MY SUCCESS PLAN

JULY - DECEMBER 2026

2026 Year at a Glance

JANUARY

S	M	T	W	T	F	S
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4	5	6	7	8	9	10
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FEBRUARY

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MAY

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JUNE

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JULY

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AUGUST

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DECEMBER

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THIS BOOK BELONGS TO:_____

2027 Year at a Glance

JANUARY

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FEBRUARY

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MARCH

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APRIL

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JUNE

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JULY

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AUGUST

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SEPTEMBER

S	M	T	W	T	F	S
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OCTOBER

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31						

NOVEMBER

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28	29	30				

DECEMBER

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12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

CHART YOUR COURSE TO THE *top.*

MARY KAY ASH

Quarter At A Glance

July - September 2026 At-A-Glance

JULY

SUN	MON	TUES	WED	THURS	FRI	SAT
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
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26	27	28	29	30	31	

DATES:

- July 1: Happy New Seminar Year!
- July 1: Seminar Registration Deadline
- July 4: Independence Day (All Corp Offices Closed)
- July 16: FALL/HOLIDAY PCP Enrollment begins

AUGUST

SUN	MON	TUES	WED	THURS	FRI	SAT
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

DATES:

- August 8-10: Diamond Seminar, Fort Worth, TX
- August 11-13: Emerald Seminar, Fort Worth, TX
- August 14-16: Sapphire Seminar, Fort Worth, TX
- August 17: FALL/HOLIDAY PCP Enrollment Deadline
- August 26: FALL/HOLIDAY Director Early Order

SEPTEMBER

SUN	MON	TUES	WED	THURS	FRI	SAT
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

DATES:

- Sept 1: FALL/HOLIDAY Look Book Begins Mailing
- Sept 7: Labor Day
- Sept 10: FALL/HOLIDAY Early Order Begins for PCP/Stars
- Sept 11: Patriot Day
- Sept 13: Grandparent's Day
- Sept 13: Mary Kay 63rd 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. 9-18: Top Director/Prestige Trips 2026

October - December 2026 At-A-Glance

OCTOBER

SUN	MON	TUES	WED	THURS	FRI	SAT
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

DATES:

October 12: Columbus Day

October 16: Bosses Day

October 17: WINTER PCP Enrollment Deadline

October 26: WINTER Director Early Order Begins

October 31: Halloween

NOVEMBER

SUN	MON	TUES	WED	THURS	FRI	SAT
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

DATES:

November 1: Daylight Savings Time Ends

November 2: WINTER Look Book Begins Mailing

November 3: Election Day

November 10: WINTER Early Order Begins for PCP/Stars

November 11: Veteran's Day

November 15: WINTER All IBC's Can Order

November 16: WINTER Official Product Launch

November 26: Thanksgiving Day

November 27-30: PINK Weekend

DECEMBER

SUN	MON	TUES	WED	THURS	FRI	SAT
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

DATES:

December 4 -12 :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

My Dream Board

Year Long Personal Goals

Seminar 2026-2027 Personal National Court of Sales Detailed Tracking

$22,500 Wholesale ($45,000 Retail) July 1,2026 - June 30, 2027
With every month, fill in the blanks using the example below!
If you want to track by coloring in with each order as a visual, use the other side of this sheet

Month	Total Personal Retail Sales This Month	Total Amount of Wholesale Orders This Month Typically 50% of what you sell unless you're a New Consultant	Total Amount of Wholesale Orders Year to Date	Goal: $22,500 With each month, cross out the previous month's amount and write in your new total needed!
Example: This Month	$2,000	$1,000	$1,000	~~$21,500~~
Next Month:	$3,000	$1,500	$2,500	$19,000
July				
August				
September				
October				
November				
December				
January				
February				
March				
April				
May				
June				
July 1st Totals!				You Can Do It!

$1,500 + $1,000 = $2,500

$21,500 - $2,500 = $19,000

Seminar 2026-2027 Personal National Court of Sales

$22,500 Wholesale ($45,000 Retail) July 1, 2026 - June 30, 2027
With every $450 in wholesale orders, cross out a square! YOU CAN DO IT!

$450	$450	$450	$450	$450
$450	$450	$450	$450	$450
$450	$450	$450	$450	$450
$450	$450	$450	$450	$450
$450	$450	$450	$450	$450
$450	$450	$450	$450	$450
$450	$450	$450	$450	$450
$450	$450	$450	$450	$450
$450	$450	$450	$450	$450
$450	$450	$450	$450	$450 YOU DID IT!

SEMINAR 2026 - 2027 Personal National Court of Sharing

24 Qualified Team Members with either an initial $600 Order in Agreement Month (or following)
Or Star at least one Quarter in the Seminar Year

Track Your National Court of Sharing with Each New Team member July 1 - June 30

	NEW TEAM MEMBER	AGMNT. MONTH	INITIAL QUALIFIED ORDER	INITIAL STAR ORDER	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	COMM. EARNED
1																	
2																	
3																	
4																	
5																	
6																	
7																	
8																	
9																	
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24																	

Tracking My Career Path

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!

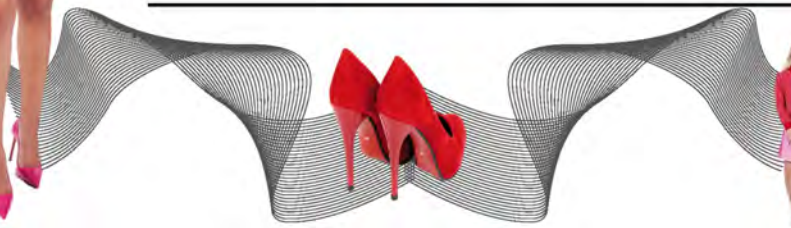
Radiate in Red

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		☐	☐
2		☐	☐
3		☐	☐
4		☐	☐
5		☐	☐
6		☐	☐
7		☐	☐
8		☐	☐
9		☐	☐



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

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!!!!

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 compromised of the DIQ, her personal team members and 2nd line team members (personal team members of personal team members)
- DIQ's may qualify in 1, 2 or 3 months.
- $13,500 Cumulative DIQ Unit Wholesale Production.
- $4,000 minimum DIQ Unit Wholesale Production each month.
- Must finish with 24 active* DIQ Unit Members.
- DIQ's may contribute up to $3,000 personal wholesale Sec. 1 Orders.

*In the month of a $225 wholesale order and the following 2 months.
**All In With 8 only for a Limited Time. See marykayintouch.com for full details.

#	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				
12				
13				
14				
15				
16				
17				
18				
19				
20				
21				
22				
23				
24				
	TEAM PRODUCTION:			
	YOUR PERSONAL PRODUCTION EACH MONTH:			
	TOTAL FOR THE MONTH:			

NOTES

Quarterly Star Goal

CHART YOUR COURSE TO THE *top.*

MARY KAY ASH

PLACE THE THE 1ST 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 1ST 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)

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

BE A 1ST QTR STAR!!!

