Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion 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 "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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 establis	shed 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, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Saturday	, August	1	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour cou impossible dream & fulfilling your total destiny	nt! Make every minute cou	ınt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			
6AM		THINGS TO DO	TODAT - IVIAI	T NAT BUSINESS
	1			
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8AM	4			
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9AM	6			
	SIX MOST IMPORTANT	THINGS TO DO) TODAY - PEF	RSONAL/ FAMILY
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	2			
11AM	3			
	4			
12PM	5			
	6			
1PM	PHONE CALLS TO MAK	E/ RETURN	ERRANDS TO	O DO TODAY
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3PM				
4PM	NEW CONTACTS/ REFE	RRALS	THANK YOU	LOVE NOTES TO:
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6PM				
OT WI				
7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH:
71 101				Details in Sharing Section
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10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion 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 "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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 establis	shed 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, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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	
	SPARK 1//
	A CHAIN

AUGUST

AUGUST 2020

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

THURSDAY	FRIDAY	SATURDAY								
		1		ay o						
				Q						
			SE	PTE	MBI	ER 2	202	0		
			Sun Mon	Tues	Wed	Thurs	Fri	Sat		
				1	2	3	4	5		
	_		6 7 13 14	15	9	10 17	11	12 19		
6	7	8	20 21		23	24	25	26		
			27 28		30					
			NOTE	S						
10		15 Fall								
13	14	15 Fall Product Launch								
00	04	00								
20	21	22								
27	20	20								
27	28	29								
								J		

Sl 1. 2.	 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! 				

Weekly Plan Sheet from AUGUST 2

Weekly Plan Sheet from AUGUS I Z				
Sunday, August 2	Monday, August 3	Tuesday, August 4	Wednesday, August 5	
6		6	6	
:15	:15	:15	:15	
:30 :45	:30 :45	:30	:30	
7	7	7	7	
:15	:15	:15	:15	
:30	:30	:30	:30	
8	8	¹⁴⁵ 8	8	
:15	:15	:15	:15	
:30	:30	:30	:30	
9	9	9	9	
115	:15	:15	:15	
:30	:30	:30	:30	
:45	:45	:45	:45	
10 :15	10 :15	10 ::15	10 ::15	
:30	:30	:30	:30	
:45	:45	:45	:45	
11		11	11	
:15	:15	:15	:15	
:45	:45	:45	:45	
12	12	12	12	
:15	:15	:15	:15	
:30 :45	:30	:30 :45	:30	
1	1	1	1	
:15	:15	:15	:15	
:30	:30	:30	:30	
2	2	¹⁴⁵ 2	2	
:15	:15	:15	:15	
:30	:30	:30	:30	
:45	:45	:45	:45	
3 :15	:15	:15	3 :15	
:30	:30	:30	:30	
:45	:45	:45	:45	
4 :15	4 :15	4 :15	4 :15	
:30	:30	:30	:30	
:45	:45	:45	:45	
5		5	5	
:15 :30	:15	:15	:15	
:45	:45	:45	:45	
6		6	6	
:15	:15	:15	:15	
:45	:45	:45	:45	
7	7	7	7	
:15	:15	:15	:15	
:30 :45	:30	:30 :45	:30	
8		8	8	
:15	:15	:15	:15	
:30	:30	:30	:30	
:45	:45	:45	:45	
9 :15	9 :15	9 ::15	9 :15	
:30	:30	:30	:30	
:45	:45	:45	:45	

to AUGUST 8

Thursday, August 6	Friday, August 7	Saturday, August 8	
6 :15	6 :15	6 :15	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
:30	:30	:30	
:45	:45	:45	God: Devotion, Church,
7 :15	7 :15	7 :15	Bible Study, Faith
:30	30	:30	Family Time
:45	:45	:45	Date Night
8	8	8	-
:15	:15 :30	:15	Mary Kay Time: Meetings, Networking, Training, etc
:45	35 345	:45	
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30	:30 :45	:30 :45	INCOME PRODUCING ACTIVITY
10	10	10	Booking Appointments
:15	:15	:15	Coaching Calls Team Phone Calls
:30	:30	:30	Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11 :15	11 1:15	11 :15	Sharing the Opportunity
:30	30	:30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	"B 1: 111171: W 1
:15	:15 :30	:15	# Booking Held This Week:
:45	30 :45	:30] :45	# Bookings Next Week:
1	1	1	
:15	:15	:15	# Faces This Week:
:30	30	:30	
:45	:45	:45	
		2	PERSONAL SALES RESULTS
2 :15	2 :15	2 :15	PERSONAL SALES RESULTS
2	2		PERSONAL SALES RESULTS Total Sales This Week:
2 :15 :30 :45	2 :15 :30 :45	:15 :30 :45	
2 :15 :30 :45 3	2 ::15 ::30 ::45	:15 :30 :45 3	
2 :15 :30 :45 3 :15	2 :15 :30 :45	:15 :30 :45	
2	2 :15 :30 :45 3 :15	:15 :30 :45 3 :15	Total Sales This Week:
2 :15 :30 :45 3	2 :15 :30 :45 3 :15 :30 :45	:15 :30 :45 3 :15 :30	Total Sales This Week: 40% Profit:
2 :15 :30 :45 3 :15 :30 :45 4	2 :15 :30 :45 3 :15 :30 :45 4	:15 :30 :45 3 :15 :30 :45 4 :15	Total Sales This Week:
2 :15 :30 :45 3 :15 :30 :45 4 !15 :30	2 :15 :30 :45 3 :15 :30 :45 4 :15 :30	:15 :30 :45 3 :15 :30 :45 4 :15 :30	Total Sales This Week: 40% Profit: TRACKING MY STAR
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SCHEDULE @ A GLANCE:	Date: Sunday, A	August 2		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour coun impossible dream & fulfilling your total destiny t	t! Make every minute coι	ınt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT T	HINGS TO DO	TODAY MAE	OV KVA BI IGINIEGG
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Monday, A	ugust 3		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! M impossible dream & fulfilling your total destiny to be	lake every minute cour	nt! And don's stop until you	ı have exercised your full potential, realizing you ble of being." - Mary Kay Ash
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Designed by Lorraine Bryant				

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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Tuesday	, August	4	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour co impossible dream & fulfilling your total destin	ount! Make every minute co	unt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
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SCHEDULE @ A GLANCE:	Date: Wednesd	lay, Augu	ust 5	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour cour impossible dream & fulfilling your total destiny to	nt! Make every minute cou	ınt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
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SCHEDULE @ A GLANCE:	Date: Thursday	, August	6	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour could impossible dream & fulfilling your total destiny	nt! Make every minute cou	unt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT	THINGS TO DO		DV KVA DI IGINIEGO
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/ "Treat your business as a gift. Give it with love & concern for women - not out of ex-	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
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	A CHAIN

SCHEDULE @ A GLANCE:	Date: Friday, A	August 7			
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour c impossible dream & fulfilling your total desti	count! Make every minute co	unt! And don's stop until y at you, & only you, are cap	ou have exercised your full potential, realizing you pable of being." - Mary Kay Ash	
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/ "Treat your business as a gift. Give it with love & concern for women - not out of ex-	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
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SCHEDULE @ A GLANCE:	Date: Saturday	, August	8	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour co impossible dream & fulfilling your total destin	unt! Make every minute cou	unt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT	THINGS TO DO	TODAV MAI	DV KVA BI IGINIEGG
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/ "Treat your business as a gift. Give it with love & concern for women - not out of ex-	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
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SUNDAY BRAIN DUMP for the week of AUGUST 9 - AUGUST 15 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.							

