



MY SUCCESS PLAN

JANUARY - JUNE 2025

THIS BOOK BELONGS TO: _____

2025 Year at a Glance



JANUARY

S	M	T	W	T	F	S
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5	6	7	8	9	10	11
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FEBRUARY

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JUNE

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JULY

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2026 Year at a Glance



JANUARY

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FEBRUARY

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MARCH

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APRIL

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MAY

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JUNE

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JULY

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AUGUST

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SEPTEMBER

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OCTOBER

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NOVEMBER

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dream
BIG



QUARTER
AT A
GLANCE

January - March 2025 At-A-Glance

JANUARY

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DATES:

January 1: New Year's Day!

January 6-9: Leadership Conf. San Antonio, TX (All SEMINARS)

January 17: SPRING PCP Enrollment Deadline

January 20: Martin Luther King Jr. Day

January 20: Inauguration Day

January 26: SPRING Director Early Order

FEBRUARY

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

DATES:

February 2: Groundhog Day

February 7-28: CC25 REGISTRATION OPEN

February 7: SPRING Look Book Begins Mailing

February 9: Super Bowl LIX

February 10: SPRING Early Order Begins for PCP/Stars

February 14: Valentine's Day

February 15: SPRING All IBCs Can Order

February 16: SPRING Official Product Launch

February 17: Presidents Day

MARCH

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23	24	25	26	27	28	29
30	31					

DATES:

March 4: Mardi Gras

March 8: International Women's Day

March 9: Daylight Savings Begins

March 15: 3rd Qtr Star Qtr Ends

March 16: 4th Qtr Star Qtr Begins

March 16: SUMMER PCP Enrollment Begins

March 17: St. Patrick's Day

March 20: 1st Day of Spring

March 14-15, 21-22, 28-29: Career Conference 2025

April - June 2025 At-A-Glance

DATES:

April 1: April Fools Day

April 15: Tax Day

April 17: SUMMER PCP Enrollment Deadline

April 18: Good Friday

April 20: Easter

April 22: Earth Day

April 23: Admin Professionals Day

April 26: SUMMER Director Early Order Begins

TBA: Seminar Registration Opens

APRIL						
S	M	T	W	T	F	S
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20	21	22	23	24	25	26
27	28	29	30			

DATES:

May 5: Cinco De Mayo

May 6: Nurse/Teacher Appreciation Day

May 7: SUMMER Look Book Begins Mailing

May 10: SUMMER Early Order Begins for PCP/Stars

May 11: Mother's Day

May 12: Mary Kay Ash Birthday

May 15: SUMMER All IBC's Can Order

May 16: SUMMER Official Product Launch

May 17: Armed Forces Day

May 26: Memorial Day

MAY						
S	M	T	W	T	F	S
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18	19	20	21	22	23	24
25	26	27	28	29	30	31

DATES:

June 14: Flag Day

June 15: 4th Qtr Star Ends

June 15: Father's Day

June 16: 1st Qtr Star Begins

June 19: Juneteenth

June 21: First Day of Summer

June 30: Last Day of Seminar Year!

JUNE						
S	M	T	W	T	F	S
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15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

YEAR LONG
PERSONAL
GOALS

My Dream Board



Seminar 2024-2025 Personal National Court of Sales Detailed Tracking

\$20,000 Wholesale (\$40,000 Retail) July 1, 2024 - June 30, 2025

With every month, fill in the blanks using the example below!

If you want to track by coloring in with each order as a visual, use the other side of this sheet

Month	Total Personal Retail Sales This Month	Total Amount of Wholesale Orders This Month <small>Typically 50% of what you sell unless you're a New Consultant</small>	Total Amount of Wholesale Orders Year to Date	Goal: \$20,000 <small>With each month, cross out the previous month's amount and write in your new total needed!</small>
Example: This Month	\$2,000	\$1,000	\$1,000	\$19,000
Next Month:	\$3,000	\$1,500	\$2,500	\$17,500
July				
August				
September				
October				
November				
December				
January				
February				
March				
April				
May				
June				
July 1st Totals!				You Can Do It!

TRACKING MY
PROMOTION
TO DIRECTOR!

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

As a New Beauty Consultant:

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

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 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 company promotion every month!
- * Be a Star every quarter! Your team will follow your lead!
- * As you're growing your personal team, be sure to build a relationship with your personal team members because they will be a part of your future unit when you decide to promote yourself to DIQ and into the position of

Independent Sales Director!

As a Senior Beauty Consultant with 1-2 Active Team Members:

- * Contact your director to share that you have a new team member! You may want to share things like: - Does she want to work her new business to get products at a discount, work as a part-time job, or pursue leadership?
- * 3 key things to know about your new team member (i.e. Married, Single, children, working..)
- * How did you meet her?
- * Announce your new team member and a pic in your Unit's Facebook group! You may want to also share on your personal Facebook page
- * and tag her too with her permission.
- * Follow the "Team Builder Great Start Action Plan" on MK InTouch >Contests/Promotions > Great Start Promotion > then Team Builder Action Plan on the left hand menu. If you need help from your Director- just ask!
- * Be sure to plug your team members into all social media including Voxer, etc.
- * Encourage her to attend your first meeting to be pinned!
- * With your 2nd Active Team Member, you can order your Red Jacket
- * You'll find more info under inTouch - Ordering>Career Apparel>Red Jacket Info
- * Be Sure to visit all of the fabulous education Tools to help you get into RED on MK InTouch under Education!



TIPS as You're Passing on the Dream & Growing Your Team (cont...)

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

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



ELITE TEAM LEADER OR DIQ WITH 8+ ACTIVE PERSONAL TEAM MEMBERS

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



Radiate in Red

Red Jacket Career Path



STAR TEAM BUILDER

3-4 Active Personal Team Members



TEAM LEADER

5-7 Active Personal Team Members



ELITE TEAM LEADER

8+ Active Personal Team Members

Which Red Jacket will you choose?



	NEW CONSULTANT	ACTIVE	GREAT START
1		<input type="checkbox"/>	<input type="checkbox"/>
2		<input type="checkbox"/>	<input type="checkbox"/>
3		<input type="checkbox"/>	<input type="checkbox"/>
4		<input type="checkbox"/>	<input type="checkbox"/>
5		<input type="checkbox"/>	<input type="checkbox"/>
6		<input type="checkbox"/>	<input type="checkbox"/>
7		<input type="checkbox"/>	<input type="checkbox"/>
8		<input type="checkbox"/>	<input type="checkbox"/>
9		<input type="checkbox"/>	<input type="checkbox"/>



All In With 8!



DIQ REQUIREMENTS:

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

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

#	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% Off 1st Time Red Jacket Purchase)			
4	Start Earning \$50 Team Building Bonus with each New Qualified** **Initial first order of \$600+ in the same or following calendar month of their agreement.			
5	Team Leader (4%, 9%, or 13% Love Check)			
6				
7				
8	Elite Team Leader (4%, 9%, or 13% Love Check & Submit for DIQ!)			
9				
10				
11				
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13				
14				
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23				
24				
	TEAM PRODUCTION:			
	YOUR PERSONAL PRODUCTION EACH MONTH:			
	TOTAL FOR THE MONTH:			

MY TEAM!