JUNE 16 - SEPTEMBER 15, 2026

WEEK OF:	WEEKLY RETAIL SALES TOTAL	40% PROFIT TOTAL	WEEKLY WHOLESALE ORDERS TOTAL	# QUALIFIED* NEWTEAM MEMBERS	CONTEST CREDITS
JUN 16 - 20					
JUN 21 - 27					
JUN 28-JUL 4					
JUL 5 - 11					
JUL 12 - 18					
JUL 19 - 25					
JUL 26 - AUG 1					
AUG 2 - 8					
AUG 9 - 15					
AUG 16 - 22					
AUG 23 - 29					
AUG 30-SEP 5					
SEP 6 - 12					
SEP 13-15					
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!

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

Track Your Way to Star!

Q1!

June 16th - September 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!

Don't put off
until tomorrow
WHAT YOU
CAN DO
today.
MARY KAY ASH

PLACE THE THE 2ND QTR STAR POSTER HERE

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 2ND QTR STAR GOAL TRACKING!

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TOTAL STAR GOAL: _____

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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 2ND QTR STAR!!!

SEPTEMBER 16 - DECEMBER 15, 2026

WEEK OF:	WEEKLY RETAIL SALES TOTAL	40% PROFIT TOTAL	WEEKLY WHOLESALE ORDERS TOTAL	# QUALIFIED* NEWTEAM MEMBERS	CONTEST CREDITS
SEP 16 - 19					
SEP 20 - 26					
SEP 27 - OCT 3					
OCT 4 - 10					
OCT 11 - 17					
OCT 18 - 24					
OCT 25 - 31					
NOV 1 - 7					
NOV 8 - 14					
NOV 15 - 21					
NOV 22 - 28					
NOV 29 -DEC 5					
DEC 6 - 12					
DEC 13-15					
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.

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

Track Your Way to Star!

Q2! September 16th - December 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!

EACH OF US
HAS THE SAME

24 Hours

- every day.

THE DIFFERENCE
is what we
DO WITH
THEM.

MARY KAY ASH

PLACE THE THE 3RD QTR STAR POSTER HERE

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 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)

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

BE A 3RD QTR STAR!!!

DECEMBER 16, 2026 - MARCH 15, 2027

WEEK OF:	WEEKLY RETAIL SALES TOTAL	40% PROFIT TOTAL	WEEKLY WHOLESALE ORDERS TOTAL	# QUALIFIED* NEWTEAM MEMBERS	CONTEST CREDITS
DEC 16 - 19					
DEC 20- 26					
DEC 27 - JAN 2					
JAN 3 - 9					
JAN 10 - 16					
JAN 17 - 23					
JAN 24 - 30					
JAN 31 - FEB 6					
FEB 7 - 13					
FEB 14 - 20					
FEB 21 - 27					
FEB 28 - MAR 6					
MAR 7 - 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!

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

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!

NOTES

MY SUCCESS PLAN

JULY 2026

JULY 2026

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
			1 *Happy New Seminar Year!!* *Seminar 2026 Registration Deadline*
5	6 **International Kissing Day*	7	8 **National Love Your Skin Day*
12	13	14	15
19	20	21	22
26	27	28	29 **National LIPSTICK Day*

"This can be the year of your Dreams."
~ Mary Kay Ash

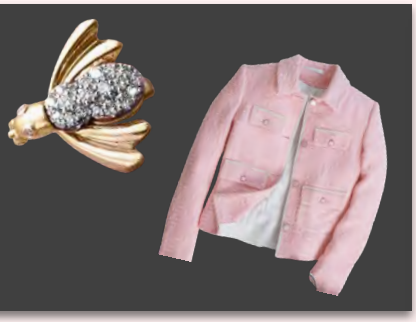
THURSDAY	FRIDAY	SATURDAY
2	3	4 *Independence Day (All Corp Offices Closed)*
9	10	11
16 *Fall/Holiday PCP Enrollment Begins*	17 **World Emoji Day*	18
23	24 **International Self-Care Day*	25
30	31	

AUGUST

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

Notes:

July 2026 Goals



"God does not ask your ability Or your inability. He asks only your availability."

~ Mary Kay Ash

DIQ
10 active Team Members

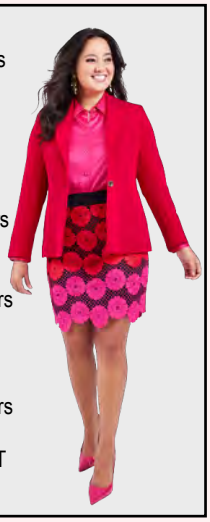
ELITE TEAM LEADER
8-9 Team Members

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



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:

$ _____

COMPANY CHALLENGE

_____Your wholesale goal here!

CONSISTENCY

$600
$400
$250

Place Picture of Monthly Prize Here

JULY-AUGUST

Track Your Wholesale Orders!

Team Production Goal:_____

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

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

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!

$

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!

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: _____

Picture of Your Goal!

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

Track Your Wholesale!

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

$1,500

$1,200

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

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

$400

$225

Month End ActualTotals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2
Total:		

NAME: _____ MONTH: _____

TRACKING YOUR

100 PRODUCTS IN 30 DAYS

Every product sold is more than a number — it's a life touched, confidence boosted, and goal moved forward.

💋 1 down? You're on the path.

💋 25 down? You're gaining momentum.

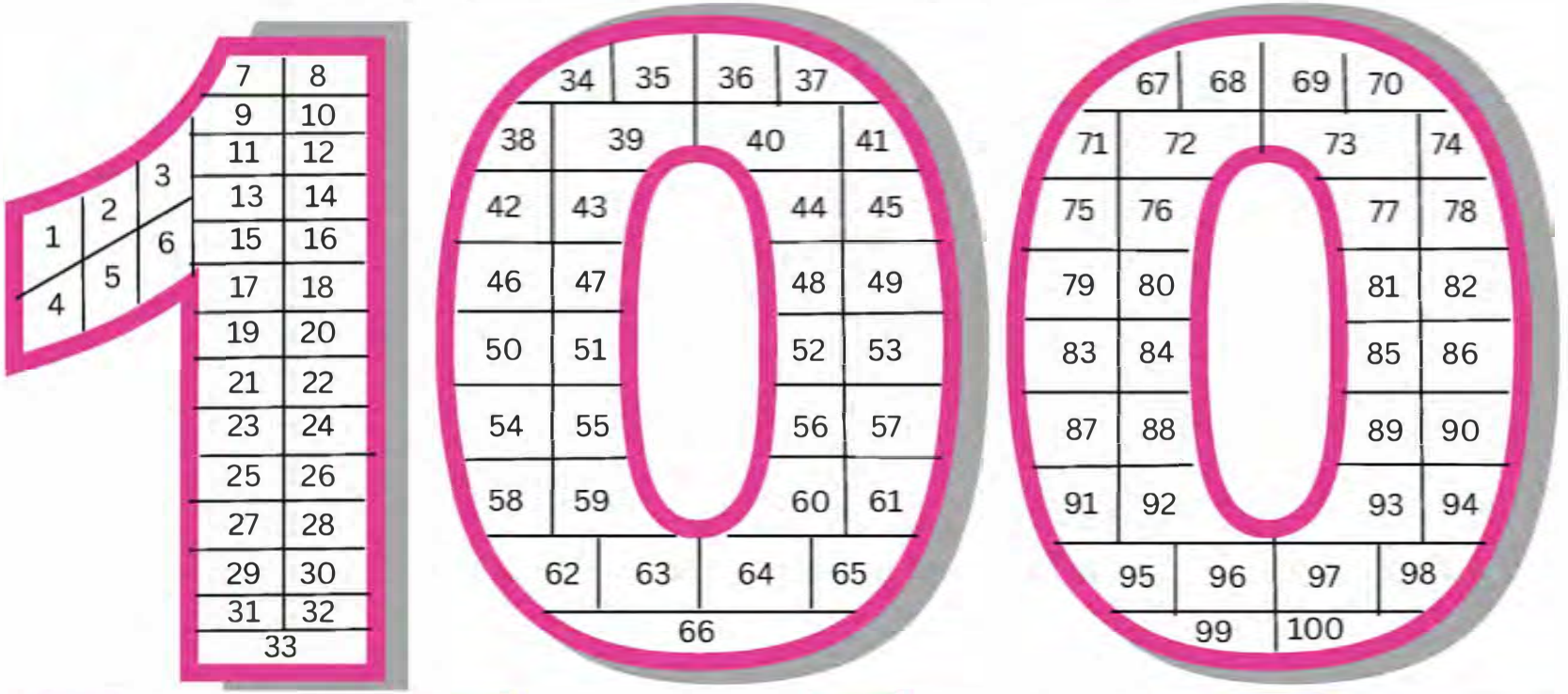
💋 50 down? You're halfway to greatness!