Weekly Plan Sheet from AUGUST 9

Weekly Plan Sheet from AUGUS I 9						
Sunday, August 9	Monday, August 10	Tuesday, August 11	Wednesday, August 12			
6			6			
:15	:15	:15	:15			
:30	:30	:30	:30			
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to AUGUST 15

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Thursday, August 13	Friday, August 14	Saturday, August 15	
6	6	6	PLAN YOUR WEEK IN COLOR!
:15	:15	:15	Color each box with a color that excites you!
:30	:30	:30	
:45	:45	:45	God: Devotion, Church,
7 :15	7 :15	7 :15	Bible Study, Faith
:30	· · · · · · · · · · · · · · · · · ·	30	Family Time
:45	45	.45	Data Mala
8	8	8	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc
:45	:45	:45	Francisco Heir Neile Coffee with
9	9	9	Exercise, Hair, Nails, Coffee with Friends, etc
:15	:15	:15	Friends, etc
:30	30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments
10	10	10 :15	Coaching Calls
:30	:15 :30	115 :30	Team Phone Calls
:45	35 :45	.45	Facials/ Parties
11	11	11	Customer Follow-Up Calls Sharing the Opportunity
:15	:15	:15	Sharing the Opportunity
:30	:30	:30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	
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:45	:45	:45	# Bookings Next Week:
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:45	:45	:45	Wholesale Orders This Week:
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:30	30	:30	New Personal Team Members
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.45	^{:30} :45	:30 :45	New Team Members:

SCHEDULE @ A GLANCE:	Date: Sunday, A	August 9		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour coun impossible dream & fulfilling your total destiny t	t! Make every minute cou	ınt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT T	HINGS TO DO	TODAY MAE	OV KVA BI IGINIEGG
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
1	4
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
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SCHEDULE @ A GLANCE:	Date: Monday,	August 1	10	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour co impossible dream & fulfilling your total destin	ount! Make every minute co	unt! And don's stop until yo	ou have exercised your full potential, realizing you able of being." - Mary Kay Ash
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Tuesday,	August	11	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour coun impossible dream & fulfilling your total destiny to	t! Make every minute cou	int! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
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SCHEDULE @ A GLANCE:	Date: Wednes	day, Augi	ust 12	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour co impossible dream & fulfilling your total desti	ount! Make every minute cou	unt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT	THINGS TO DO		DV KVA BI IGINIEGG
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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NOTES/ THOUGHTS	
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SCHEDULE @ A GLANCE:	Date: Thursday,	August	13	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! M impossible dream & fulfilling your total destiny to be	ake every minute cour	nt! And don's stop until you	ı have exercised your full potential, realizing your ble of being." - Mary Kay Ash
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Designed by Lorraine Bryant				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Friday, A	August 14		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour c impossible dream & fulfilling your total desti	ount! Make every minute cou	unt! And don's stop until ye	ou have exercised your full potential, realizing you nable of being." - Mary Kay Ash
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Saturday,	August	15	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! impossible dream & fulfilling your total destiny to	Make every minute cou	nt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT TI			
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10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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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	
	SPARK 1//
	A CHAIN

1. 2.	JNDAY BRAIN DUMP for the week of AUGUST 16 - AUGUST 22 This is a master to do list! List everything on your mind, emails to send, errands to do, etc Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Weekly Plan Sheet from AUGUST 16

Weekly Plan Sheet from AUGUS I 16						
Sunday, August 16	Monday, August 17	Tuesday, August 18	Wednesday, August 19			
6	 6	 6	6			
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to AUGUST 22

			ID AUGUST ZZ
Thursday, August 20	Friday, August 21	Saturday, August 22	
6	6	6	PLAN YOUR WEEK IN COLOR!
:30	[:30	30	Color each box with a color that excites you!
:45	.45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	[' :15	:15	•
:30	I :30	30	Family Time
:45	.45	45	D. C. NP. LL
8	8	8	Date Night
:15	1:15	:15	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc
:45	:45	:45	
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30	:30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	
10	10	10	Booking Appointments
:15	:15	:15	Coaching Calls Team Phone Calls
:30	:30	:30	Facials/ Parties
:45	:45	:45	
11	11	11	Customer Follow-Up Calls Sharing the Opportunity
:15	:15	:15	Sharing the Opportunity
:30	30	30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	BOOKIITOO/ 1710EO REGGETO
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SCHEDULE @ A GLANCE:	Date: Sunday,	August 1	6	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour co impossible dream & fulfilling your total destin	ount! Make every minute cou	unt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			
6AM		THINGS TO DO	J TODAT - WAR	T RAT BUSINESS
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7AM	2			
	3			
8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO DO	O TODAY - PEF	RSONAL/ FAMILY
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11AM	3			
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10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion 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 "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
1	4
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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 establis	shed 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, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Monday,	August '	17	
5AM: Quiet Time/ Devotion/ Prayer		unt! Make every minute co	unt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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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 establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Tuesday, A	August 1	18	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! M impossible dream & fulfilling your total destiny to be	lake every minute cour	nt! And don's stop until you	ı have exercised your full potential, realizing your ble of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#				
6AM	SIX MOST IMPORTANT TH	INGS TO DO	TODAY - MAR	TY KAY BUSINESS
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7AM	2			
	3			
8AM	4			
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9AM	6			
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11AM	3			
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Designed by Lorraine Bryant				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Wedneso	day, Augi	ust 19	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour cou impossible dream & fulfilling your total destiny	nt! Make every minute cou	unt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT	THINGS TO DO	TODAV MAI	DV KVA BI IGINIEGG
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Thursday	, August	20	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour cour impossible dream & fulfilling your total destiny	nt! Make every minute cou	ınt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT 1	THINGS TO DO		OV KVA BI IGINIEGG
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Friday, A	August 21		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour c impossible dream & fulfilling your total desti	count! Make every minute cou	unt! And don's stop until yout are cap	ou have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Saturday	, August	22	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour co impossible dream & fulfilling your total destin	unt! Make every minute cou	unt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			
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11AM	3			
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4PM	NEW CONTACTS/ REFE	ERRALS	THANK YOU	/ LOVE NOTES TO:
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7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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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	
	SPARK 1//
	A CHAIN

1. 2.	 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! 						