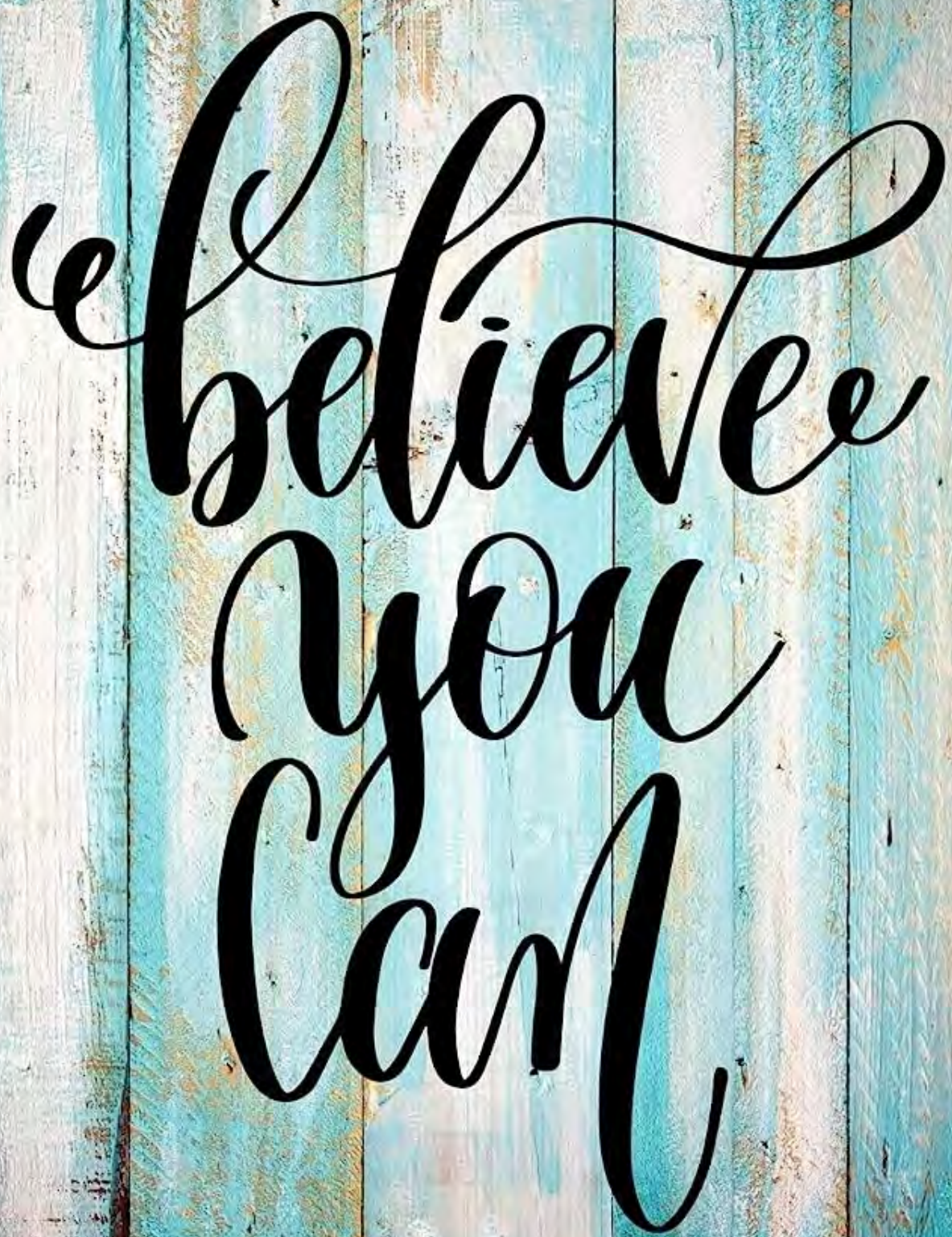
PRINT A COPY OF
YOUR CURRENT TEAM MEMBERS LIST
& INSERT IN THIS SECTION

FOUND ON MARY KAY INTouch UNDER BUSINESS TOOLS/ MY BUSINESS

QUARTERLY

STAR

GOAL



I believe
you
can

PLACE THE THE 3RD QTR STAR POSTER

See the full size version of this poster on your Mary Kay InTouch @ Rewards > Star Consultant Program > Document Library > Rewards > Star Consultant Quarterly Poster <https://mk.marykayintouch.com/s/document-library#REWARDS>

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

MY 3RD QTR STAR GOAL TRACKING!

Circle the Prize/Prizes that you're excited to earn or visit the **Star Consultant Program Boutique @ marykaystarprogram.com** for MORE!!

TOTAL STAR GOAL: _____

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

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

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

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

\$ _____ x 2 = \$ _____

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

\$ _____ x .40 = \$ _____

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

NEW TEAM MEMBERS:

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

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

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

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



BE A 3RD QTR STAR!!!

DECEMBER 16, 2024 - MARCH 15, 2025

WEEK OF:	WEEKLY RETAIL SALES TOTAL	40% PROFIT TOTAL	WEEKLY WHOLESALE ORDERS TOTAL	# QUALIFIED* NEWTEAM MEMBERS	CONTEST CREDITS
DEC 16 - 21					
DEC 22 - 28					
DEC 29 - JAN 4					
JAN 5 - 11					
JAN 12 - 18					
JAN 19 - 25					
JAN 26 - FEB 1					
FEB 2 - 8					
FEB 9 - 15					
FEB 16 - 22					
FEB 23 - MAR 1					
MAR 2-8					
MAR 9 - 15					
TOTALS	\$	\$	\$	+	=

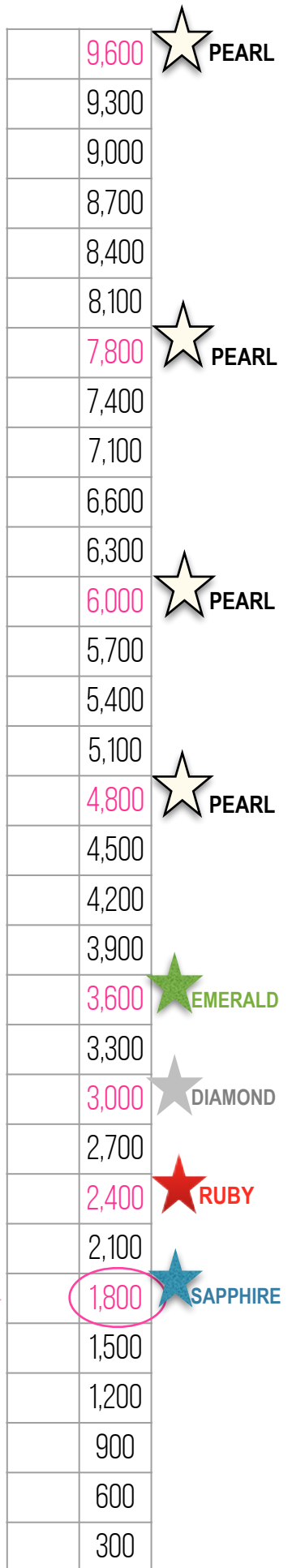
*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Sect. 1 orders are postmarked and accepted by the company within the contest quarter.

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








STAR LEVEL	AVG RETAIL SALES PER WEEK
SAPPHIRE	\$300
RUBY	\$400
DIAMOND	\$500
EMERALD	\$600
PEARL	\$800 OR MORE!!

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



Track Your Way to Star!

Q3! December 16th - March 15th

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

What is Your Goal This Quarter?

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



The
best
is yet to
come

PLACE THE THE 4TH QTR STAR POSTER

See the full size version of this poster on your Mary Kay InTouch @ Rewards > Star Consultant Program > Document Library > Rewards > Star Consultant Quarterly Poster <https://mk.marykayintouch.com/s/document-library#REWARDS>

MY 4TH QTR STAR GOAL TRACKING!

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

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

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

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

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

BE A 4TH QTR STAR!!!

MARCH 16 - JUNE 15, 2025

WEEK OF:	WEEKLY RETAIL SALES TOTAL	40% PROFIT TOTAL	WEEKLY WHOLESALE ORDERS TOTAL	# QUALIFIED* NEWTEAM MEMBERS	CONTEST CREDITS
MAR 16 - 22					
MAR 23 - 29					
MAR 30 - APR 5					
APR 6 - 12					
APR 13 - 19					
APR 20 - 26					
APR 27 - MAY 3					
MAY 4 - 10					
MAY 11 - 17					
MAY 18 - 24					
MAY 25 - 31					
JUN 1 - 7					
JUNE 8 - 14					
JUNE 15 - 16					
TOTALS	\$	\$	\$	+	=

9,600	★	PEARL
9,300		
9,000		
8,700		
8,400		
8,100	★	PEARL
7,800		
7,400		
7,100		
6,600		
6,300	★	PEARL
6,000		
5,700		
5,400		
5,100	★	PEARL
4,800		
4,500		
4,200		
3,900	★	EMERALD
3,600		
3,300	★	DIAMOND
3,000		
2,700	★	RUBY
2,400		
2,100	★	SAPPHIRE
1,800		
1,500		
1,200		
900		
600		
300		

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PEARL	\$800 OR MORE!!

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Track Your Way to Star!

Q4!

March 16th - June 15th

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

What is Your Goal This Quarter?

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

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

MY SUCCESS PLAN

JANUARY 2025

JANUARY 2025

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
			1 <i>Happy New Year!!</i>
5	6	7	8
	<i>Leadership 2025, Ft.Worth, TX (All Seminar Affiliations US-CA)</i>		
12	13	14	15
19	20 <i>Martin Luther King Jr. Day</i> <i>Inauguration Day</i>	21	22
26 <i>Spring Director Early Order Begins</i>	27	28	29

*“Behind every achievement, large or small, lies a plan.”
~ Mary Kay Ash*



THURSDAY	FRIDAY	SATURDAY	FEBRUARY						
2	3	4	S	M	T	W	T	F	S
									1
			2	3	4	5	6	7	8
			9	10	11	12	13	14	15
			16	17	18	19	20	21	22
			23	24	25	26	27	28	
9	10	11	<p><i>Notes:</i></p> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>						
<p><i>Leadership 2025, Ft.Worth, TX</i></p>									
16	17 <i>Spring PCP Enrollment Deadline</i>	18							
23	24	25							
30	31								

January 2025 Goals



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

DIQ
10 active Team Members

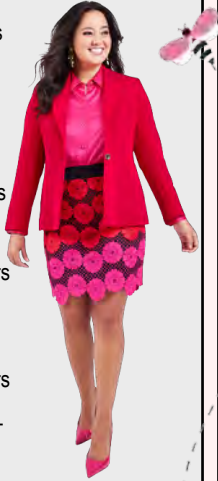
ELITE TEAM LEADER
8-9 Team Members

TEAM LEADER
5-7 Active team Members

STAR TEAM BUILDER
3-4 Active Team Members

SENIOR BEAUTY
CONSULTANT
1-2 Active Team Members

BEAUTY CONSULTANT



Yearlong Consistency
Challenge!
July 2024 - June 2025

PROFIT GOAL THIS MONTH

\$ _____
Profit Goal Divided by 0.40 = Retail Sales Goal.
Use the Sales Goal Tracking Sheet on page 3.

RETAIL SALES GOAL THIS
MONTH:

\$ _____

MONTHLY CHALLENGE



Team Production
Goal: _____

DATE:	TEAM WHOLESAL PRODUCTION
5TH	
10TH	
15TH	
20TH	
25TH	
30TH	
FINISHED WITH:	

NEW TEAM MEMBERS:

ACTIVE /
QUALIFIED?