💋 75 down? You're on fire!

💋 100? You didn't just hit a goal — you crushed it!

✨ Stay consistent. Stay connected. Stay confident.

You're not just tracking sales — you're building dreams, one product at a time.



SKIN CARE COLOR FRAGRANCE BODY & SUN

NOTES

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
   - 30%-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 or $925 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
   - $35-$125 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:

MY NEW TEAM MEMBERS

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

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
You make your sales on the spot. As soon as you sell something you can automatically keep your 30% - 50% profit.	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.	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.

Personal Sales

$_____

30%-50% of your Retail Sales

=

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

=

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)

=

MONTH:

_____

Total up all Boxes:

NOTES

2026

JULY

SUNDAY BRAIN DUMP for the week of JUNE 28 - JULY 4

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

Weekly Plan Sheet from **JUNE 28**

Sunday, June 28	Monday, June 29	Tuesday, June 30	Wednesday, July 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, July 2	Friday, July 3	Saturday, July 4
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

GOD: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of JULY 5 - JULY 11

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

NOTES

Weekly Plan Sheet from **JULY 5**

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

to **JULY 11**

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

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

GOD: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of JULY 12 - JULY 18

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

NOTES

Weekly Plan Sheet from **JULY 12**

Sunday, July 12	Monday, July 13	Tuesday, July 14	Wednesday, July 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

to **JULY 18**

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

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Mary Kay Time: Meetings, Networking, Training, etc

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of JULY 19 - JULY 25

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

NOTES

Weekly Plan Sheet from **JULY 19**

Sunday, July 19	Monday, July 20	Tuesday, July 21	Wednesday, July 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

to **JULY 25**

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

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

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Mary Kay Time: Meetings, Networking, Training, etc

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of JULY 26 - AUGUST 1

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

NOTES

Weekly Plan Sheet from **JULY 26**

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

to **AUGUST 1**

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

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

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Date Night

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

Amount Needed to Finish Star:

_____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Members___

Team Sharing Appts: _____

New Team Members: _____

NOTES

MY SUCCESS PLAN

AUGUST 2026

AUGUST 2026

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
2	3 *National Watermelon Day	4	5
9 DIAMOND SEMINAR, FORT WORTH, TX *National Passionfruit Day	10 *National Smores Day	11 EMERALD SEMINAR, FORT WORTH, TX	12
16 EMERALD SEMINAR	17 Fall/Holiday PCP Enrollment Deadline	18	19
23	24	25	26 Fall/Holiday Director Early Order Begins
30	31		

"The only difference between successful people & unsuccessful people is EXTRAORDINARY DETERMINATION."
~ Mary Kay Ash

THURSDAY	FRIDAY	SATURDAY
		1 *National Girlfriends Day
6	7	8 DIAMOND SEMINAR
13 EMERALD SEMINAR	14 SAPPHIRE SEMINAR, FORT WORTH, TX	15 *National Relaxation Day
20	21	22
27	28	29

SEPTEMBER

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

Notes:

August 2026 Goals

"If you think you can, you can. If you think you can't, you're right."
~ 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

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:

$ _____

COMPANY CHALLENGE

_____Your wholesale goal here!

CONSISTENCY

$600
$400
$250

Place Picture of Monthly Prize Here

JULY-AUGUST

Track Your Wholesale Orders!

Team Production Goal:_____

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

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

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!

$

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!

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: _____

Picture of Your Goal!

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

Track Your Wholesale!

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

$1,500

$1,200

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

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

$400

$225

Month End ActualTotals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2
Total:		

NAME: _____ MONTH: _____

TRACKING YOUR

100 PRODUCTS IN 30 DAYS

Every product sold is more than a number — it's a life touched, confidence boosted, and goal moved forward.

💋 1 down? You're on the path.

💋 25 down? You're gaining momentum.

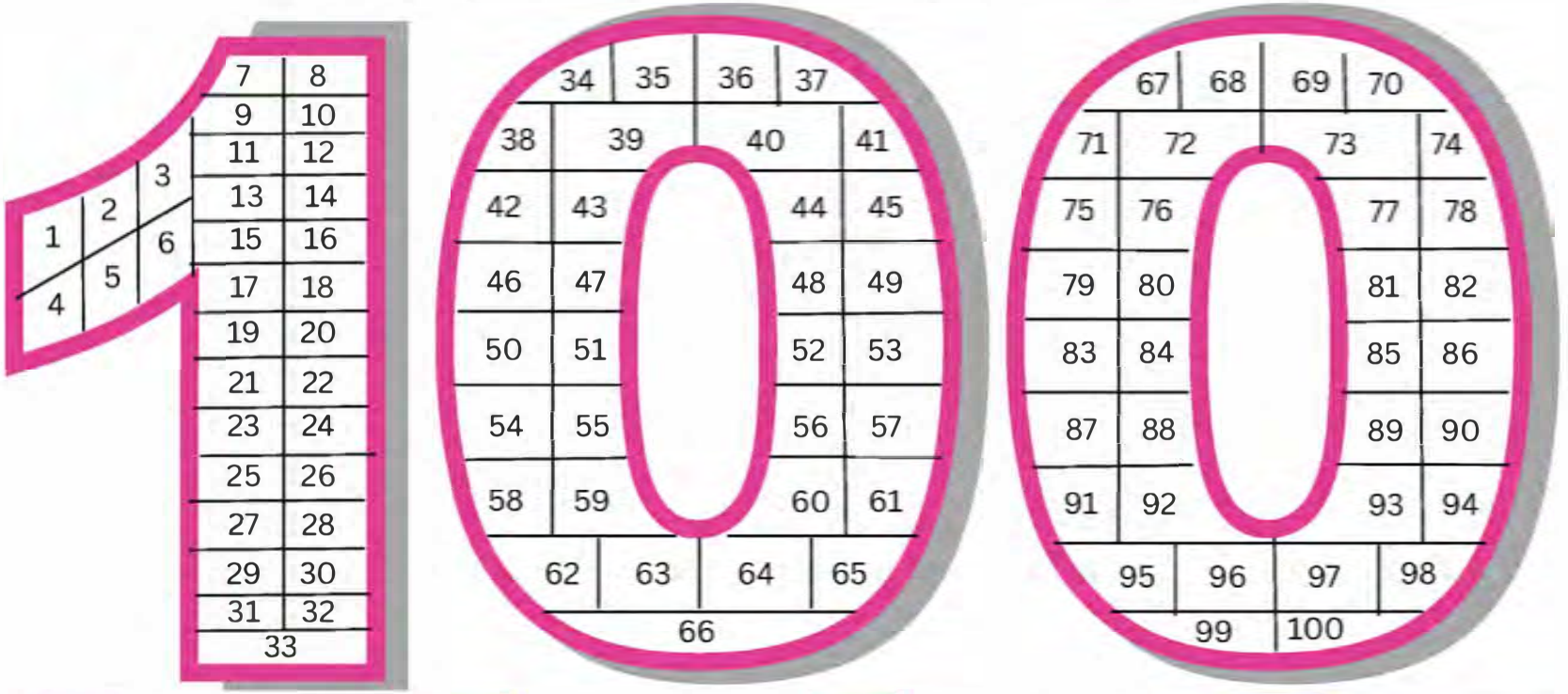
💋 50 down? You're halfway to greatness!