Weekly Plan Sheet from **AUGUST 23**

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
8	8	¹⁴⁵ 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 :30	:15 :30	:15	:15
:45	1.45 1.45	: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 :15	1	1 :15
:15 :30	:15 :30	:15	: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 :45	:30 :45	:30 :45	:30
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
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to AUGUST 29

			lo Addod La
Thursday, August 27	Friday, August 28	Saturday, August 29	
6	6	6	DI AN VOLID WEEK IN COLODI
:15	:15	:15	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
:30	:30	:30	Color each box with a color that excites you:
:45	:45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15	:15	Family Time
:30	:30	:30	Family Time
:45	:45	:45	Date Night
8	8	8	-
:15	:15	:15	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc
:45	:45	:45	Exercise, Hair, Nails, Coffee with
9	9	9	Friends, etc
:15	:15 :30	:15	
:45	.30 .45	.30 .45	INCOME PRODUCING ACTIVITY
10	10	10	Booking Appointments
:15	10 :15	10 :15	Coaching Calls
:30	1:0 1:30	30	Team Phone Calls
:45] :45	:45	Facials/ Parties
11	11	11	Customer Follow-Up Calls Sharing the Opportunity
:15	:15	:15	Charling the Opportunity
:30	:30	:30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	
:15	:15	:15	# Booking Held This Week:
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:45	:45	:45	# Bookings Next Week:
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:45	:45	:45	PERSONAL SALES RESULTS
2	2	2	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week:
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:30	:30	:30	
:45	:45	:45	Wholesale Orders This Week:
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:45	:45	:45	Amount Needed to Finish Star:
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7	7	7	
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:15	6 :15	8 ::15	Personal Sharing Appts:
:30	[:30	1:30	
:45	[:45	:45	New Personal Team Members
9	9	9	Trans Obaci A. I
:15	[:15	15	Team Sharing Appts:
:30	I :30	:30	New Teem Marchard
:45	:45	:45	New Team Members:

SCHEDULE @ A GLANCE:	Date: Sunday,	August 2	23	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour cou impossible dream & fulfilling your total destiny	unt! Make every minute cou	unt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			
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1PM	PHONE CALLS TO MAK	E/ RETURN	ERRANDS T	O DO TODAY
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4PM	NEW CONTACTS/ REFE	ERRALS	THANK YOU	/ LOVE NOTES TO:
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
1	4
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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 establis	shed 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, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Monday, A	ugust 2	24	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! N impossible dream & fulfilling your total destiny to b	lake every minute coul	nt! And don's stop until you	ı have exercised your full potential, realizing you ble of being." - Mary Kay Ash
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Designed by Lorraine Bryant				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Tuesday, A	August 2	25	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! M impossible dream & fulfilling your total destiny to be	lake every minute cour	nt! And don's stop until you	have exercised your full potential, realizing your ble of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#				
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7PM	NEW BOOKINGS:	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Wedneso	day, Augi	ust 26	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour cou impossible dream & fulfilling your total destiny	nt! Make every minute cou	unt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT	THINGS TO DO	TODAV MAI	DV KVA BI IGINIEGG
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Thursday	y, August	27	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour co impossible dream & fulfilling your total destin	unt! Make every minute cou	unt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Friday, A	August 28		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour c impossible dream & fulfilling your total desti	count! Make every minute co	unt! And don's stop until y	ou have exercised your full potential, realizing you nable of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	_ Date: Saturda	v. August	29	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour of impossible dream & fulfilling your total desti	count! Make every minute cou	unt! And don's stop until ye	ou have exercised your full potential, realizing you lable of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejections.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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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	
	SPARK 1//
	A CHAIN

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

THURSDAY	FRIDAY	SATURDAY						
3	4	5						
				OCTC	RF	R 21	าวก	
				on Tues	Wed	Thurs	Fri	Sat
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			18 1	9 20	21	22	23	24
			25 2	26 27	28	29	30	31
			NOT					
			NOT	ES				
17 Preferred Customer	18	19						
Program Enrollment begins for Winter 2017		13						
Look Book			-					
			-					
24	25	26						
			_					

SUNDAY BRAIN DUMP for the week of AUGUST 30 - SEPTEMBER 5 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Weekly Plan Sheet from AUGUST 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
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9	9	9	9
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:30	:30 Luc	:30	30
:45	:45	:45	:45

to SEPTEMBER 5

Thursday, September 3	Friday, September 4	Saturday, September 5	OCI TEMBER O
6	6		
:15	115	t15	PLAN YOUR WEEK IN COLOR!
:30	:30	:30	Color each box with a color that excites you!
:45	:45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15 :30	:15	:15	Family Time
:45	.30 .45	:45	•
8	8	8	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc
:45	:45	:45	Exercise, Hair, Nails, Coffee with
9 :15	9 ::15	9 :15	Friends, etc
:30	[:30	30	
:45	:45	:45	INCOME PRODUCING ACTIVITY Booking Appointments
10	10	10	Coaching Calls
:15	:15	:15	Team Phone Calls
:30	:30	:30	Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11 :15	11 :15	11 :15	Sharing the Opportunity
:30	I:30] :30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
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:15	:15	:15	# Booking Held This Week:
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SCHEDULE @ A GLANCE:	Date: Sunday, A	August 3	0	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour coun impossible dream & fulfilling your total destiny to	t! Make every minute cou	int! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT T			
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Monday,	August 3	31	
5AM: Quiet Time/ Devotion/ Prayer		ount! Make every minute cou	unt! And don's stop until yo	ou have exercised your full potential, realizing you able of being." - Mary Kay Ash
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Tuesday,	Septem	ber 1	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! impossible dream & fulfilling your total destiny to	Make every minute cou	nt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/ "Treat your business as a gift. Give it with love & concern for women - not out of ex-	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1///
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Wednesda	ay, Sept	ember 2	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! N impossible dream & fulfilling your total destiny to b	lake every minute cour	nt! And don's stop until you	ı have exercised your full potential, realizing your ble of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#		, 		· , ,
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT IN ITEM 1 THE STATE IN ITEM 2 THE STATE OF THE ST	ERRALS/ CURRENT CUSTOMER BASE tion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/ "Treat your business as a gift. Give it with love & concern for women - not out of ex-	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
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SCHEDULE @ A GLANCE:	Date: Thursday	Septen	nber 3	
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/ "Treat your business as a gift. Give it with love & concern for women - not out of ex-	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1///
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Friday, Se	ptembe	r 4	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! impossible dream & fulfilling your total destiny to	Make every minute cou	nt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establishment."	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	_ Date: Saturda	v. Septem	nber 5	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour c impossible dream & fulfilling your total desti	count! Make every minute cou	unt! And don's stop until ye	ou have exercised your full potential, realizing you able of being." - Mary Kay Ash
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS/ "Treat your business as a gift. Give it with love & concern for women - not out of ex-	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1///
	A CHAIN