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

PERSONAL & SEMINAR GOALS	BEGINNING OF THE MONTH:	END OF THE MONTH:
Star Goal:	Total on the 1st:	Total:
Court of Personal Sales YTD:	YTD on the 1st:	YTD Total:
Court of Personal Sharing:	# of Qualified on 1st:	# Qualified Total:
Team Member Goal:	# of Team Members on 1st:	# of Team Members:

MARY KAY CUSTOMER SERVICE: 1-800-272-9333

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$

÷ .40 =

\$

My Retail Sales Goal:

Ready. Set.
GOAL!

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: \$ _____

Retail Goal ÷ Average per Facial

= # Faces To Pamper: _____

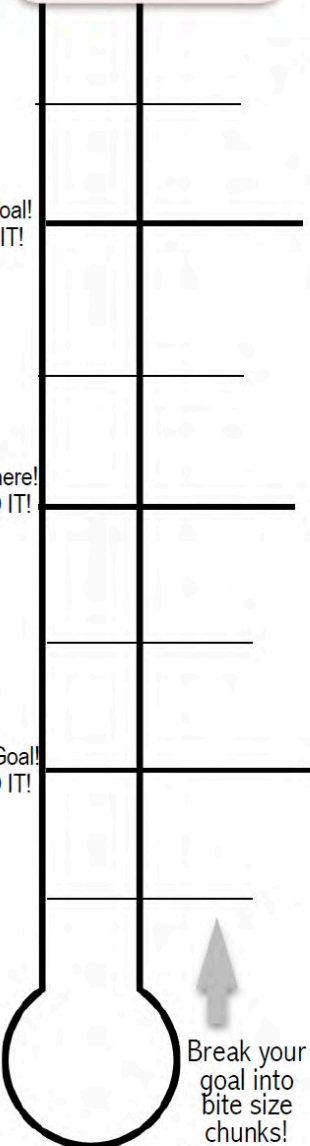
Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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

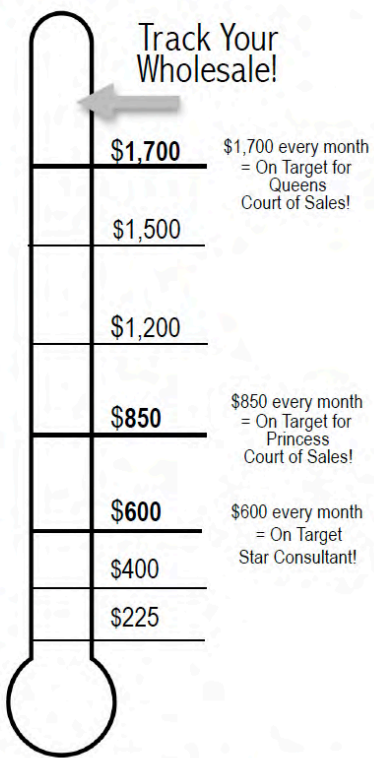


Break your goal into bite size chunks!



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

Track Your Wholesale!



Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2

Total:

CONSULTANT

MONTHLY *Check Calculator*

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

Sales	Team Commissions	Bonuses
<p>You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit.</p>	<p>The Company will directly deposit your Team Commissions from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.</p>	<p>The Company will directly deposit any Bonuses you earn into your account in 1-3 days after you have earned them. This money comes out of the Company's Profit.</p>

Personal Sales

\$ _____

50% of your Retail Sales

= _____

Personal Team Commission

- 1-2 Active Personal Team Member's Total Team Production x 4%
- 3-4 Active Personal Team Members
 - Less than \$1,000 Total Team Production x 4%
 - \$1,000 - \$1,799 Total Team Production x 6%
 - \$1,800 and above Total Team Production x 8%
- 5+ Active Personal Team Member's Total Team Production x 9%
 - When 5 or more Team Members have \$225 wholesale or more in for the month & You personally have \$600 wholesale in for the month x 13%

*Your Personal Production counts towards the Total Production to increase your %, but you are not paid on your Personal Production until you become a Director.

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

= _____

New Qualified Team Members

Earn a \$50 Bonus for each New Team Member who earns at least one of the Great Start Bonuses by having \$600 in wholesale production during their Great Start Period

New Qualified Team Members = _____

X \$50

= _____

MONTH: _____

Total up all Boxes:

PERSONAL RETAIL SALES MONTHLY GOAL: \$ _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax.

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

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

MONTH OF: _____

Transfer totals in the bottom row to other side

Date	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
	Totals transferred from the front		
16		+	
		=	
17		+	
		=	
18		+	
		=	
19		+	
		=	
20		+	
		=	
21		+	
		=	
22		+	
		=	
23		+	
		=	
24		+	
		=	
25		+	
		=	
26		+	
		=	
27		+	
		=	
27		+	
		=	
29		+	
		=	
30			
31			

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

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

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

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

SHARING THE MARY KAY OPPORTUNITY

MARY KAY THE 4 P's QUESTIONS

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

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

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

These questions help you to:

- ✓ Find out who she is.
- ✓ Understand what brings her joy.
- ✓ Understand what she is most passionate about.
- ✓ Bring her back to her "why" to keep her motivated.
- ✓ Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

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

6 Reasons People Choose a Mary Kay Business

1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.
2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
4. Cars (As a Director)
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$525, \$925 or \$1400 monthly.
5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

*Avg amounts are estimates. Your results may vary.

JANUARY
2025

Weekly Plan Sheet from **DECEMBER 29**

Sunday, December 29	Monday, December 30	Tuesday, December 31	Wednesday, January 1
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

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

NOTES

Weekly Plan Sheet from **JANUARY 5**

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

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

Weekly Plan Sheet from **JANUARY 12**

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

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

NOTES

Lined area for notes, consisting of multiple horizontal lines.

Weekly Plan Sheet from **JANUARY 19**

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

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

Weekly Plan Sheet from **JANUARY 26**

Sunday, January 26	Monday, January 27	Tuesday, January 28	Wednesday, January 29
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

to FEBRUARY 1

Thursday, January 30	Friday, January 31	Saturday, February 1	
6	6	6	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
:15	:15	:15	GOD: Devotion, Church, Bible Study, Faith.....
:30	:30	:30	Family Time
:45	:45	:45	Date Night
7	7	7	Mary Kay Time: Meetings, Networking, Training, etc
:15	:15	:15	Exercise, Hair, Nails, Coffee with Friends, etc....
:30	:30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
8	8	8	BOOKINGS/ FACES RESULTS
:15	:15	:15	# Booking Held This Week: _____
:30	:30	:30	# Bookings Next Week: _____
:45	:45	:45	# Faces This Week: _____
9	9	9	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week: _____
:30	:30	:30	40% Profit: _____
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:15	:15	:15	Amount Needed to Finish Star: _____
:30	:30	:30	Unit Stars to Date: _____
:45	:45	:45	SHARING THE OPPORTUNITY RESULTS
11	11	11	Personal Sharing Appts: _____
:15	:15	:15	New Personal Team Members _____
:30	:30	:30	Team Sharing Appts: _____
:45	:45	:45	New Team Members: _____
12	12	12	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
1	1	1	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
2	2	2	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
3	3	3	
:15	:15	:15	
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:30	:30	:30	
:45	:45	:45	
8	8	8	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
9	9	9	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	

NOTES

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

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

MY SUCCESS PLAN

FEBRUARY 2025

FEBRUARY 2025

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
2 <i>Groundhog Day</i>	3	4	5
9 <i>Super Bowl LIX</i>	10 <i>Spring Early Order for PCP/Stars Begins</i>	11	12
16 <i>Spring Products Official Launch</i>	17 <i>President's Day</i>	18	19
23	24	25	26

*“The speed of the leader is the speed of the gang.”
~ Mary Kay Ash*



THURSDAY	FRIDAY	SATURDAY	MARCH						
		1	S	M	T	W	T	F	S
									1
			2	3	4	5	6	7	8
			9	10	11	12	13	14	15
			16	17	18	19	20	21	22
			23	24	25	26	27	28	29
			30	31					
6	7 <i>Spring Look Book Begins Mailing</i> <i>CC25 Registration Opens</i>	8	<i>Notes:</i> <hr/> <hr/> <hr/> <hr/> <hr/>						
13	14 <i>Valentine's Day</i>	15 <i>Spring All IBCs Can Order</i>							
20	21	22							
27	28 <i>CC25 Registration Closes</i>								

February 2025 Goals



“Never give up, because you never know if the next try is going to be the one that works.”
~ Mary Kay Ash

DIQ
10 active Team Members

ELITE TEAM LEADER
8-9 Team Members

TEAM LEADER
5-7 Active team Members

STAR TEAM BUILDER
3-4 Active Team Members

SENIOR BEAUTY
CONSULTANT
1-2 Active Team Members

BEAUTY CONSULTANT



**Yearlong Consistency
Challenge!**
July 2024 - June 2025

PROFIT GOAL THIS MONTH

\$ _____
Profit Goal Divided by 0.40 = Retail Sales Goal.
Use the Sales Goal Tracking Sheet on page 3.

**RETAIL SALES GOAL THIS
MONTH:**

\$ _____

MONTHLY CHALLENGE



Team Production
Goal: _____

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

NEW TEAM MEMBERS:

**ACTIVE /
QUALIFIED?**

3rd Team Member = Bronze Medal	
4th New Team Member = Silver Medal	
5th New Team Member = Gold Medal	

PERSONAL & SEMINAR GOALS	BEGINNING OF THE MONTH:	END OF THE MONTH:
Star Goal:	Total on the 1st:	Total:
Court of Personal Sales YTD:	YTD on the 1st:	YTD Total:
Court of Personal Sharing:	# of Qualified on 1st:	# Qualified Total:
Team Member Goal:	# of Team Members on 1st:	# of Team Members:

MARY KAY CUSTOMER SERVICE: 1-800-272-9333

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$

÷ .40 =

\$

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

My Retail Sales Goal:

Ready. Set. GOAL!