💋 75 down? You're on fire!

💋 100? You didn't just hit a goal — you crushed it!

✨ Stay consistent. Stay connected. Stay confident.

You're not just tracking sales — you're building dreams, one product at a time.



SKIN CARE COLOR FRAGRANCE BODY & SUN

NOTES

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
   - 30%-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 or $925 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
   - $35-$125 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:

MY NEW TEAM MEMBERS

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

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
You make your sales on the spot. As soon as you sell something you can automatically keep your 30% - 50% profit.	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.	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.

Personal Sales

$_____

30%-50% of your Retail Sales

=

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

=

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)

=

MONTH:

_____

Total up all Boxes:

NOTES

AUGUST 2020

SUNDAY BRAIN DUMP for the week of AUGUST 2 - AUGUST 8

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

Weekly Plan Sheet from **AUGUST 2**

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

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

GOD: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of AUGUST 9 - AUGUST 15

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

NOTES

Weekly Plan Sheet from **AUGUST 9**

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

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

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Color each box with a color that excites you!

GOD: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of AUGUST 16 - AUGUST 22

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

NOTES

Weekly Plan Sheet from **AUGUST 16**

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

to **AUGUST 22**

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

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

GOD: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of AUGUST 23 - AUGUST 29

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

NOTES

Weekly Plan Sheet from **AUGUST 23**

Sunday, August 23	Monday, August 24	Tuesday, August 25	Wednesday, August 26
6	**6**	**6**	**6**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	**7**	**7**	**7**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	**8**	**8**	**8**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	**9**	**9**	**9**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	**10**	**10**	**10**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	**11**	**11**	**11**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	**12**	**12**	**12**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	**1**	**1**	**1**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	**2**	**2**	**2**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	**3**	**3**	**3**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	**4**	**4**	**4**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	**5**	**5**	**5**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	**6**	**6**	**6**
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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, August 27	Friday, August 28	Saturday, August 29
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

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Color each box with a color that excites you!

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Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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

MY SUCCESS PLAN

SEPTEMBER 2026

SEPTEMBER 2026

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
		1 *Pink Cadillac Day	2
6	7 *Labor Day*	8 *Fall/Holiday Look Book Begins Mailing*	9
13 *Grandparents Day* *Mary Kay 63rd Anniversary*	14	15 *Q1 Star Qtr Ends* *Fall/Holiday Products All IBCs Can Order*	16 *Q2 Star Begins* *Products Official Launch* *Winter PCP Enrollment Begins*
20	21 *1st Day of Fall*	22 *National Girls Night In	23
27	28 *National Son's Day	29 *National Coffee Day	30

"Give yourself something to work toward constantly."
~ Mary Kay Ash

THURSDAY	FRIDAY	SATURDAY
3	4	5
10 *Fall/Holiday Products Early Order for PCP/Stars Begins*	11 *Patriot Day*	12
17	18	19 **National Clean Up Day*
24	25 **National Daughter's Day*	26
SEPTEMBER IS SKIN CARE AWARENESS MONTH!		

OCTOBER

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

Notes:

September 2026 Goals

"There is a way: Up, Around, Over or Through"
~ 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

PROFIT GOAL THIS MONTH

$_____

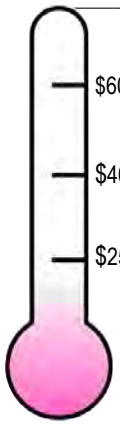
Profit Goal Divided by 0.40 = Retail Sales Goal.
Use the Sales Goal Tracking Sheet on page 3.

RETAIL SALES GOAL THIS MONTH:

$ _____

COMPANY CHALLENGE

_____Your wholesale goal here!



CONSISTENCY IS KEY!

Place Picture of Company Prize Here

SEPTEMBER-OCTOBER

Track Your Wholesale Orders!

Team Production Goal:_____

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

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

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!

$

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!

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: _____

Picture of Your Goal!

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

Track Your Wholesale!

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

$1,500

$1,200

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

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

$400

$225

Month End ActualTotals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2
Total:		

NAME: _____ MONTH: _____

TRACKING YOUR

100 PRODUCTS IN 30 DAYS

Every product sold is more than a number — it's a life touched, confidence boosted, and goal moved forward.

💋 1 down? You're on the path.

💋 25 down? You're gaining momentum.