SUNDAY BRAIN DUMP for the week of SEPTEMBER 6- SEPTEMBER 12 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list:
HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Weekly Plan Sheet from **SEPTEMBER 6**

Weekly Plan Sheet from SEPTEMBER 6						
Sunday, September 6	Monday, September 7	Tuesday, September 8	Wednesday, September 9			
		6	6			
:15	:15	:15	:15			
:30	:30	:30	:30			
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to SEPTEMBER 12

			O SEPICIVIDER 12
Thursday, September 10	Friday, September 11	Saturday, September 12	
6 :15	6 :15	6 :15	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
:30	:30	:30	Color each box with a color that excites you!
:45	:45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15	:15	Family Time
:30	:30	:30	- anny finie
:45	:45	:45	Date Night
8 :15	8 :15	8 1:15	Mary Kay Time: Meetings,
:30	:30	30	Networking, Training, etc
:45	:45	45	
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30	:30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments
10	10	10	Coaching Calls
:15	:15 :30	:15 :30	Team Phone Calls
:45	.45	.45	Facials/ Parties
11	111	11	Customer Follow-Up Calls Sharing the Opportunity
:15	115	:15	Sharing the Opportunity
:30	:30	:30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	
:15	:15	:15	# Booking Held This Week:
:30	30	30	# Pookings Nevt Wook:
:45	[:45]	·45	# Bookings Next Week:
:15	I :15		# Faces This Week:
:30	:30	30	
:45	:45	:45	
2	2	2	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week:
:30	30	30	Total Sales Trils Week.
:45	3	3	
:15	1:15	1:15	
:30	:30	:30	40% Profit:
:45	:45	:45	
4	4	4	
:15	:15	:15	TRACKING MY STAR
:30	30	30	Whalasala Ordara Thia Waski
·45 5	·45 5	·45 5	Wholesale Orders This Week:
:15	5 :15	5 :15	
:30	I :30	30	
:45	:45	:45	Amount Needed to Finish Star:
6	6	6	
:15	:15	:15	
:45	30 45	30 :45	Unit Stars to Date:
7	7	7	erint state to Bute.
:15	<i>t</i> :15	<i>1</i> :15	
:30	:30	:30	SHARING THE OPPORTUNITY
:45	:45	:45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	. ordenar enaming rippid.
:45	30 1:45	:30 :45	New Personal Team Members
9	9	9	
:15	1:15	15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	NOW TOUTH MICHIDOIS.

SCHEDULE @ A GLANCE:	Date: Sunday, S	eptemb	er 6	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! impossible dream & fulfilling your total destiny to l	Make every minute coul	nt! And don's stop until you	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT TH			
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1PM	PHONE CALLS TO MAKE/	RETURN	ERRANDS TO	O DO TODAY
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4PM	NEW CONTACTS/ REFER	RALS	THANK YOU	LOVE NOTES TO:
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7PM	NEW BOOKINGS:	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
				Details in Graining dection
8PM				
9PM				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT 18 IN 1991 IN 1992 IN 1	FERRALS/ CURRENT CUSTOMER BASE stion 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 "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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 establis	shed 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, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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2	4
UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
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SCHEDULE @ A GLANCE:	Date: Monday,	Septemb	per 7	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour coun impossible dream & fulfilling your total destiny t	nt! Make every minute cou	ınt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT T			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT 18 IN 1991 IN 1992 IN 1	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
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SCHEDULE @ A GLANCE:	Date: Tuesday, S	Septeml	ber 8	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! I impossible dream & fulfilling your total destiny to b	Make every minute cour	nt! And don's stop until you	ı have exercised your full potential, realizing your ble of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT TH	IINGS TO DO	TODAY - MAR	OV KAV RI ISINIESS
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT 18 IN 1991 IN 1992 IN 1	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
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SCHEDULE @ A GLANCE:	Date: Wednesda	y, Sept	ember 9	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! M impossible dream & fulfilling your total destiny to be	ake every minute cour	nt! And don's stop until you	n have exercised your full potential, realizing your ble of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT TH	INGS TO DO	TODAY MAD	OV KVA BI IGINIEGO
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Designed by Lorraine Bryant	WILLEAGE TO RECURD.			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT 18 IN 1991 IN 1992 IN 1	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
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SCHEDULE @ A GLANCE:	Date: Thursday,	Septem	nber 10	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! impossible dream & fulfilling your total destiny to	Make every minute cou	nt! And don's stop until you	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT TH	HINGS TO DO	TODAY MAE	OV KVA BI IGINIEGG
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
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SCHEDULE @ A GLANCE:	Date: Friday, S	Septembe	er 11	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour c impossible dream & fulfilling your total desti	count! Make every minute co	unt! And don's stop until ye	ou have exercised your full potential, realizing you nable of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	_ Date: Saturda	y, Septem	nber 12	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour c impossible dream & fulfilling your total desti	count! Make every minute cou	unt! And don's stop until ye	ou have exercised your full potential, realizing you able of being." - Mary Kay Ash
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Sunday, S	eptemb	er 13	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! M impossible dream & fulfilling your total destiny to b	lake every minute coul	nt! And don's stop until you	ı have exercised your full potential, realizing you ble of being." - Mary Kay Ash
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
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	A CHAIN

SCHEDULE @ A GLANCE:	Date: Monday,	Septemb	oer 14	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour coun impossible dream & fulfilling your total destiny t	t! Make every minute cou	ınt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Tuesday, S	Septemb	ber 15	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! M impossible dream & fulfilling your total destiny to be	lake every minute cour	nt! And don's stop until you	ı have exercised your full potential, realizing your ble of being." - Mary Kay Ash
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
1	3
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Wednesda	ay, Sept	ember 10	6
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! I impossible dream & fulfilling your total destiny to be	Make every minute cour	nt! And don's stop until you	ı have exercised your full potential, realizing your
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT TH			
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7PM	NEW BOOKINGS:	RETAIL SAL	.ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
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10PM	MILEAGE TO RECORD:			
Designed by Lorraine Bryant				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Thursda	v, Septen	nber 17		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour c impossible dream & fulfilling your total desti	count! Make every minute cou	unt! And don's stop until ye	ou have exercised your full potential, realizing you able of being." - Mary Kay Ash	
Million \$ Call: 641.715.3900 44336#	SIV MOST IMPODTANI	SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Friday, Se	ptembe	r 18	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! impossible dream & fulfilling your total destiny to	Make every minute cou	nt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT TH	AINICS TO DO		DV KVA BI IGINIEGG
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NOTES/ THOUGHTS	
	SPARK 1//
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SCHEDULE @ A GLANCE:	_ Date: Saturda	y, Septem	nber 19	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour c impossible dream & fulfilling your total desti	count! Make every minute cou	unt! And don's stop until ye	ou have exercised your full potential, realizing you able of being." - Mary Kay Ash
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NOTES/ THOUGHTS	
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SUNDAY BRAIN DUMP for the week of SEPTEMBER 13- SEPTEMBER 19 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list:
HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Weekly Plan Sheet from **SEPTEMBER 13**