→

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down: ↓

My Average per Facial: \$ _____

Retail Goal ÷ Average per Facial

= # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

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

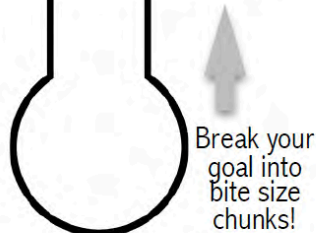
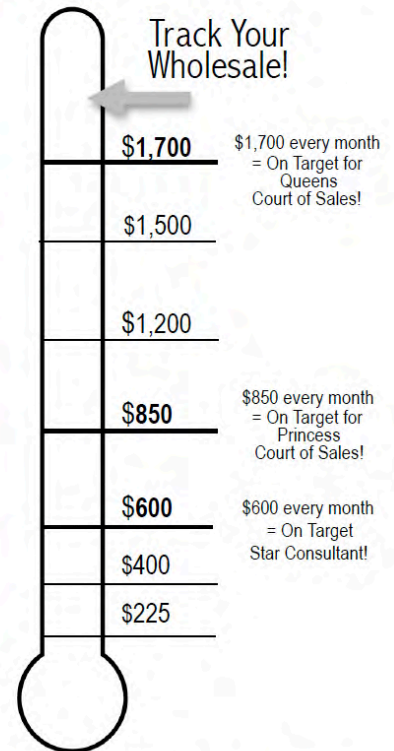
Halfway There!
I CAN DO IT!

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

Picture of Your Goal!

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

Track Your Wholesale!



Break your goal into bite size chunks!

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2
Total:		

CONSULTANT

MONTHLY *Check Calculator*

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

Sales	Team Commissions	Bonuses
<p>You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit.</p>	<p>The Company will directly deposit your Team Commissions from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.</p>	<p>The Company will directly deposit any Bonuses you earn into your account in 1-3 days after you have earned them. This money comes out of the Company's Profit.</p>

Personal Sales

\$ _____

50% of your Retail Sales

= _____

Personal Team Commission

- 1-2 Active Personal Team Member's Total Team Production x 4%
- 3-4 Active Personal Team Members
 - Less than \$1,000 Total Team Production x 4%
 - \$1,000 - \$1,799 Total Team Production x 6%
 - \$1,800 and above Total Team Production x 8%
- 5+ Active Personal Team Member's Total Team Production x 9%
 - When 5 or more Team Members have \$225 wholesale or more in for the month & You personally have \$600 wholesale in for the month x 13%

*Your Personal Production counts towards the Total Production to increase your %, but you are not paid on your Personal Production until you become a Director.

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

= _____

New Qualified Team Members

Earn a \$50 Bonus for each New Team Member who earns at least one of the Great Start Bonuses by having \$600 in wholesale production during their Great Start Period

New Qualified Team Members = _____

X \$50

= _____

MONTH: _____

Total up all Boxes:

PERSONAL RETAIL SALES MONTHLY GOAL: \$ _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax.

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

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

MONTH OF: _____

Transfer totals in the bottom row to other side

Date	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
	Totals transferred from the front		
16		+	
		=	
17		+	
		=	
18		+	
		=	
19		+	
		=	
20		+	
		=	
21		+	
		=	
22		+	
		=	
23		+	
		=	
24		+	
		=	
25		+	
		=	
26		+	
		=	
27		+	
		=	
27		+	
		=	
29		+	
		=	
30			
31			

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

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

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

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

SHARING THE MARY KAY OPPORTUNITY

MARY KAY THE 4 P's QUESTIONS

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

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

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

These questions help you to:

- ✓ Find out who she is.
- ✓ Understand what brings her joy.
- ✓ Understand what she is most passionate about.
- ✓ Bring her back to her "why" to keep her motivated.
- ✓ Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

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

6 Reasons People Choose a Mary Kay Business

1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.
2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
4. Cars (As a Director)
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$525, \$925 or \$1400 monthly.
5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

*Avg amounts are estimates. Your results may vary.

FEBRUARY

2025

Weekly Plan Sheet from **FEBRUARY 2**

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

to FEBRUARY 8

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

Weekly Plan Sheet from **FEBRUARY 9**

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

Thursday, February 13	Friday, February 14	Saturday, February 15	
6	6	6	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
:15	:15	:15	GOD: Devotion, Church, Bible Study, Faith.....
:30	:30	:30	Family Time
:45	:45	:45	Date Night
7	7	7	Mary Kay Time: Meetings, Networking, Training, etc
:15	:15	:15	Exercise, Hair, Nails, Coffee with Friends, etc....
:30	:30	:30	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
:45	:45	:45	
8	8	8	
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30	:30	# Booking Held This Week: _____
:45	:45	:45	# Bookings Next Week: _____
9	9	9	# Faces This Week: _____
:15	:15	:15	PERSONAL SALES RESULTS
:30	:30	:30	
:45	:45	:45	
10	10	10	Total Sales This Week: _____
:15	:15	:15	40% Profit: _____
:30	:30	:30	TRACKING MY STAR
:45	:45	:45	
11	11	11	
:15	:15	:15	Wholesale Orders This Week: _____
:30	:30	:30	Amount Needed to Finish Star: _____
:45	:45	:45	Unit Stars to Date: _____
12	12	12	SHARING THE OPPORTUNITY RESULTS
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	Personal Sharing Appts: _____
1	1	1	New Personal Team Members _____
:15	:15	:15	Team Sharing Appts: _____
:30	:30	:30	New Team Members: _____
:45	:45	:45	
2	2	2	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
3	3	3	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
4	4	4	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
5	5	5	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
6	6	6	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
7	7	7	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
8	8	8	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
9	9	9	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	

NOTES

Weekly Plan Sheet from **FEBRUARY 16**

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

Thursday, February 20	Friday, February 21	Saturday, February 22	
6	6	6	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
:15	:15	:15	GOD: Devotion, Church, Bible Study, Faith.....
:30	:30	:30	Family Time
:45	:45	:45	Date Night
7	7	7	Mary Kay Time: Meetings, Networking, Training, etc
:15	:15	:15	Exercise, Hair, Nails, Coffee with Friends, etc....
:30	:30	:30	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
:45	:45	:45	
8	8	8	
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30	:30	# Booking Held This Week: _____
:45	:45	:45	# Bookings Next Week: _____
9	9	9	# Faces This Week: _____
:15	:15	:15	PERSONAL SALES RESULTS
:30	:30	:30	Total Sales This Week: _____
:45	:45	:45	40% Profit: _____
10	10	10	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week: _____
:30	:30	:30	Amount Needed to Finish Star: _____
:45	:45	:45	Unit Stars to Date: _____
11	11	11	SHARING THE OPPORTUNITY RESULTS
:15	:15	:15	Personal Sharing Appts: _____
:30	:30	:30	New Personal Team Members _____
:45	:45	:45	Team Sharing Appts: _____
12	12	12	New Team Members: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
1	1	1	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
2	2	2	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
3	3	3	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
4	4	4	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
5	5	5	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
6	6	6	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
7	7	7	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
8	8	8	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
9	9	9	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	

NOTES

Weekly Plan Sheet from **FEBRUARY 23**

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

Thursday, February 27	Friday, February 28	Saturday, March 1	
6	6	6	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you! GOD: Devotion, Church, Bible Study, Faith..... Family Time Date Night Mary Kay Time: Meetings, Networking, Training, etc Exercise, Hair, Nails, Coffee with Friends, etc.... INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
7	7	7	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
8	8	8	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
9	9	9	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
10	10	10	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
11	11	11	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
12	12	12	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
1	1	1	BOOKINGS/ FACES RESULTS # Booking Held This Week: _____ # Bookings Next Week: _____ # Faces This Week: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
2	2	2	PERSONAL SALES RESULTS Total Sales This Week: _____ 40% Profit: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
3	3	3	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
4	4	4	TRACKING MY STAR Wholesale Orders This Week: _____ Amount Needed to Finish Star: _____ Unit Stars to Date: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
5	5	5	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
6	6	6	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
7	7	7	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
8	8	8	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
9	9	9	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	

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

MY SUCCESS PLAN

MARCH 2025

MARCH 2025

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
2	3	4 <i>Mardi Gras</i>	5
9 <i>Daylight Savings Time Begins</i>	10	11	12
16 <i>Q4 Star Begins</i> <i>Summer PCP Enrollment Begins</i>	17 <i>St. Patrick's Day</i>	18	19
23	24	25	26
30	31		

“Chart your course to the TOP!”
 ~ Mary Kay Ash



THURSDAY	FRIDAY	SATURDAY	APRIL						
		1	S	M	T	W	T	F	S
					1	2	3	4	5
			6	7	8	9	10	11	12
			13	14	15	16	17	18	19
			20	21	22	23	24	25	26
			27	28	29	30			
6	7	8 <i>International Women's Day</i>	<i>Notes:</i>						
13	14	15 <i>Q3 Star Ends</i>							
	<i>Career Conference 2025 (Limited Sites-See Intouch)</i>								
20 <i>1st Day of Spring</i>	21	22							
	<i>Career Conference 2025 (Limited Sites-See Intouch)</i>								
27	28	29							
	<i>Career Conference 2025 (Limited Sites-See Intouch)</i>								

March 2025 Goals



"The first step is the hardest
– making a commitment to
yourself, for yourself."
~ Mary Kay Ash

DIQ
10 active Team Members

ELITE TEAM LEADER
8-9 Team Members

TEAM LEADER
5-7 Active team Members

STAR TEAM BUILDER
3-4 Active Team Members

SENIOR BEAUTY
CONSULTANT
1-2 Active Team Members

BEAUTY CONSULTANT



Yearlong Consistency
Challenge!
July 2024 - June 2025

PROFIT GOAL THIS MONTH

\$ _____
Profit Goal Divided by 0.40 = Retail Sales Goal.
Use the Sales Goal Tracking Sheet on page 3.