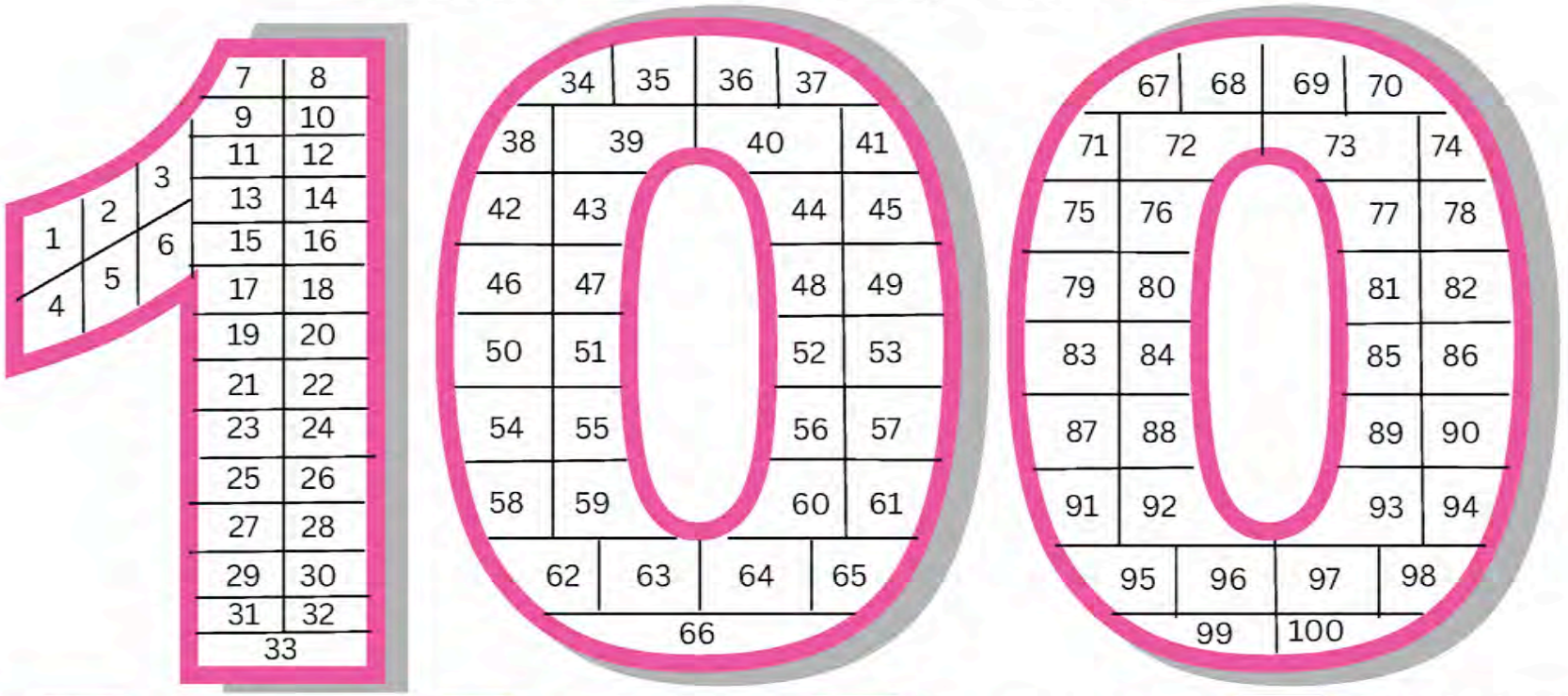
💋 50 down? You're halfway to greatness!

💋 75 down? You're on fire!

💋 100? You didn't just hit a goal — you crushed it!

✨ Stay consistent. Stay connected. Stay confident.

You're not just tracking sales — you're building dreams, one product at a time.



SKIN CARE COLOR FRAGRANCE BODY & SUN

NOTES

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							
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46							
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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
   - 30%-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 or $925 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
   - $35-$125 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:

MY NEW TEAM MEMBERS

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

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
You make your sales on the spot. As soon as you sell something you can automatically keep your 30% - 50% profit.	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.	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.

Personal Sales

$_____

30%-50% of your Retail Sales

=

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

=

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)

=

MONTH:

_____

Total up all Boxes:

NOTES

SEPTEMBER 2020

SUNDAY BRAIN DUMP for the week of AUGUST 30 - SEPTEMBER 5

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

Weekly Plan Sheet from **AUGUST 29**

Sunday, August 29	Monday, August 30	Tuesday, August 31	Wednesday, September 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, September 3	Friday, September 4	Saturday, September 5
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

GOD: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of SEPTEMBER 6 - SEPTEMBER 12

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

NOTES

Weekly Plan Sheet from **SEPTEMBER 6**

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

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

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Coaching Calls
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Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of SEPTEMBER 13 - SEPTEMBER 19

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

NOTES

Weekly Plan Sheet from **SEPTEMBER 13**

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

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

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

GOD: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of SEPTEMBER 20 - SEPTEMBER 26

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

NOTES

Weekly Plan Sheet from **SEPTEMBER 20**

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

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

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

GOD: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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

MY SUCCESS PLAN

OCTOBER 2026

OCTOBER 2026

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
4	5	6	7
11	12 *Columbus Day*	13	14
18	19	20	21
25	26 *Winter Director Early Order Begins* **National Pumpkin Day*	27	28 **National Chocolate Day*

"GOD didn't have time to create a nobody - just a somebody."
~ Mary Kay Ash

THURSDAY	FRIDAY	SATURDAY
1	2	3
8	9	10
15	16 *Bosses Day* **National Mammogram Day*	17 *Winter PCP Enrollment Deadline*
22	23	24
29	30	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					

Notes:

October 2026 Goals

"When you come to a roadblock, take a detour"
~ 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

PROFIT GOAL THIS MONTH

$_____

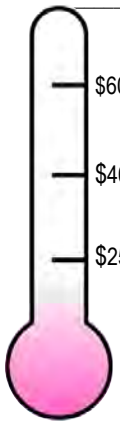
Profit Goal Divided by 0.40 = Retail Sales Goal.
Use the Sales Goal Tracking Sheet on page 3.

RETAIL SALES GOAL THIS MONTH:

$ _____

COMPANY CHALLENGE

_____Your wholesale goal here!



CONSISTENCY IS KEY!

Place Picture of Company Prize Here

SEPTEMBER-OCTOBER

Track Your Wholesale Orders!

Team Production Goal:_____

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

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

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!

$

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!

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: _____

Picture of Your Goal!

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

Track Your Wholesale!

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

$1,500

$1,200

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

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

$400

$225

Month End ActualTotals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2
Total:		

NAME: _____ MONTH: _____

TRACKING YOUR

100 PRODUCTS IN 30 DAYS

Every product sold is more than a number — it's a life touched, confidence boosted, and goal moved forward.

💋 1 down? You're on the path.

💋 25 down? You're gaining momentum.

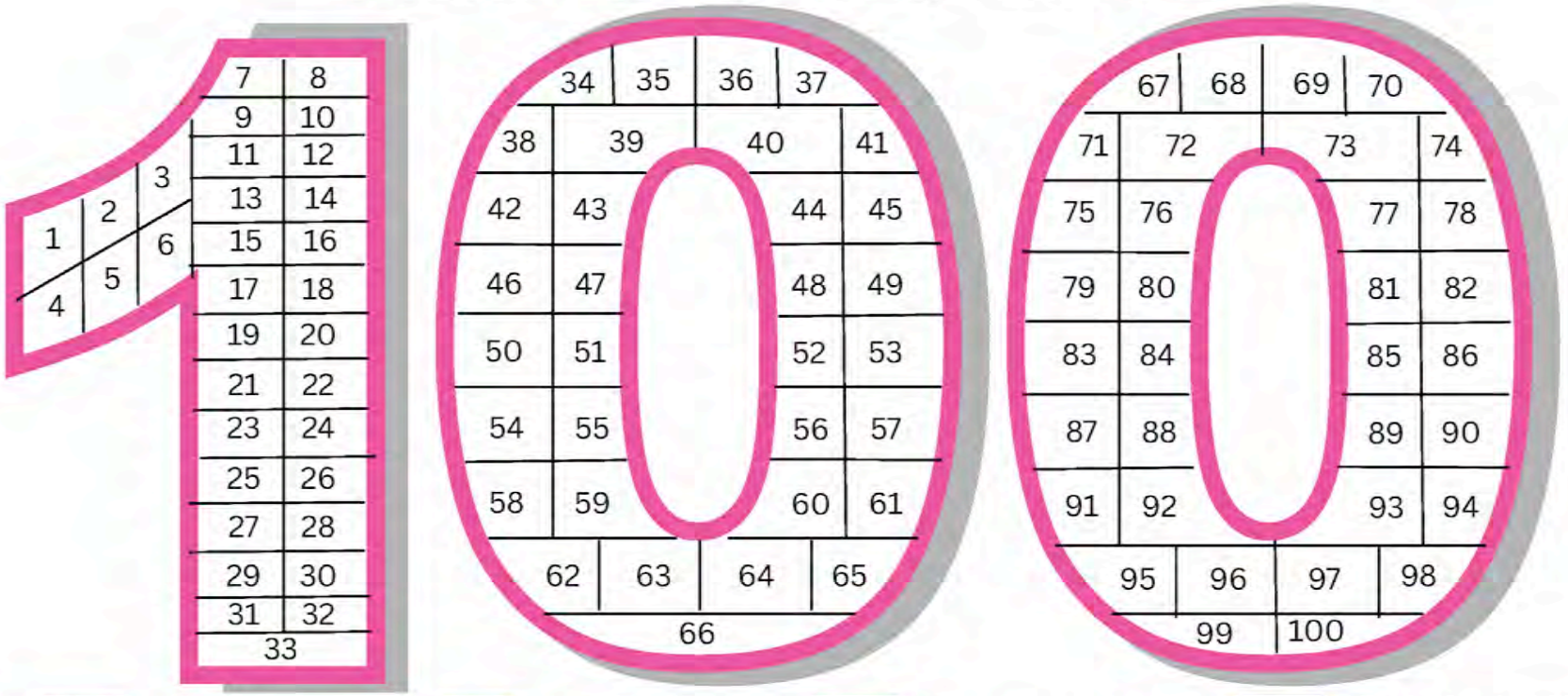
💋 50 down? You're halfway to greatness!