Weekly Plan Sheet from SEPTEMBER 13					
Sunday, September 13	Monday, September 14	Tuesday, September 15	Wednesday, September 16		
		6	6		
:15	:15	:15	:15		
:30	:30	:30	:30		
:45	:45	:45	:45		
7		7	7		
:15	:15	:15	:15		
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:45	:45	:45	:45		

to SEPTEMBER 19

		Į	<u>0 SEPTEMBER 19</u>
Thursday, September 17	Friday, September 18	Saturday, September 19	
6	6	6	PLAN YOUR WEEK IN COLOR!
:15	:15	:15	Color each box with a color that excites you!
:30	30	30	Cade Daylation, Church
:45	45	:45	God: Devotion, Church, Bible Study, Faith
7 :15	7 :15	7 :15	bible Study, Faith
:30	30	30	Family Time
:45	45	·45	Deta Nieht
8	8	8	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc
:45	:45	:45	Eversion Heir Neile Coffee with
9	9	9	Exercise, Hair, Nails, Coffee with Friends, etc
:15	:15	:15	·
:30 :45	:30 :45	30 1:45	INCOME PRODUCING ACTIVITY
10	10	10	Booking Appointments
:15	1:15	115	Coaching Calls Team Phone Calls
:30	:30	I :30	Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	enaming are appointment
:30	:30	:30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	# Dealing Hald This Wests
:15	:15	:15	# Booking Held This Week:
:30 :45	:30 :45	30 1:45	# Bookings Next Week:
1	1	1	# Dookings Next Week
:15	1 :15		# Faces This Week:
:30	:30	30	
:45	:45	:45	
2	2	2	PERSONAL SALES RESULTS
:15	:15	:15	Table Orlean Title Wood
:30	:30	:30	Total Sales This Week:
:45	:45	:45	
3	3	3	
:15	:15 :30	:15 :30	40% Profit:
:45	45	45	
4	4	4	
:15	:15	:15	TRACKING MY STAR
:30	:30	:30	
:45	:45	:45	Wholesale Orders This Week:
5	5	5	
:15	:15	:15	
30	30	30	Amount Needed to Finish Star:
:45	·45 6	·45 6	Amount Needed to Fillish Stat.
6 :15	6 :15	6 :15	
:30	30	30	
:45	:45	:45	Unit Stars to Date:
7	7	7	
:15	:15	:15	OLIABINO TUE ODDOGETUUT
:30	:30	:30	SHARING THE OPPORTUNITY
:45	:45	:45	RESULTS
8	8	8	Personal Sharing Appts:
:15 :30	:15 :30	:15 :30	
:45	45	.45	New Personal Team Members
			_
9	9	9	Tooms Charies Assets:
		9 :15	Team Sharing Appts:
9	9		Team Sharing Appts:

SCHEDULE @ A GLANCE:	Date: Sunday, S	Septemb	er 20	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour coun impossible dream & fulfilling your total destiny to	t! Make every minute cou	ınt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
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10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT 18 IN 1991 IN 1992 IN 1	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

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5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour cou impossible dream & fulfilling your total destiny	ınt! Make every minute cou	unt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
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SCHEDULE @ A GLANCE:	Date: Tuesday, S	Septeml	ber 22	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! No impossible dream & fulfilling your total destiny to be	flake every minute cour	nt! And don's stop until you	
Million \$ Call: 641.715.3900 44336#		·		
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Designed by Lorraine Bryant				

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SCHEDULE @ A GLANCE:	Date: Wednesda	ay, Sept	ember 2	3
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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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Thursday	, Septen	nber 24	
5AM: Quiet Time/ Devotion/ Prayer		nt! Make every minute cou	unt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT	THINGS TO DO		DV KVA BI IGINIEGG
6AM		ITIINGS TO DO	J TODAT - WAR	T RAT BUSINESS
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7AM	2			
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8AM	4			
	5			
9AM	6			
	SIX MOST IMPORTANT	THINGS TO DO	O TODAY - PER	RSONAL/ FAMILY
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11AM	3			
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12PM	5			
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1PM	PHONE CALLS TO MAKE	E/ RETURN	ERRANDS TO	O DO TODAY
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT 18 IN 1991 IN 1992 IN 1	FERRALS/ CURRENT CUSTOMER BASE stion 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 "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
1	4
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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 establis	shed 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, "Treat your business as a gift. Give it with love & concern for women - not out of each	
1	3
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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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Friday, Se	ptembe	r 25	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! impossible dream & fulfilling your total destiny to	Make every minute cou	nt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT TH			
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT 18 IN 1991 IN 1992 IN 1	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
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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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	_ Date: Saturda	y, Septem	nber 26	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour c impossible dream & fulfilling your total desti	count! Make every minute cou	unt! And don's stop until ye	ou have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			DV KVA DI ICINIECC
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	SIX MOST IMPORTANT	THINGS TO DO	O TODAY - PEF	RSONAL/ FAMILY
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12PM	5			
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1PM	PHONE CALLS TO MAI	KE/ RETURN	ERRANDS T	O DO TODAY
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4PM	NEW CONTACTS/ REF	ERRALS	THANK YOU	/ LOVE NOTES TO:
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7PM	NEW BOOKINGS:	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT 18 IN 1991 IN 1992 IN 1	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
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4	8
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
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1	4
2	5
NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SUNDAY BRAIN DUMP for the week of SEPTEMBER 20- SEPTEMBER 26 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list:
HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! 3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