RETAIL SALES GOAL THIS
MONTH:

\$ _____

NEW TEAM MEMBERS:

ACTIVE /
QUALIFIED?

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

MONTHLY CHALLENGE



Team Production
Goal: _____

DATE:	TEAM WHOLESALÉ PRODUCTION
5TH	
10TH	
15TH	
20TH	
25TH	
30TH	
FINISHED WITH:	

PERSONAL & SEMINAR GOALS	BEGINNING OF THE MONTH:	END OF THE MONTH:
Star Goal:	Total on the 1st:	Total:
Court of Personal Sales YTD:	YTD on the 1st:	YTD Total:
Court of Personal Sharing:	# of Qualified on 1st:	# Qualified Total:
Team Member Goal:	# of Team Members on 1st:	# of Team Members:

MARY KAY CUSTOMER SERVICE: 1-800-272-9333

CONSULTANT

MONTHLY *Check Calculator*

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

Sales	Team Commissions	Bonuses
<p>You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit.</p>	<p>The Company will directly deposit your Team Commissions from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.</p>	<p>The Company will directly deposit any Bonuses you earn into your account in 1-3 days after you have earned them. This money comes out of the Company's Profit.</p>

Personal Sales

\$ _____

50% of your Retail Sales

= _____

Personal Team Commission

- 1-2 Active Personal Team Member's Total Team Production x 4%
- 3-4 Active Personal Team Members
 - Less than \$1,000 Total Team Production x 4%
 - \$1,000 - \$1,799 Total Team Production x 6%
 - \$1,800 and above Total Team Production x 8%
- 5+ Active Personal Team Member's Total Team Production x 9%
 - When 5 or more Team Members have \$225 wholesale or more in for the month & You personally have \$600 wholesale in for the month x 13%

*Your Personal Production counts towards the Total Production to increase your %, but you are not paid on your Personal Production until you become a Director.

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

= _____

New Qualified Team Members

Earn a \$50 Bonus for each New Team Member who earns at least one of the Great Start Bonuses by having \$600 in wholesale production during their Great Start Period

New Qualified Team Members = _____

X \$50

= _____

MONTH: _____

Total up all Boxes:

PERSONAL RETAIL SALES MONTHLY GOAL: \$ _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax.

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

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

MONTH OF: _____

Transfer totals in the bottom row to other side

Date	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
	Totals transferred from the front		
16		+	
		=	
17		+	
		=	
18		+	
		=	
19		+	
		=	
20		+	
		=	
21		+	
		=	
22		+	
		=	
23		+	
		=	
24		+	
		=	
25		+	
		=	
26		+	
		=	
27		+	
		=	
27		+	
		=	
29		+	
		=	
30			
31			

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

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

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

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

SHARING THE MARY KAY OPPORTUNITY

MARY KAY THE 4 P's QUESTIONS

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

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

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

These questions help you to:

- ✓ Find out who she is.
- ✓ Understand what brings her joy.
- ✓ Understand what she is most passionate about.
- ✓ Bring her back to her "why" to keep her motivated.
- ✓ Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

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

6 Reasons People Choose a Mary Kay Business

1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.
2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
4. Cars (As a Director)
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$525, \$925 or \$1400 monthly.
5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

*Avg amounts are estimates. Your results may vary.

MARCH

Weekly Plan Sheet from **MARCH 2**

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

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

Weekly Plan Sheet from **MARCH 9**

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

Thursday, March 13	Friday, March 14	Saturday, March 15	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you! GOD: Devotion, Church, Bible Study, Faith..... Family Time Date Night Mary Kay Time: Meetings, Networking, Training, etc Exercise, Hair, Nails, Coffee with Friends, etc.... INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
6 :15 :30 :45	6 :15 :30 :45	6 :15 :30 :45	
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	
8 :15 :30 :45	8 :15 :30 :45	8 :15 :30 :45	
9 :15 :30 :45	9 :15 :30 :45	9 :15 :30 :45	
10 :15 :30 :45	10 :15 :30 :45	10 :15 :30 :45	
11 :15 :30 :45	11 :15 :30 :45	11 :15 :30 :45	
12 :15 :30 :45	12 :15 :30 :45	12 :15 :30 :45	
1 :15 :30 :45	1 :15 :30 :45	1 :15 :30 :45	
2 :15 :30 :45	2 :15 :30 :45	2 :15 :30 :45	
3 :15 :30 :45	3 :15 :30 :45	3 :15 :30 :45	
4 :15 :30 :45	4 :15 :30 :45	4 :15 :30 :45	
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	
6 :15 :30 :45	6 :15 :30 :45	6 :15 :30 :45	
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	
8 :15 :30 :45	8 :15 :30 :45	8 :15 :30 :45	
9 :15 :30 :45	9 :15 :30 :45	9 :15 :30 :45	
			BOOKINGS/ FACES RESULTS # Booking Held This Week: _____ # Bookings Next Week: _____ # Faces This Week: _____
			PERSONAL SALES RESULTS Total Sales This Week: _____ 40% Profit: _____
			TRACKING MY STAR Wholesale Orders This Week: _____ Amount Needed to Finish Star: _____ Unit Stars to Date: _____
			SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____

Weekly Plan Sheet from **MARCH 16**

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

Thursday, March 20	Friday, March 21	Saturday, March 22	
6	6	6	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you! GOD: Devotion, Church, Bible Study, Faith..... Family Time Date Night Mary Kay Time: Meetings, Networking, Training, etc Exercise, Hair, Nails, Coffee with Friends, etc....
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
7	7	7	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
8	8	8	BOOKINGS/ FACES RESULTS # Booking Held This Week: _____ # Bookings Next Week: _____ # Faces This Week: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
9	9	9	PERSONAL SALES RESULTS Total Sales This Week: _____ 40% Profit: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
10	10	10	TRACKING MY STAR Wholesale Orders This Week: _____ Amount Needed to Finish Star: _____ Unit Stars to Date: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
11	11	11	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
12	12	12	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
1	1	1	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
2	2	2	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
3	3	3	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
4	4	4	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
5	5	5	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
6	6	6	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
7	7	7	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
8	8	8	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
9	9	9	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	

Weekly Plan Sheet from **MARCH 23**

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

Thursday, March 27	Friday, March 28	Saturday, March 29	
6	6	6	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you! GOD: Devotion, Church, Bible Study, Faith.....
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	Family Time
7	7	7	Date Night
:15	:15	:15	Mary Kay Time: Meetings, Networking, Training, etc
:30	:30	:30	
:45	:45	:45	
8	8	8	Exercise, Hair, Nails, Coffee with Friends, etc....
:15	:15	:15	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
:30	:30	:30	
:45	:45	:45	
9	9	9	BOOKINGS/ FACES RESULTS
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	# Booking Held This Week: _____
10	10	10	# Bookings Next Week: _____
:15	:15	:15	# Faces This Week: _____
:30	:30	:30	PERSONAL SALES RESULTS
:45	:45	:45	
11	11	11	
:15	:15	:15	40% Profit: _____
:30	:30	:30	TRACKING MY STAR
:45	:45	:45	
12	12	12	
1	1	1	Amount Needed to Finish Star: _____
:15	:15	:15	Unit Stars to Date: _____
:30	:30	:30	SHARING THE OPPORTUNITY RESULTS
:45	:45	:45	
2	2	2	
:15	:15	:15	New Personal Team Members _____
:30	:30	:30	Team Sharing Appts: _____
:45	:45	:45	New Team Members: _____
3	3	3	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
4	4	4	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
5	5	5	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
6	6	6	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
7	7	7	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
8	8	8	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
9	9	9	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	

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

MY SUCCESS PLAN

APRIL 2025

APRIL 2025

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
		1 <i>April Fools Day</i>	2
6	7	8	9
13	14	15 <i>Tax Day</i>	16
20 <i>Easter</i>	21	22 <i>Earth Day</i>	23 <i>Administrative Professionals Day</i>
27	28	29	30

CONSULTANT

MONTHLY *Check Calculator*

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

Sales	Team Commissions	Bonuses
<p>You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit.</p>	<p>The Company will directly deposit your Team Commissions from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.</p>	<p>The Company will directly deposit any Bonuses you earn into your account in 1-3 days after you have earned them. This money comes out of the Company's Profit.</p>

Personal Sales

\$ _____

50% of your Retail Sales

= _____

Personal Team Commission

- 1-2 Active Personal Team Member's Total Team Production x 4%
- 3-4 Active Personal Team Members
 - Less than \$1,000 Total Team Production x 4%
 - \$1,000 - \$1,799 Total Team Production x 6%
 - \$1,800 and above Total Team Production x 8%
- 5+ Active Personal Team Member's Total Team Production x 9%
 - When 5 or more Team Members have \$225 wholesale or more in for the month & You personally have \$600 wholesale in for the month x 13%

*Your Personal Production counts towards the Total Production to increase your %, but you are not paid on your Personal Production until you become a Director.