💋 75 down? You're on fire!

💋 100? You didn't just hit a goal — you crushed it!

✨ Stay consistent. Stay connected. Stay confident.

You're not just tracking sales — you're building dreams, one product at a time.



SKIN CARE COLOR FRAGRANCE BODY & SUN

NOTES

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
   - 30%-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 or $925 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
   - $35-$125 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:

MY NEW TEAM MEMBERS

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

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
You make your sales on the spot. As soon as you sell something you can automatically keep your 30% - 50% profit.	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.	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.

Personal Sales

$_____

30%-50% of your Retail Sales

=

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

=

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)

=

MONTH:

_____

Total up all Boxes:

NOTES

OCTOBER

2020

SUNDAY BRAIN DUMP for the week of SEPTEMBER 27 - OCTOBER 3

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

Weekly Plan Sheet from **SEPTEMBER 27**

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

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

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

GOD: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of OCTOBER 4 - OCTOBER 10

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

NOTES

Weekly Plan Sheet from **OCTOBER 4**

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

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

GOD: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of OCTOBER 11 - OCTOBER 17

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

NOTES

Weekly Plan Sheet from **OCTOBER 11**

Sunday, October 11	Monday, October 12	Tuesday, October 13	Wednesday, October 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, October 15	Friday, October 16	Saturday, October 17
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

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Date Night

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of OCTOBER 18 - OCTOBER 24

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

NOTES

Weekly Plan Sheet from **OCTOBER 18**

Sunday, October 18	Monday, October 19	Tuesday, October 20	Wednesday, October 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, October 22	Friday, October 23	Saturday, October 24
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

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Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of OCTOBER 25 - OCTOBER 31

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

NOTES

Weekly Plan Sheet from **OCTOBER 25**

Sunday, October 25	Monday, October 26	Tuesday, October 27	Wednesday, October 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, October 29	Friday, October 30	Saturday, October 31
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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

MY SUCCESS PLAN

NOVEMBER 2026

NOVEMBER 2026

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1 *Daylight Savings Time Ends* **National Cinnamon Day*	2 *Winter Look Book Begins Mailing*	3 *Election Day*	4
8	9	10 *Winter Products Early Order for PCP/ Stars*	11 *Veteran's Day* **Red Lipstick Day*
15 *Winter Products All IBCs can order*	16 *Winter Products Official Launch*	17	18
22	23	24	25
29	30 *CYBER MONDAY*		

"IF YOU BELIEVE IT, YOU CAN ACHIEVE IT."
~ Mary Kay Ash

THURSDAY	FRIDAY	SATURDAY
5	6	7 *National Merlot Day
12	13 *World Kindness Day	14
19 *Women's Entrepreneurship Day *International Mens Day	20 *Beautiful Day	21 *National Stuffing Day
26 Thanksgiving Day	27 PINK FRIDAY	28 SMALL BUSINESS SAT

November is National Healthy Skin Month!

DECEMBER

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

Notes:

November 2026 Goals

"The speed of the leader is the speed of the gang."
~ 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

PROFIT GOAL THIS MONTH

$_____

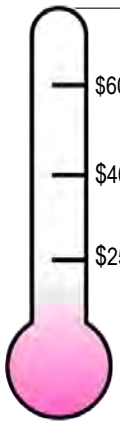
Profit Goal Divided by 0.40 = Retail Sales Goal.
Use the Sales Goal Tracking Sheet on page 3.

RETAIL SALES GOAL THIS MONTH:

$ _____

COMPANY CHALLENGE

_____Your wholesale goal here!



CONSISTENCY IS KEY!

Place Picture of Company Prize Here

NOVEMBER-DECEMBER

Track Your Wholesale Orders!

Team Production Goal:_____

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

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

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!

$

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!

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: _____

Picture of Your Goal!

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

Track Your Wholesale!

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

$1,500

$1,200

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

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

$400

$225

Month End ActualTotals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2
Total:		

NAME: _____ MONTH: _____

TRACKING YOUR

100 PRODUCTS IN 30 DAYS

Every product sold is more than a number — it's a life touched, confidence boosted, and goal moved forward.

💋 1 down? You're on the path.

💋 25 down? You're gaining momentum.