CEDTEMBED 20

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		
7	7	7	·45 7		
:15	:15	:15	:15		
:30	:30	:30	:30		
8	:45 8	.45 8	·45 8		
:15	:15	:15	:15		
:30	:30	:30	:30		
:45	:45	:45	:45		
9 :15	9 :15	9 :15	9 :15		
:30	:30	:30	:30		
:45	:45	:45	:45		
10	10 ::15	10 ::15	10 :15		
:30	:30	:30	30		
:45	:45	:45	:45		
11	11	11	11		
:15	:15	:15	:15		
:45	:45	:45	:45		
12	12	12	12		
:15	:15	:15	:15		
:30 :45	:30 :45	:30 :45	:30 :45		
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:15	:15	:15	:15		
:30	:30 Luc	:30 Luc	:30 Luc		
2	2	2	2		
:15	:15	:15	:15		
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3 :15	3 :15	3 :15	3 :15		
:30	:30	:30	:30		
:45	:45	:45	:45		
4 :15	4 :15	4 :15	:15		
:30	:30	:30	:30		
:45	:45	:45	:45		
5	5	5	5		
:15 :30	:15	:15	:15		
:45	:45	:45	:45		
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8	8	8	8		
:15	:15	:15	:15		
:30	:30	:30	:30		
9	:45	9	9		
:15	9 :15	9 :15	9 :15		
:30	:30	:30	:30		
:45	:45	:45	:45		

to SEPTEMBER 26

Thursday, September 24	Friday, September 25	Saturday, September 26	
6 :15	6 :15	6 :15	PLAN YOUR WEEK IN COLOR!
:30	:30	:30	Color each box with a color that excites you!
:45	:45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15	:15	Family Time
:30	:30	:30	•
:45	:45	:45	Date Night
8 :15	8 :15	:15	Mary Kay Time: Meetings,
:30	30	:30	Networking, Training, etc
:45	:45	:45	
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30	:30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments
10 :15	10 :15	10 :15	Coaching Calls
:30	[:10 [:30	30	Team Phone Calls
:45	·	··- :45	Facials/ Parties
11	11	11	Customer Follow-Up Calls Sharing the Opportunity
:15	:15	:15	Charing the Opportunity
:30	:30	:30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	// D
:15	:15	:15	# Booking Held This Week:
:30	30 Luc	:30	# Bookings Next Week:
1	·45	1	# Bookings Next Week
:15	I :15	:15	# Faces This Week:
:30	:30	:30	
:45	:45	:45	
2	2	2	PERSONAL SALES RESULTS
	2 :15	2 :15	
2 :15 :30	:15 :30	:15 :30	PERSONAL SALES RESULTS Total Sales This Week:
2 :15 :30 :45	:15 :30 :45	:15 :30 :45	
2 :15 :30 :45 3	:15 :30 :45	:15 :30 :45	
2 :15 :30 :45 3 :15	:15 :30 :45 3 :15	:15 :30 :45 3 :15	Total Sales This Week:
2 :15 :30 :45 3 :15 :30	:15 :30 :45	:15 :30 :45	
2 115 30 445 3 115 30 445	:15 :30 :45 3 :15 :30	:15 :30 :45 3 :15 :30	Total Sales This Week:
2 :15 :30 :45 3 :15 :30	:15 :30 :45 3 :15 :30 :45 :45	:15 :30 :45 3 :15 :30 :45	Total Sales This Week: 40% Profit:
2 115 130 145 3 115 130 145	:15 :30 :45 3 :15 :30 :45 4	:15 :30 :45 3 :15 :30 :45	Total Sales This Week: 40% Profit: TRACKING MY STAR
2	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45	Total Sales This Week: 40% Profit:
2	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5	Total Sales This Week: 40% Profit: TRACKING MY STAR
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2	:115 :30 :45 3 :115 :30 :45 4 :115 :30 :45 5 :115 :30	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30	Total Sales This Week: 40% Profit: TRACKING MY STAR Wholesale Orders This Week:
2	:115 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45	:115 :30 :45 3 :115 :30 :45 4 :15 :30 :45 5 :115 :30 :45	Total Sales This Week: 40% Profit: TRACKING MY STAR
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2	:115 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6	:16 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :16 :30 :45 6	Total Sales This Week: 40% Profit: TRACKING MY STAR Wholesale Orders This Week: Amount Needed to Finish Star:
2	:115 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :115 :30 :45 6 :115	:116 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15	Total Sales This Week: 40% Profit: TRACKING MY STAR Wholesale Orders This Week:
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2	::15 ::30 ::45 3 ::15 ::30 ::45 4 ::15 ::30 ::45 5 ::15 ::30 ::45 6 ::15 ::30 ::45 7 ::15 ::30 ::45	:116 :30 :45 3 :116 :30 :45 4 :116 :30 :45 5 :116 :30 :45 6 :115 :30 :45 7 :115 :30 :45 7 :115 :30 :45	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:
2 :15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :16 :30 :45 6 :15 :30 :45 7 :15 :30 :45 8 :15	::15 ::30 ::45 3 ::15 ::30 ::45 4 ::15 ::30 ::45 5 ::15 ::30 ::45 6 ::15 ::30 ::45 7 ::15 ::30 ::45 8 ::15	:116 :30 :45 3 :116 :30 :45 4 :116 :30 :45 5 :116 :30 :45 6 :115 :30 :45 7 :115 :30 :45 8 :116	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
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2 :15 :30 :45 :3 :15 :30 :45 :45 :4 :15 :30 :45 :5 :15 :30 :45 :6 :15 :30 :45 :7 :15 :30 :45 :7 :15 :30 :45 :8 :15 :30 :45 :8 :15 :30 :45 :45 :45 :45 :45 :45 :45 :45 :45 :45	::15 ::30 ::45 3 ::15 ::30 ::45 4 ::15 ::30 ::45 5 ::15 ::30 ::45 6 ::15 ::30 ::45 7 ::15 ::30 ::45 8 ::15 ::30 ::45	:116 :30 :45 3 :115 :30 :445 4 :115 :30 :445 5 :116 :30 :45 6 :116 :30 :45 7 :116 :30 :45 8 :115 :30 :45 8 :115 :30 :45	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:
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SCHEDULE @ A GLANCE:	Date: Sunday,	Septemb	er 27	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour c impossible dream & fulfilling your total desti	count! Make every minute cou	unt! And don's stop until ye	ou have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			DV KVA DI ICINIECC
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10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT 18 IN 1991 IN 1992 IN 1	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Monday,	Septemb	oer 28	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour cou impossible dream & fulfilling your total destiny	ınt! Make every minute cou	unt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT			
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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	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Tuesday,	Septem	ber 29	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count impossible dream & fulfilling your total destiny to	! Make every minute cou	ınt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT T			
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4PM	NEW CONTACTS/ REFER	RALS	THANK YOU	LOVE NOTES TO:
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7PM	NEW BOOKINGS:	RETAIL SAI	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
				Details in Orlaining occupi
8PM				
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10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion 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 "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
1	4
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FOLLOW-UP & CUSTOMER SERVICE CALLS/TEXTS "It costs five times as much to attract a new customer as it does to maintain an establis	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS, "Treat your business as a gift. Give it with love & concern for women - not out of each	
1	3
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UNIT & NEW CONSULTANT PHONE CALLS/TEXTS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Wednesda	ay, Sept	ember 30	0
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! In impossible dream & fulfilling your total destiny to be	Make every minute cour	nt! And don's stop until you	ı have exercised your full potential, realizing your
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT TH			
6AM		IIINGS TO DO	TODAT - MAR	T KAT BUSINESS
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7PM	NEW BOOKINGS:	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
8PM				
9PM				
10PM	MILEAGE TO RECORD:			
Designed by Lorraine Bryant				