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

= _____

New Qualified Team Members

Earn a \$50 Bonus for each New Team Member who earns at least one of the Great Start Bonuses by having \$600 in wholesale production during their Great Start Period

New Qualified Team Members = _____

X \$50

= _____

MONTH: _____

Total up all Boxes:

PERSONAL RETAIL SALES MONTHLY GOAL: \$ _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax.

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

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

MONTH OF: _____

Transfer totals in the bottom row to other side

Date	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
	Totals transferred from the front		
16		+	
		=	
17		+	
		=	
18		+	
		=	
19		+	
		=	
20		+	
		=	
21		+	
		=	
22		+	
		=	
23		+	
		=	
24		+	
		=	
25		+	
		=	
26		+	
		=	
27		+	
		=	
27		+	
		=	
29		+	
		=	
30			
31			

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

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

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

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

SHARING THE MARY KAY OPPORTUNITY

MARY KAY THE 4 P's QUESTIONS

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

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

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

These questions help you to:

- ✓ Find out who she is.
- ✓ Understand what brings her joy.
- ✓ Understand what she is most passionate about.
- ✓ Bring her back to her "why" to keep her motivated.
- ✓ Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

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

6 Reasons People Choose a Mary Kay Business

1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.
2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
4. Cars (As a Director)
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$525, \$925 or \$1400 monthly.
5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

*Avg amounts are estimates. Your results may vary.

MY SHARING APPOINTMENTS AT-A-GLANCE

MONTH: _____

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:

Lined area for notes, containing 18 horizontal lines.

2025
APRIL

Weekly Plan Sheet from **MARCH 30**

Sunday, March 30	Monday, March 31	Tuesday, April 1	Wednesday, April 2
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

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

Weekly Plan Sheet from **APRIL 6**

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

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

Weekly Plan Sheet from **APRIL 13**

Sunday, April 13	Monday, April 14	Tuesday, April 15	Wednesday, April 16
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Thursday, April 17	Friday, April 18	Saturday, April 19	
6	6	6	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you! GOD: Devotion, Church, Bible Study, Faith..... Family Time
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	Date Night
7	7	7	Mary Kay Time: Meetings, Networking, Training, etc
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	Exercise, Hair, Nails, Coffee with Friends, etc....
8	8	8	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
9	9	9	BOOKINGS/ FACES RESULTS # Booking Held This Week: _____ # Bookings Next Week: _____ # Faces This Week: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
10	10	10	PERSONAL SALES RESULTS Total Sales This Week: _____ 40% Profit: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
11	11	11	TRACKING MY STAR Wholesale Orders This Week: _____ Amount Needed to Finish Star: _____ Unit Stars to Date: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
12	12	12	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
1	1	1	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
2	2	2	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
3	3	3	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
4	4	4	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
5	5	5	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
6	6	6	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
7	7	7	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
8	8	8	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
9	9	9	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	

Weekly Plan Sheet from **APRIL 20**

Sunday, April 20	Monday, April 21	Tuesday, April 22	Wednesday, April 23
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Thursday, April 24	Friday, April 25	Saturday, April 26	
6	6	6	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
:15	:15	:15	GOD: Devotion, Church, Bible Study, Faith.....
:30	:30	:30	Family Time
:45	:45	:45	Date Night
7	7	7	Mary Kay Time: Meetings, Networking, Training, etc
:15	:15	:15	Exercise, Hair, Nails, Coffee with Friends, etc....
:30	:30	:30	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
:45	:45	:45	
8	8	8	
:15	:15	:15	BOOKINGS/ FACES RESULTS
:30	:30	:30	# Booking Held This Week: _____
:45	:45	:45	# Bookings Next Week: _____
9	9	9	# Faces This Week: _____
:15	:15	:15	PERSONAL SALES RESULTS
:30	:30	:30	
:45	:45	:45	
10	10	10	Total Sales This Week: _____
:15	:15	:15	40% Profit: _____
:30	:30	:30	TRACKING MY STAR
:45	:45	:45	
11	11	11	
:15	:15	:15	Wholesale Orders This Week: _____
:30	:30	:30	Amount Needed to Finish Star: _____
:45	:45	:45	Unit Stars to Date: _____
12	12	12	SHARING THE OPPORTUNITY RESULTS
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	Personal Sharing Appts: _____
1	1	1	New Personal Team Members _____
:15	:15	:15	Team Sharing Appts: _____
:30	:30	:30	New Team Members: _____
:45	:45	:45	
2	2	2	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
3	3	3	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
4	4	4	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
5	5	5	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
6	6	6	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
7	7	7	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
8	8	8	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
9	9	9	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	

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

MY SUCCESS PLAN

MAY 2025

MAY 2025

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
4	5 <i>Cinco De Mayo</i>	6 <i>Nurse/Teacher Appreciation Day</i>	7 <i>Summer Look Book Begins Mailing</i>
11 <i>Mother's Day</i>	12 <i>Mary Kay Ash Birthday</i>	13	14
18	19	20	21
25	26 <i>Memorial Day</i>	27	28

CONSULTANT

MONTHLY *Check Calculator*

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

Sales	Team Commissions	Bonuses
<p>You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit.</p>	<p>The Company will directly deposit your Team Commissions from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.</p>	<p>The Company will directly deposit any Bonuses you earn into your account in 1-3 days after you have earned them. This money comes out of the Company's Profit.</p>

Personal Sales

\$ _____

50% of your Retail Sales

= _____

Personal Team Commission

- 1-2 Active Personal Team Member's Total Team Production x 4%
- 3-4 Active Personal Team Members
 - Less than \$1,000 Total Team Production x 4%
 - \$1,000 - \$1,799 Total Team Production x 6%
 - \$1,800 and above Total Team Production x 8%
- 5+ Active Personal Team Member's Total Team Production x 9%
 - When 5 or more Team Members have \$225 wholesale or more in for the month & You personally have \$600 wholesale in for the month x 13%

*Your Personal Production counts towards the Total Production to increase your %, but you are not paid on your Personal Production until you become a Director.

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

= _____

New Qualified Team Members

Earn a \$50 Bonus for each New Team Member who earns at least one of the Great Start Bonuses by having \$600 in wholesale production during their Great Start Period

New Qualified Team Members = _____

X \$50

= _____

MONTH: _____

Total up all Boxes:

PERSONAL RETAIL SALES MONTHLY GOAL: \$ _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax.

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

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

MONTH OF: _____

Transfer totals in the bottom row to other side

Date	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
	Totals transferred from the front		
16		+	
		=	
17		+	
		=	
18		+	
		=	
19		+	
		=	
20		+	
		=	
21		+	
		=	
22		+	
		=	
23		+	
		=	
24		+	
		=	
25		+	
		=	
26		+	
		=	
27		+	
		=	
27		+	
		=	
29		+	
		=	
30			
31			

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

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

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

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

SHARING THE MARY KAY OPPORTUNITY

MARY KAY THE 4 P's QUESTIONS

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

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

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

These questions help you to:

- ✓ Find out who she is.
- ✓ Understand what brings her joy.
- ✓ Understand what she is most passionate about.
- ✓ Bring her back to her "why" to keep her motivated.
- ✓ Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

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

6 Reasons People Choose a Mary Kay Business

1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.
2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
4. Cars (As a Director)
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$525, \$925 or \$1400 monthly.
5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

*Avg amounts are estimates. Your results may vary.

2025
MAY

Weekly Plan Sheet from **APRIL 27**

Sunday, April 27	Monday, April 28	Tuesday, April 29	Wednesday, April 30
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

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

Weekly Plan Sheet from **MAY 4**

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

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

Weekly Plan Sheet from **MAY 11**

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

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

Weekly Plan Sheet from **MAY 18**

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

Thursday, May 22			Friday, May 23			Saturday, May 24			
6			6			6			PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you! GOD: Devotion, Church, Bible Study, Faith..... Family Time Date Night Mary Kay Time: Meetings, Networking, Training, etc Exercise, Hair, Nails, Coffee with Friends, etc....
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
7			7			7			
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	BOOKINGS/ FACES RESULTS # Booking Held This Week: _____ # Bookings Next Week: _____ # Faces This Week: _____
:45	:45	:45	:45	:45	:45	:45	:45	:45	
8			8			8			
:15	:15	:15	:15	:15	:15	:15	:15	:15	PERSONAL SALES RESULTS Total Sales This Week: _____ 40% Profit: _____
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	
9			9			9			TRACKING MY STAR Wholesale Orders This Week: _____ Amount Needed to Finish Star: _____ Unit Stars to Date: _____
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
10			10			10			
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:45	:45	:45	:45	:45	:45	:45	:45	:45	
11			11			11			
:15	:15	:15	:15	:15	:15	:15	:15	:15	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	
12			12			12			SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
1			1			1			
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:45	:45	:45	:45	:45	:45	:45	:45	:45	
2			2			2			
:15	:15	:15	:15	:15	:15	:15	:15	:15	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	
3			3			3			SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
4			4			4			
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:45	:45	:45	:45	:45	:45	:45	:45	:45	
5			5			5			
:15	:15	:15	:15	:15	:15	:15	:15	:15	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	
6			6			6			SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
7			7			7			
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:45	:45	:45	:45	:45	:45	:45	:45	:45	
8			8			8			
:15	:15	:15	:15	:15	:15	:15	:15	:15	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	
9			9			9			SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____