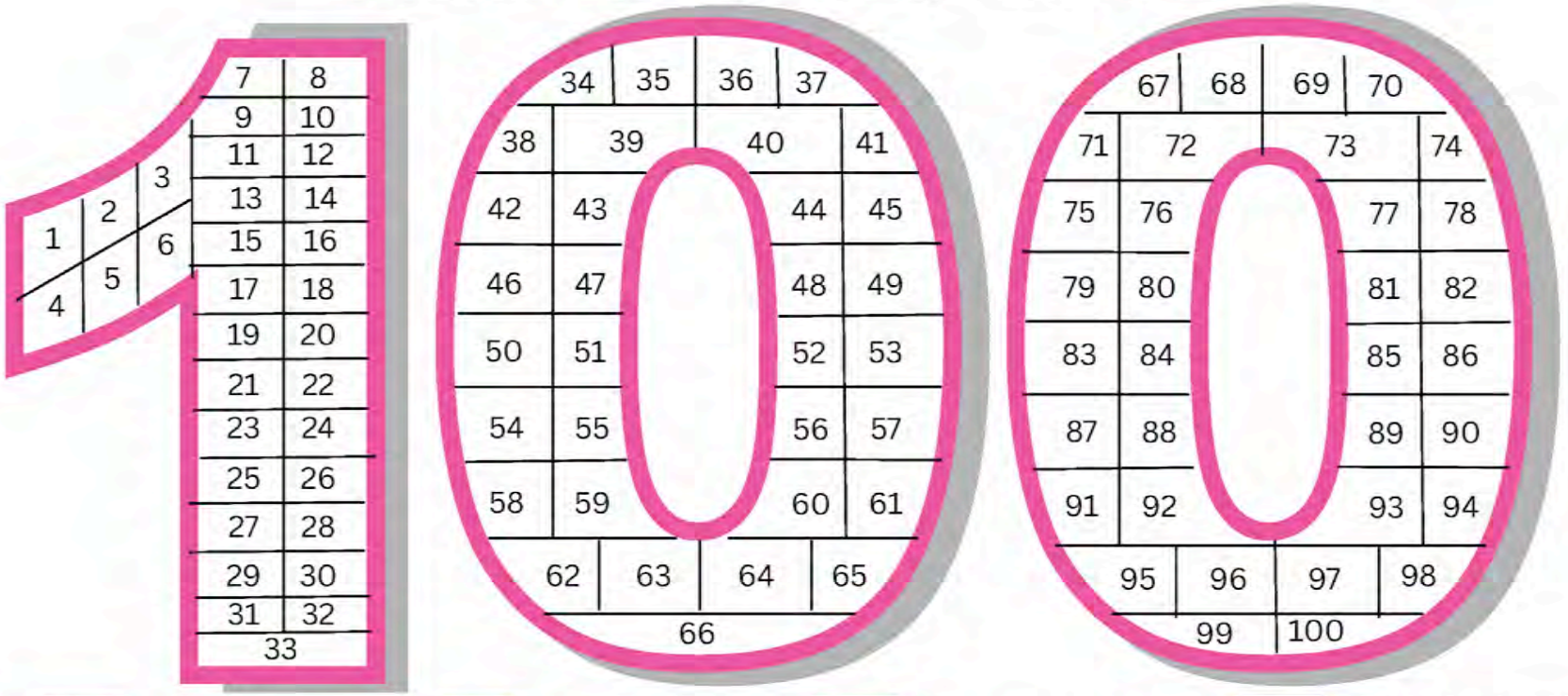
💋 50 down? You're halfway to greatness!

💋 75 down? You're on fire!

💋 100? You didn't just hit a goal — you crushed it!

✨ Stay consistent. Stay connected. Stay confident.

You're not just tracking sales — you're building dreams, one product at a time.



SKIN CARE COLOR FRAGRANCE BODY & SUN

NOTES

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
   - 30%-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 or $925 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
   - $35-$125 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:

MY NEW TEAM MEMBERS

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

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
You make your sales on the spot. As soon as you sell something you can automatically keep your 30% - 50% profit.	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.	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.

Personal Sales

$_____

30%-50% of your Retail Sales

=

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

=

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)

=

MONTH:

_____

Total up all Boxes:

NOTES

NOVEMBER 2020

SUNDAY BRAIN DUMP for the week of NOVEMBER 1 - NOVEMBER 7

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

Weekly Plan Sheet from **NOVEMBER 1**

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

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

GOD: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of NOVEMBER 8 - NOVEMBER 14

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

NOTES

Weekly Plan Sheet from **NOVEMBER 8**

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

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

GOD: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of NOVEMBER 15 - NOVEMBER 21

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

NOTES

Weekly Plan Sheet from **NOVEMBER 15**

Sunday, November 15	Monday, November 16	Tuesday, November 17	Wednesday, November 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, November 19	Friday, November 20	Saturday, November 21
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
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:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

GOD: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of NOVEMBER 22 - NOVEMBER 28

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

NOTES

Weekly Plan Sheet from **NOVEMBER 22**

Sunday, November 22	Monday, November 23	Tuesday, November 24	Wednesday, November 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, November 26	Friday, November 27	Saturday, November 28
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

PLAN YOUR WEEK IN COLOR!
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Customer Follow-Up Calls
Sharing the Opportunity

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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

MY SUCCESS PLAN

DECEMBER 2026

DECEMBER 2026

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
		1	2
6	7	8	9
13 *National Cocoa Day	14	15 *Q2 Star Quarter Ends* *Natl Wear Your Pearls Day	16 *Q3 Star Quarter Begins*
20	21 *1st Day of Winter*	22	23
27	28	29	30

"Expect great things, and great things will happen."
~ Mary Kay Ash

THURSDAY	FRIDAY	SATURDAY
3	4 *Hanukkah Begins* **National Cookie Day*	5
10	11	12 *Hanukkah Ends* **Gingerbread House Day*
17 *Spring PCP Enrollment Deadline*	18 **Ugly Christmas Sweater Day*	19
24 *Christmas Eve*	25 *Christmas Day*	26
31 *New Year's Eve*		

JANUARY

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

Notes:

December 2026 Goals

"Everyone wears a sign that says "Make me feel important"
~ 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

PROFIT GOAL THIS MONTH

$_____

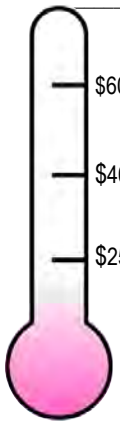
Profit Goal Divided by 0.40 = Retail Sales Goal.
Use the Sales Goal Tracking Sheet on page 3.

RETAIL SALES GOAL THIS MONTH:

$ _____

COMPANY CHALLENGE

_____Your wholesale goal here!



CONSISTENCY IS KEY!

Place Picture of Company Prize Here

NOVEMBER-DECEMBER

Track Your Wholesale Orders!

Team Production Goal:_____

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

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

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!

$

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!

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: _____

Picture of Your Goal!

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

Track Your Wholesale!

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

$1,500

$1,200

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

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

$400

$225

Month End ActualTotals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies: _____

5% MK Events/PCP: _____

Orders Placed This Month:

Date:	Section 1	Section 2
Total:		

NAME: _____ MONTH: _____

TRACKING YOUR

100 PRODUCTS IN 30 DAYS

Every product sold is more than a number — it's a life touched, confidence boosted, and goal moved forward.

💋 1 down? You're on the path.

💋 25 down? You're gaining momentum.