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS "A class worth booking is a class worth coaching" - Mary Kay Ash	, FACIALS COMING UP, ETC)
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NOTES/ THOUGHTS	
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SCHEDULE @ A GLANCE:	Date: Thursday,	Octobe	r 1	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! impossible dream & fulfilling your total destiny to l	Make every minute cou	nt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
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7PM	NEW BOOKINGS.	INL IAIL SAL	LO TODAT.	Details in Sharing Section
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Designed by Lorraine Bryant				

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NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Friday, O	ctober 2		
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour cour impossible dream & fulfilling your total destiny	nt! Make every minute cou	ınt! And don's stop until yo	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
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PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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2	5
NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SCHEDULE @ A GLANCE:	Date: Saturday,	Octobe	r 3	
5AM: Quiet Time/ Devotion/ Prayer	"Make every day count! Make every hour count! impossible dream & fulfilling your total destiny to	Make every minute cou	nt! And don's stop until you	u have exercised your full potential, realizing you able of being." - Mary Kay Ash
Million \$ Call: 641.715.3900 44336#	SIX MOST IMPORTANT TH	HINGS TO DO	TODAY MAE	OV KVA BI IGINIEGG
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4PM	NEW CONTACTS/ REFER	RALS	THANK YOU	LOVE NOTES TO:
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7PM	NEW BOOKINGS:	RETAIL SAL	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
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8PM				
9PM				
10PM	MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS/TEXTS FROM LEADS/ REFIT HINN you have to believe in your destiny; that you will succeed, you will meet a lot of rejection.	FERRALS/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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1	4
2	5
NOTES/ THOUGHTS	
	SPARK 1//
	A CHAIN

SUNDAY BRAIN DUMP for the week of SEPTEMBER 27- OCTOBER 3 1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc 2. Prioritize your list:
 Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Weekly Plan Sheet from **SEPTEMBER 27**

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
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9 :15	9 :15	9 :15	9 :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 ::15	11 ::15	11 ::15	11 :15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
1	:45	:45	:45
:15]	1 :15	1 :15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30 Luc	:30	:30
3	:45	3	3
:15	3 ::15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30 :45	:30	:30 :45	:30
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:50 :45	:30 :45	:45	:45
7	7	7	7
:15	:15	:15	:15
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:45	:45	:45	:45
8	8	45	:15
:15	:15	:15	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

to OCTOBER 3

	i e e e e e e e e e e e e e e e e e e e		to OCTOBER 3
Thursday, October 1	Friday, October 2	Saturday, October 3	
6	6	6	PLAN YOUR WEEK IN COLOR!
:15	:15	:15	Color each box with a color that excites you!
30	:30	:30	
:45	:45	:45	God: Devotion, Church, Bible Study, Faith
7 :15	<i>I</i> :15	7 :15	Bible Study, Faith
:30	I:30	:30	Family Time
:45	:45	:45	Date Night
8	8	8	-
:15	:15	:15	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc
9	9	9	Exercise, Hair, Nails, Coffee with
:15	[9]:15	9 :15	Friends, etc
:30	:30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments
10	10	10	Coaching Calls
:15	:15	:15	Team Phone Calls
:30	:30	:30	Facials/ Parties
11	:45 11	:45 11	Customer Follow-Up Calls
:15	11 :15	11 :15	Sharing the Opportunity
30	:30	:30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	
:15	:15	:15	# Booking Held This Week:
:30	:30	:30	# Dealines New Wester
:45	:45	:45	# Bookings Next Week:
1 :15	1	1 :15	# Faces This Week:
30	:30	30	W T dood Tillo VVock.
:45	:45	:45	
2	2	2	PERSONAL SALES RESULTS
:15	:15	:15	Total Oaks This Most
:30	:30	:30	Total Sales This Week:
:45	:45	:45	
3 :15	3 :15	3 :15	
:30	1:30 1:30	30	40% Profit:
:45	:45	:45	
4	4	4	
:15	:15	:15	TRACKING MY STAR
:30	:30	:30	Mississels Colon Title M. I
:45	:45	:45 E	Wholesale Orders This Week:
5 :15	5	5 1:15	
:30	:30	:30	
:45	:45	:45	Amount Needed to Finish Star:
6	6	6	
:15	:15	:15	
:30	:30	:30	Unit Stars to Date:
:45	:45	:45	OTHE OLDING TO DATE.
7 :15	7 :15	7 :15	
:30	:30	30	SHARING THE OPPORTUNITY
:45	:45	:45	RESULTS
8	8	8	Porconal Charina Annta:
:15	:15	:15	Personal Sharing Appts:
:30	:30	:30	New Personal Team Members
45	:45	:45	
9 :15	9 ::15	9 :15	Team Sharing Appts:
:30	:30	1:30 1:30	
:45	:45	45	New Team Members:



OCTOBER 2020

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
4	5	6	7
11	12 Columbus Day	13	14
18	19	20	21
25	26	27	28

THURSDAY	FRIDAY	SATURDAY						
1	2	3						
			NOVEMBER 2020					
			Sun Mon Tues Wed Thurs Fri Sat					
			1 2 3 4 5 6 7					
8	9	10	8 9 10 11 12 13 14					
0	3	10	15 16 17 18 19 20 21					
			22 23 24 25 26 27 28					
			29 30					
			NOTES					
15	16 Bosses Day	17 Last Day to Enroll						
	16 Bosses Day Last Day to Enroll Customers in PCP for Winter Look Book							
22	23	24						
29	30	31 Halloween						
		O I Halloweell						

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		

THURSDAY	FRIDAY	SATURDAY							
5	6	7			W 0				
									ST.
				DEC	CEN	IBE	R 2	020	
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
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12	13	14	13	14	15	16	17	18	19
12	13	14	20	21	22	23	24	25	26
			27	28	29	30	31		
			NO	TES	S				
19	20	21							
26 Thanksgiving	27	28							

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

THURSDAY	FRIDAY	SATURDAY							
3	4	5			W 0		8		
					7				
				JA	NU	AR'	Y 20	21	
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
								1	2
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				18 25	19 26	20	21	22	30
			31	20	20		20	23	00
			NO	TES	}				
17	18	19							
24	25 Christmas	26							
31									

JANUARY 2021

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
3	4	5	6
10	11	12	13
17	18 Martin Luther King Day	19	20 Inauguration Day
31	25	26	27

THURSDAY	FRIDAY	SATURDAY						
	1 New Years Day	2						
			FE	BRI	JAR	Y 2	021	
			Sun Mon	Tues	Wed	Thurs	Fri	Sat
			1	2	3	4	5	6
7	8	9	7 8	9	10	11	12	13
	0	9	14 15			18	19	20
			21 22	23	24	25	26	27
			28					
			NOTE	S				
14	15	16						
21	22	23						
38	29	30						