Weekly Plan Sheet from **MAY 25**

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

Thursday, May 29			Friday, May 30			Saturday, May 31			
6			6			6			PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you! GOD: Devotion, Church, Bible Study, Faith..... Family Time Date Night Mary Kay Time: Meetings, Networking, Training, etc Exercise, Hair, Nails, Coffee with Friends, etc....
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
7			7			7			
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	BOOKINGS/ FACES RESULTS # Booking Held This Week: _____ # Bookings Next Week: _____ # Faces This Week: _____
:45	:45	:45	:45	:45	:45	:45	:45	:45	
8			8			8			
:15	:15	:15	:15	:15	:15	:15	:15	:15	PERSONAL SALES RESULTS Total Sales This Week: _____ 40% Profit: _____
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	
9			9			9			TRACKING MY STAR Wholesale Orders This Week: _____ Amount Needed to Finish Star: _____ Unit Stars to Date: _____
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
10			10			10			
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:45	:45	:45	:45	:45	:45	:45	:45	:45	
11			11			11			
:15	:15	:15	:15	:15	:15	:15	:15	:15	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	
12			12			12			SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
1			1			1			
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:45	:45	:45	:45	:45	:45	:45	:45	:45	
2			2			2			
:15	:15	:15	:15	:15	:15	:15	:15	:15	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	
3			3			3			SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
4			4			4			
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:45	:45	:45	:45	:45	:45	:45	:45	:45	
5			5			5			
:15	:15	:15	:15	:15	:15	:15	:15	:15	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	
6			6			6			SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
7			7			7			
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:45	:45	:45	:45	:45	:45	:45	:45	:45	
8			8			8			
:15	:15	:15	:15	:15	:15	:15	:15	:15	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	
9			9			9			SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
9			9			9			
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:30	:30	:30	:30	:30	:30	:30	:30	:30	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
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focus believe star flawless recognition promote color
believe star flawless recognition promote color
shine serve work learn
advance achieve business
connect tools dream big power share
systems events love
SUPPORT LEADERSHIP
social growth integrity inspire #mymklife skin care
BEAUTY

MY SUCCESS PLAN

JUNE 2025

JUNE 2025

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1	2	3	4
8	9	10	11
15 <i>Father's Day</i> <i>Q4 Star Quarter Ends</i>	16 <i>Q1 Star Quarter Begins</i>	17	18
22	23	24	25
29	30 <i>Last Day of Seminar Year!!</i>		

“Everyone has obstacles to overcome, but those with great faith can conquer whatever stands in the way.”
 ~ Mary Kay Ash



THURSDAY	FRIDAY	SATURDAY	JULY																																										
5	6	7	<table border="1"> <thead> <tr> <th>S</th> <th>M</th> <th>T</th> <th>W</th> <th>T</th> <th>F</th> <th>S</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> </tr> <tr> <td>6</td> <td>7</td> <td>8</td> <td>9</td> <td>10</td> <td>11</td> <td>12</td> </tr> <tr> <td>13</td> <td>14</td> <td>15</td> <td>16</td> <td>17</td> <td>18</td> <td>19</td> </tr> <tr> <td>20</td> <td>21</td> <td>22</td> <td>23</td> <td>24</td> <td>25</td> <td>26</td> </tr> <tr> <td>27</td> <td>28</td> <td>29</td> <td>30</td> <td>31</td> <td></td> <td></td> </tr> </tbody> </table>	S	M	T	W	T	F	S			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		
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12	13	14 <i>Flag Day</i>	<p><i>Notes:</i></p> <hr/> <hr/> <hr/> <hr/> <hr/>																																										
19 <i>Juneteenth</i>	20	21 <i>First Day of Summer</i>																																											
26	27	28																																											

June 2025 Goals



*"A good goal is like a strenuous exercise – it makes you stretch."
~ Mary Kay Ash*

DIQ
10 active Team Members

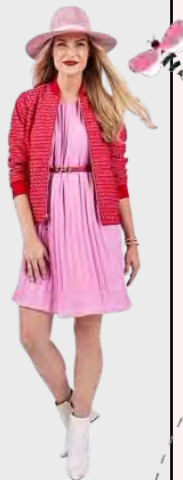
ELITE TEAM LEADER
8-9 Team Members

TEAM LEADER
5-7 Active team Members

STAR TEAM BUILDER
3-4 Active Team Members

SENIOR BEAUTY
CONSULTANT
1-2 Active Team Members

BEAUTY CONSULTANT



**Yearlong Consistency
Challenge!**
July 2024 - June 2025

PROFIT GOAL THIS MONTH

\$ _____
Profit Goal Divided by 0.40 = Retail Sales Goal.
Use the Sales Goal Tracking Sheet on page 3.

RETAIL SALES GOAL THIS
MONTH:

\$ _____

MONTHLY CHALLENGE



Team Production
Goal: _____

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

NEW TEAM MEMBERS:

ACTIVE /
QUALIFIED?

3rd Team Member = Bronze Medal

4th New Team Member = Silver Medal

5th New Team Member = Gold Medal

PERSONAL & SEMINAR GOALS	BEGINNING OF THE MONTH:	END OF THE MONTH:
Star Goal:	Total on the 1st:	Total:
Court of Personal Sales YTD:	YTD on the 1st:	YTD Total:
Court of Personal Sharing:	# of Qualified on 1st:	# Qualified Total:
Team Member Goal:	# of Team Members on 1st:	# of Team Members:

MARY KAY CUSTOMER SERVICE: 1-800-272-9333

My Monthly Sales Goal Tracking Sheet

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

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$ _____

÷ .40 =

\$ _____

My Retail Sales Goal:

\$ _____

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

Ready. Set.
GOAL!

\$ _____

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Break It Down: ↓

My Average per Facial: \$ _____

Retail Goal ÷ Average per Facial

= # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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



↑
Break your goal into bite size chunks!



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

Track Your Wholesale!

\$1,700

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

\$1,500

\$1,200

\$850

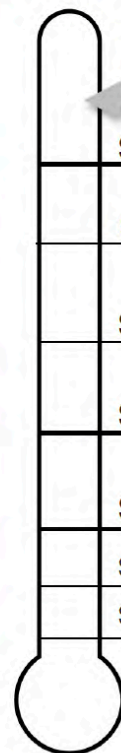
\$850 every month = On Target for Princess Court of Sales!

\$600

\$600 every month = On Target Star Consultant!

\$400

\$225



Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2

Total: _____

CONSULTANT

MONTHLY *Check Calculator*

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

Sales	Team Commissions	Bonuses
<p>You make your sales on the spot. As soon as you sell something you can automatically keep your 50% profit.</p>	<p>The Company will directly deposit your Team Commissions from the previous month into your account around the 15th of each month. This money comes out of the Company's profit, not out of your Team Members profit.</p>	<p>The Company will directly deposit any Bonuses you earn into your account in 1-3 days after you have earned them. This money comes out of the Company's Profit.</p>

Personal Sales

\$ _____

50% of your Retail Sales

= _____

Personal Team Commission

- 1-2 Active Personal Team Member's Total Team Production x 4%
- 3-4 Active Personal Team Members
 - Less than \$1,000 Total Team Production x 4%
 - \$1,000 - \$1,799 Total Team Production x 6%
 - \$1,800 and above Total Team Production x 8%
- 5+ Active Personal Team Member's Total Team Production x 9%
 - When 5 or more Team Members have \$225 wholesale or more in for the month & You personally have \$600 wholesale in for the month x 13%

*Your Personal Production counts towards the Total Production to increase your %, but you are not paid on your Personal Production until you become a Director.

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

= _____

New Qualified Team Members

Earn a \$50 Bonus for each New Team Member who earns at least one of the Great Start Bonuses by having \$600 in wholesale production during their Great Start Period

New Qualified Team Members = _____

X \$50

= _____

MONTH: _____

Total up all Boxes:

PERSONAL RETAIL SALES MONTHLY GOAL: \$ _____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales Goal without tax.

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

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

MONTH OF: _____

Transfer totals in the bottom row to other side

Date	Income Producing Activity	Total Retail Sales W/Out Tax	Sales Needed to Finish Goal
	Totals transferred from the front		
16		+	
		=	
17		+	
		=	
18		+	
		=	
19		+	
		=	
20		+	
		=	
21		+	
		=	
22		+	
		=	
23		+	
		=	
24		+	
		=	
25		+	
		=	
26		+	
		=	
27		+	
		=	
27		+	
		=	
29		+	
		=	
30			
31			

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

	Appt Date	Client's Name & Phone Number	# of Referrals	Total Retail Sales	2nd Appt Booked	Shared the Opportunity	New Team Member
1							
2							
3							
4							
5							
6							
7							
8							
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23							
24							
25							
26							
27							
28							
29							
30							
TOTALS OF EACH COLUMN FOR THE MONTH:							

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

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

SHARING THE MARY KAY OPPORTUNITY

MARY KAY THE 4 P's QUESTIONS

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

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

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

These questions help you to:

- ✓ Find out who she is.
- ✓ Understand what brings her joy.
- ✓ Understand what she is most passionate about.
- ✓ Bring her back to her "why" to keep her motivated.
- ✓ Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

(You may have one or all of these qualities)

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

6 Reasons People Choose a Mary Kay Business

1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100*), Parties (avg. \$300*), & On the Go Selling.
2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
4. Cars (As a Director)
 - Approximately 85% insurance is paid by Mary Kay
 - Build a team from 5 to 16 in 1-4 months with wholesale requirements.
 - Cash Option: \$425, \$525, \$925 or \$1400 monthly.
5. Advantages & Advancement
 - Advance at their own pace with flexibility.
 - Tax deductions, mileage, and so much more.
 - No quotas or territories
 - Family Security Retirement Plan for NSD's.
6. Being Your Own Boss
 - \$130 Investment to get started
 - Inventory is optional with a 90% buyback guarantee
 - Get to decide your own income, schedule and future.