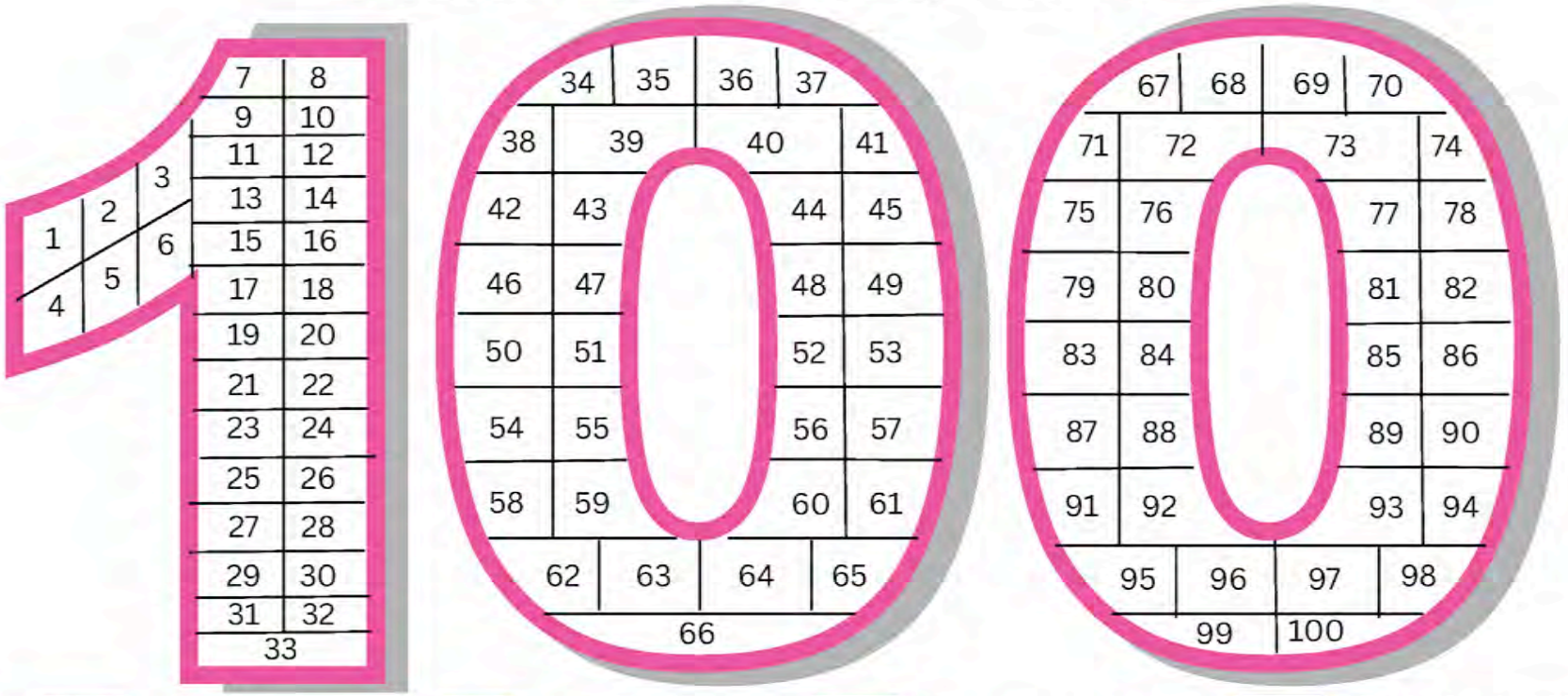
💋 50 down? You're halfway to greatness!

💋 75 down? You're on fire!

💋 100? You didn't just hit a goal — you crushed it!

✨ Stay consistent. Stay connected. Stay confident.

You're not just tracking sales — you're building dreams, one product at a time.



SKIN CARE COLOR FRAGRANCE BODY & SUN

NOTES

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							
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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
   - 30%-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 or $925 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
   - $35-$125 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:

MY NEW TEAM MEMBERS

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

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
You make your sales on the spot. As soon as you sell something you can automatically keep your 30% - 50% profit.	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.	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.

Personal Sales

$_____

30%-50% of your Retail Sales

=

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

=

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)

=

MONTH:

_____

Total up all Boxes:

NOTES

DECEMBER 2020

SUNDAY BRAIN DUMP for the week of NOVEMBER 29 - DECEMBER 5

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

Weekly Plan Sheet from **NOVEMER 29**

Sunday, November 29	Monday, November 30	Tuesday, December 1	Wednesday, December 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**
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:30	:30	:30	:30
:45	:45	:45	:45
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:45	:45	:45	:45
12	**12**	**12**	**12**
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:45	:45	:45	:45
1	**1**	**1**	**1**
:15	:15	:15	:15
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:45	:45	:45	:45
2	**2**	**2**	**2**
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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
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:45	:45	:45	:45
9	**9**	**9**	**9**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

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

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

GOD: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of DECEMBER 6 - DECEMBER 12

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

NOTES

Weekly Plan Sheet from **DECEMBER 6**

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

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

GOD: Devotion, Church, Bible Study, Faith…..

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Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of DECEMBER 13 - DECEMBER 19

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

NOTES

Weekly Plan Sheet from **DECEMBER 13**

Sunday, December 13	Monday, December 14	Tuesday, December 15	Wednesday, December 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, December 17	Friday, December 18	Saturday, December 19
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

GOD: Devotion, Church, Bible Study, Faith…..

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Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of DECEMBER 20 - DECEMBER 26

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

NOTES

Weekly Plan Sheet from **DECEMBER 20**

Sunday, December 20	Monday, December 21	Tuesday, December 22	Wednesday, December 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, December 24	Friday, December 25	Saturday, December 26
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

GOD: Devotion, Church, Bible Study, Faith…..

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Mary Kay Time: Meetings, Networking, Training, etc

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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: _____

SUNDAY BRAIN DUMP for the week of DECEMBER 27 - JANUARY 2

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

NOTES

Weekly Plan Sheet from **DECEMBER 27**

Sunday, December 27	Monday, December 28	Tuesday, December 29	Wednesday, December 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, December 31	Friday, January 1	Saturday, January 2
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

GOD: Devotion, Church, Bible Study, Faith…..

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc

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

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

BOOKINGS/ FACES RESULTS

Booking Held This Week:_____

Bookings Next Week:_____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

_____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

_____

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

Future Planning

January - March 2027 At-A-Glance

JANUARY

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:

- January 1: New Year's Day!
- January 17: SPRING PCP Enrollment Deadline
- January 18-21: Leadership Conf. Phoenix, AZ (All SEMINARS)
- January 18: Martin Luther King Jr. Day
- January 26: SPRING Director Early Order

FEBRUARY

SUN	MON	TUES	WED	THURS	FRI	SAT
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28						

DATES:

- February 2: Groundhog Day
- TBA: CC25 REGISTRATION OPEN
- February 7: SPRING Look Book Begins Mailing
- February 9: Mardi Gras
- February 10: SPRING Early Order Begins for PCP/Stars
- February 14: Valentine's Day/Super Bowl LXI
- February 15: SPRING All IBCs Can Order
- February 15: Presidents Day
- February 16: SPRING Official Product Launch

MARCH

SUN	MON	TUES	WED	THURS	FRI	SAT
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

DATES:

- March 8: International Women's Day
- March 14: 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 26: Good Friday
- March 28: Easter
- TBA: Career Conference 2027

April - June 2027 At-A-Glance

APRIL

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:

April 1: April Fools Day

April 15: Tax Day

April 17: SUMMER PCP Enrollment Deadline

April 21: Admin Professionals Day

April 22: Earth Day

April 26: SUMMER Director Early Order Begins

TBA: Seminar Registration Opens

MAY

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:

May 4: Teacher Appreciation Day

May 5: Cinco De Mayo

May 6: Nurse Appreciation Day

May 7: SUMMER Look Book Begins Mailing

May 9: Mother's Day

May 10: SUMMER Early Order Begins for PCP/Stars

May 12: Mary Kay Ash Birthday

May 15: Armed Forces Day

May 15: SUMMER All IBC's Can Order

May 16: SUMMER Official Product Launch

May 31: Memorial Day

JUNE

SUN	MON	TUES	WED	THURS	FRI	SAT
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

DATES:

June 14: Flag Day

June 15: 4th Qtr Star Ends

June 20: 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!

MY SUCCESS PLAN

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

www.epiclegacy.team