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			

THURSDAY	FRIDAY	SATURDAY							
4	5	6			Y ()				
				7		**			
				M	AR	СН	202	21	
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
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11	10	12	14	15	16	17	18	19	20
11	12	13	21	22	23	24	25	26	27
			28	29	30	31			
			NO	TES	3				
18	19	20							
10	19	20							
25	26	27							
23	20	21							

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							
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18	19	20							
25	26	27							
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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

THURSDAY	FRIDAY	SATURDAY			15	5			
1	2	3					1000 1000 1000 1000 1000 1000 1000 100		
					MA	Y 20	021		
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				17	18	19	20	21	22
				24 31	25	26	27	28	29
					<u> </u>				
		NOTES							
15 TAX DAY (Taxes Due)	16	17							
22 Earth Day	22	24							
22 Earth Day	23	24							
29	30								

MAY 2021

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
_			_
2	3	4 National Teacher's Day	5
9 Mother's Day	Early Summer Product Launch for PCP & Stars	11	12
16 Summer Product Launch	17	18	19
23	24	25	26
30	Memorial Day 31		

THURSDAY	FRIDAY	SATURDAY				5					
		1									
			JUNE 2021								
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat		
					1	2	3	4	5		
_		_	6	7	8	9	10	11	12		
6	7	8	13	14 21	15 22	16 23	17 24	18 25	19 26		
			27	28	29	30		20			
			NO	TES	3						
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13	14	15									
00	04	00									
20	21 22										
27	28	29									
21	26 29										

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!

THURSDAY	FRIDAY	SATURDAY								
3	4	5					A			
					9					
				,	JUL	Y 2	021			
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat	
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10	11	12	18	19	20	21	22	23	24	
			25	26	27	28	29	30	31	
			NO	TES	3					
17	18	19								
17	10	19								
24	25	26								







Contacts/ Referrals/ Le	eads to BOOK!
Name	Contact
How We Met	Notes

Contacts/ Referrals/ Le	eads to BOOK!
Name	Contact
How We Met	Notes

Contacts/ Referrals/ Le	eads to BOOK!
Name	Contact
How We Met	Notes

Contacts/ Referrals/ Le	eads to BOOK!
Name	Contact
How We Met	Notes

Contacts/ Referrals/ Le	eads to BOOK!
Name	Contact
How We Met	Notes

Contacts/ Referrals/ Le	eads to BOOK!
Name	Contact
How We Met	Notes

BOOKING

SCRIPT & BUBBLE SHEETS



BUBBLE BOOKING SHEET

= MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE

WEEK OF. _____

A TRACKED # ALWAYS GROWS!

	= NO RESPONSE AT ALL OR RECEIVED A RESPONSE & NO BOOKING = RECEIVED A RESPONSE & BOOKED AN APPOINTMENT \$\frac{1}{2}\text{ROUNT}{2}				TOTAL BOOKINGS: ACTIVITY WILL CONQUER FEAR!	
USE	THESE LINES TO	O WRITE THE NAME & ANY	Y NOTES YOU MAY WANT T	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

= MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE

WEEK OF. _____

A TRACKED # ALWAYS GROWS!

	= NO RESPONSE AT ALL OR RECEIVED A RESPONSE & NO BOOKING = RECEIVED A RESPONSE & BOOKED AN APPOINTMENT \$\frac{1}{2}\text{ROUNT}{2}				TOTAL BOOKINGS: ACTIVITY WILL CONQUER FEAR!	
USE	THESE LINES TO	O WRITE THE NAME & ANY	Y NOTES YOU MAY WANT T	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

= MADE AN ATTEMPT VIA PHONE, TEXT*, ETC & LEFT MESSAGE

WEEK OF. _____

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USE T	HESE LINES T	O WRITE THE NAME & ANN	Y NOTES YOU MAY WANT T	TO MAKE		



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WEEK OF. _____

A TRACKED # ALWAYS GROWS!

TOTAL ROOKINGS

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USE THESE LINES TO) WRITE THE NAME & ANY	NOTES YOU MAY WANT T	O MAKE		



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WEEK OF. _____

A TRACKED # ALWAYS GROWS!

TOTAL ROOKINGS

\smile	INDE AT ALL UR RECEI A RESPONSE & BOOKE	VED A RESPUNSE & NU ED AN APPOINTMENT	8= 8001 BOOKING	ACTIVITY WILL CONC	
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USE THESE LINES TO) WRITE THE NAME & ANY	NOTES YOU MAY WANT T	O MAKE		



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)
- 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, it 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

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
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Date	Name	Consultant	Address
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Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	

Date	Name	Consultant	Address
	Cell	Guest Event/ PPP	Notes
	Email	Conf. Call	



July - September 2020 At-A-Glance

			JULY	7		
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

		Αl	JGUS	ST		
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					

NOT	ES:
Augı	ust 10: Fall Early Product Launch
Augı	ust 15: Fall Product Launch
Augı	ust 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 Laun
September 16: 2nd Quarter Begins

October - December 2020 At-A-Glance

		OC	ТОВ	ER		
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
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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

October 12: Columbus Day October 16: Bosses Day October 17: Last Day to Enroll Customers for Winter Look Book October 31: Halloween	October 16: Bosses Day October 17: Last Day to Enroll Customers for Winter Look Book	NOTES:	Onlymbur Day
October 17: Last Day to Enroll Customers for Winter Look Book	October 17: Last Day to Enroll Customers for Winter Look Book	October 12:	Columbus Day
<u> </u>	<u> </u>	October 16:	Bosses Day
October 31: Halloween	October 31: Halloween	October 17:	Last Day to Enroll Customers for Winter Look Book
		October 31:	Halloween

NOVEMBER								
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.		
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8	9	10	11	12	13	14		
15	16	17	18	19	20	21		
22	23	24	25	26	27	28		
29	30							

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.	
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6	7	8	9	10	11	12	
13	14	15	16	17	18	19	
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27	28	29	30	31			

January - March 2021 At-A-Glance

JANUARY							
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.	
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17	18	19	20	21	22	23	
24	25	26	27	28	29	30	
31							

FEBRUARY							
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.	
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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				

March 8: International Women's Day March 14: Daylight Savings Begins
March 14: Daylight Savings Begins
March 15: 3rd Quarter Ends
March 16: 4th Quarter Begins
March 17: St. Patrick's Day
March 28: Palm Suday

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 & Sta	rs
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			

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:	
June 16:1st Quarter Begins June 20: Father's Day	June 14: Flag Day	
June 20: Father's Day	June 15: 4th Quarter Ends	
•	June 16:1st Quarter Begins	
June 30: Last Day of the Seminar Year	June 20: Father's Day	
	June 30: Last Day of the Seminar Year	