*Avg amounts are estimates. Your results may vary.

2025
JUNE

Weekly Plan Sheet from **JUNE 1**

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

Thursday, June 5			Friday, June 6			Saturday, June 7			
6			6			6			PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you! GOD: Devotion, Church, Bible Study, Faith..... Family Time Date Night Mary Kay Time: Meetings, Networking, Training, etc Exercise, Hair, Nails, Coffee with Friends, etc....
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
7			7			7			
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	BOOKINGS/ FACES RESULTS # Booking Held This Week: _____ # Bookings Next Week: _____ # Faces This Week: _____
:45	:45	:45	:45	:45	:45	:45	:45	:45	
8			8			8			
:15	:15	:15	:15	:15	:15	:15	:15	:15	PERSONAL SALES RESULTS Total Sales This Week: _____ 40% Profit: _____
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	
9			9			9			TRACKING MY STAR Wholesale Orders This Week: _____ Amount Needed to Finish Star: _____ Unit Stars to Date: _____
:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____
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:15	:15	:15	:15	:15	:15	:15	:15	:15	
:30	:30	:30	:30	:30	:30	:30	:30	:30	
:45	:45	:45	:45	:45	:45	:45	:45	:45	SHARING THE OPPORTUNITY RESULTS Personal Sharing Appts: _____ New Personal Team Members _____ Team Sharing Appts: _____ New Team Members: _____

Weekly Plan Sheet from **JUNE 8**

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

Thursday, June 12	Friday, June 13	Saturday, June 14	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
6 :15 :30 :45	6 :15 :30 :45	6 :15 :30 :45	GOD: Devotion, Church, Bible Study, Faith.....
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Family Time
8 :15 :30 :45	8 :15 :30 :45	8 :15 :30 :45	Date Night
9 :15 :30 :45	9 :15 :30 :45	9 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc
10 :15 :30 :45	10 :15 :30 :45	10 :15 :30 :45	Exercise, Hair, Nails, Coffee with Friends, etc....
11 :15 :30 :45	11 :15 :30 :45	11 :15 :30 :45	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
12 :15 :30 :45	12 :15 :30 :45	12 :15 :30 :45	BOOKINGS/ FACES RESULTS
1 :15 :30 :45	1 :15 :30 :45	1 :15 :30 :45	# Booking Held This Week: _____
2 :15 :30 :45	2 :15 :30 :45	2 :15 :30 :45	# Bookings Next Week: _____
3 :15 :30 :45	3 :15 :30 :45	3 :15 :30 :45	# Faces This Week: _____
4 :15 :30 :45	4 :15 :30 :45	4 :15 :30 :45	PERSONAL SALES RESULTS
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Total Sales This Week: _____
6 :15 :30 :45	6 :15 :30 :45	6 :15 :30 :45	40% Profit: _____
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	TRACKING MY STAR
8 :15 :30 :45	8 :15 :30 :45	8 :15 :30 :45	Wholesale Orders This Week: _____
9 :15 :30 :45	9 :15 :30 :45	9 :15 :30 :45	Amount Needed to Finish Star: _____
6 :15 :30 :45	6 :15 :30 :45	6 :15 :30 :45	Unit Stars to Date: _____
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	SHARING THE OPPORTUNITY RESULTS
8 :15 :30 :45	8 :15 :30 :45	8 :15 :30 :45	Personal Sharing Appts: _____
9 :15 :30 :45	9 :15 :30 :45	9 :15 :30 :45	New Personal Team Members _____
			Team Sharing Appts: _____
			New Team Members: _____

Weekly Plan Sheet from **JUNE 15**

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

Thursday, June 19	Friday, June 20	Saturday, June 21	
6	6	6	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
:15	:15	:15	GOD: Devotion, Church, Bible Study, Faith.....
:30	:30	:30	Family Time
:45	:45	:45	Date Night
7	7	7	Mary Kay Time: Meetings, Networking, Training, etc
:15	:15	:15	Exercise, Hair, Nails, Coffee with Friends, etc....
:30	:30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
8	8	8	BOOKINGS/ FACES RESULTS
:15	:15	:15	# Booking Held This Week: _____
:30	:30	:30	# Bookings Next Week: _____
:45	:45	:45	# Faces This Week: _____
9	9	9	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week: _____
:30	:30	:30	40% Profit: _____
:45	:45	:45	TRACKING MY STAR
10	10	10	Wholesale Orders This Week: _____
:15	:15	:15	Amount Needed to Finish Star: _____
:30	:30	:30	Unit Stars to Date: _____
:45	:45	:45	SHARING THE OPPORTUNITY RESULTS
11	11	11	Personal Sharing Appts: _____
:15	:15	:15	New Personal Team Members _____
:30	:30	:30	Team Sharing Appts: _____
:45	:45	:45	New Team Members: _____
12	12	12	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
1	1	1	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
2	2	2	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
3	3	3	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
4	4	4	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
5	5	5	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
6	6	6	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
7	7	7	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
8	8	8	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
9	9	9	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	

Weekly Plan Sheet from **JUNE 22**

Sunday, June 22	Monday, June 23	Tuesday, June 24	Wednesday, June 25
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

Thursday, June 26	Friday, June 27	Saturday, June 28	
6	6	6	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
:15	:15	:15	GOD: Devotion, Church, Bible Study, Faith.....
:30	:30	:30	Family Time
:45	:45	:45	Date Night
7	7	7	Mary Kay Time: Meetings, Networking, Training, etc
:15	:15	:15	Exercise, Hair, Nails, Coffee with Friends, etc....
:30	:30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments Coaching Calls Team Phone Calls Facials/ Parties/Virtual Events Customer Follow-Up Calls Sharing the Opportunity
8	8	8	BOOKINGS/ FACES RESULTS
:15	:15	:15	# Booking Held This Week: _____
:30	:30	:30	# Bookings Next Week: _____
:45	:45	:45	# Faces This Week: _____
9	9	9	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week: _____
:30	:30	:30	40% Profit: _____
:45	:45	:45	TRACKING MY STAR
10	10	10	Wholesale Orders This Week: _____
:15	:15	:15	Amount Needed to Finish Star: _____
:30	:30	:30	Unit Stars to Date: _____
:45	:45	:45	SHARING THE OPPORTUNITY RESULTS
11	11	11	Personal Sharing Appts: _____
:15	:15	:15	New Personal Team Members _____
:30	:30	:30	Team Sharing Appts: _____
:45	:45	:45	New Team Members: _____
12	12	12	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
1	1	1	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
2	2	2	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
3	3	3	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
4	4	4	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
5	5	5	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
6	6	6	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
7	7	7	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
8	8	8	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	
9	9	9	
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	

FUTURE PLANNING

July - September 2025 At-A-Glance

JULY

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

DATES:

July 1: Happy New Seminar Year!

July 4: Independence Day (All Corp Offices Closed)

July 16: FALL/HOLIDAY PCP Enrollment begins

July 21-24: DIAMOND Seminar

July 25-28: RUBY Seminar

July 29-Aug 1: SAPPHIRE Seminar

July TBA: Seminar Registration Deadline

AUGUST

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

DATES:

August 2-5: EMERALD Seminar

August 17: FALL/HOLIDAY PCP Enrollment Deadline

August 26: FALL/HOLIDAY Director Early Order

SEPTEMBER

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

DATES:

Sept 1: Labor Day

Sept 7: FALL/HOLIDAY Look Book Begins Mailing

Sept 7: Grandparent's Day

Sept 10: FALL/HOLIDAY Early Order Begins for PCP/Stars

Sept 11: Patriot Day

Sept 13: Mary Kay 62nd Anniversary

Sept 15: 1st Qtr Star Ends / FALL/HOLIDAY All IBC's Can Order

Sept 16: 2nd Qtr Star Begins / FALL/HOLIDAY Product Launch

Sept 16: WINTER PCP Enrollment begins

Sept 22: First Day of Fall

Sept TBA: Top Director Trip

October - December 2025 At-A-Glance

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

DATES:

October 13: Columbus Day

October 16: Bosses Day

October 17: WINTER PCP Enrollment Deadline

October 26: WINTER Director Early Order Begins

October 31: Halloween

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

DATES:

November 2: Daylight Savings Time Ends

November 4: Election Day

November 7: WINTER Look Book Begins Mailing

November 11: Veteran's Day

November 10: WINTER Early Order Begins for PCP/Stars

November 15: WINTER All IBC's Can Order

November 16: WINTER Official Product Launch

November 27: Thanksgiving Day

November 28-December 1: PINK Weekend

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

DATES:

December 1: Cyber Monday

December 15-23 - Hanukkah

December 15: 2nd Qtr Star Ends

December 16: 3rd Qtr Star Begins / SPRING PCP Enrollment Begins

December 21: 1st Day of Winter

December 24: Christmas Eve

December 25: Christmas Day

December 31: New Year's Eve

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

MY SUCCESS PLAN

Shani's
Epic Legacy Team
CREATE - COMMUNICATE - DELEGATE - AUTOMATE

www.epiclegacy.team