MY SUCCESS PLAN

October - December 2021

www.ShanisOffice.com

quarter at a glance

october

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

Notes

Oct 11 – Columbus Day

Oct 16 – Bosses Day

Oct 17 – Winter 2021 PCP Enrollment Deadline

Oct 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

Nov 2 – Election Day

Nov 5 – Winter Look Book Begins Mailing

Nov 7 – Daylight Savings Ends

Nov 11 – Veterans Day

Nov 10 – Winter 2021 PCP/Stars Early Ordering Begins

Nov 15 – Last Day to Order Fall Products

Nov 15 – Winter Product Early Ordering for all IBC's

Nov 16 – Winter 2021 Official Product Launch

Nov 25 – Thanksgiving Day

Nov 26 – Pink Friday

Nov 29 – Cyber Monday

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

Dec 7 – Pearl Harbor Day

Dec 15 – Star Q2 Ends

Dec 16 – Star Q3 Begins

Dec 21 – First Day of Winter

Dec 24 – Christmas Eve

Dec 25 – Christmas Day

Dec 31 – New Year's Eve

Dec 31 – Fall Consistency Challenge Ends

quarterly & year long

MARY KAY

star consultant Program

sept. 16 – dec. 15, 2021

Be a rising Star! You can earn exciting prizes and experiences in the Star Consultant Program while building your Mary Kay business. Here's a selection of hot prizes to help motivate you! And don't forget: The achievements you enjoy through the Star Consultant Program can help you earn rewards in other Mary Kay® programs, so keep reaching for the stars!

pearl 9600

Tumi Voyageur Sheryl Business Tote - Black

Vacation Getaway One Night Escape Package

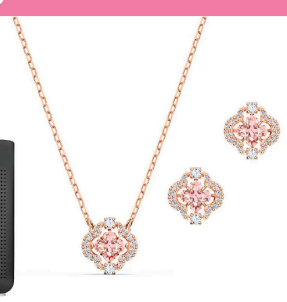
pearl 7800

Bose SoundLink® Around-Ear Wireless Headphones II

Ninja® Foodi® 4-in-1 Indoor Grill with 4-Quart Air Fryer

pearl 6000

Bose SoundLink Color Bluetooth® Speaker II
Available in aquatic blue, citron, polar white or soft black



Swarovski Sparkling Dance Clover Set - Rose Gold

pearl 4800

Citizen Ladies' Quartz Watch with Crystal Pink Dial

CHI 1" Spin N' Curl Ceramic Rotating Curler

emerald 3600

iHome® REFLECT II Vanity Mirror with Bluetooth Speakerphone and USB Charging

Farberware® Smart Control 14-Piece Cookware Set

diamond 3000

Capresso SteamPRO 4-Cup Espresso & Cappuccino Machine

Shiraleah Ezra Tote - Blush

ruby 2400

Nostalgia™ Retro 6-Can Personal Cooling and Heating Refrigerator - Aqua

Roku Express 4K+ Streaming Player

Le Specs Armada Sunglasses - Clear Quartz

sapphire 1800

Nostalgia™ Indoor Electric Stainless Steel S'mores Maker

Farberware 22-Piece "Never Needs Sharpening" Knife Block and Kitchen Tool Set

Gaiam Navy Fleur Marrakesh Yoga Mat with Yoga Block

See the full size version of this poster on your Mary Kay inTouch – under: Contests/ Promotions > Contests > Star Consultant Q__ > See the Poster or Create your own!

My Star Goal

Circle the Prize/Prizes that you're excited to earn! If you have more than one, total them to determine what your goal is this quarter.

TOTAL STAR GOAL: _____

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

Determine Your Personal Star Goal:
$ _____ (wholesale)

Divide the above amount by 3:
$____ /3 = $_____ per month

Take the total amount for each month & multiply by 2 to find out what your total retail sales goal needs to be:
$____ x2 = $_____

Take the total & multiply it by 0.40 to discover what your profit will be each month:
$____ x0.40 = $_____
(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 & divide it by $600 to calculate how many new qualified team members you'll want to bless this quarter!
$_____ / $600 – _____NQTM
(NewQualifiedTeamMember)

My Star Goal: $_____ = # New Personal Team Members: ____ = My Total Star Goal: $_____

Be a 2nd Qtr Star!!!

2nd Qtr: September 16 – December 15

Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale	# Qualified* NewTeam	Contest Credits
Sep 16 – 18					
Sep 19 – 25					
Sep 26 – Oct 2					
Oct 3 – 9					
Oct 10 – 16					
Oct 17 – 23					
Oct 24 – 30					
Oct 31 – Nov 6					
Nov 7 – 13					
Nov 14 – 20					
Nov 21 – 27					
Nov 28 –Dec 4					
Dec 5 – 11					
Dec 12 – 15					
TOTALS	$	$	$	+	=

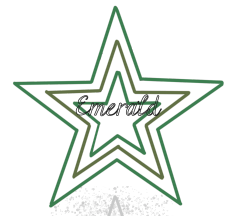
*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of $600 in wholesale Sect. 1 orders are postmarked and accepted by the company within the contest quarter.

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

Every NEW Qualified* Team Member Once YOU reach a SAPPHIRE Star, gives you an additional 600 Contest Credit Points!!!

With every $300 Wholesale, fill in a square!!

$9,600
$9,300
$9,000
$8,700
$8,400
$8,100
$7,800
$7,400
$7,100
$6,600
$6,300
$6,000
$5,700
$5,400
$5,100
$4,800
$4,500
$4,200
$3,900
$3,600
$3,300
$3,000
$2,700
$2,400
$2,100
$1,800
$1,500
$1,200
$900
$600
$300



Track Your Way to Star

2ND QUARTER

September 16th-December 15th

$100	$200	$300	$400	$500	$600
$700	$800	$900	$1,000	$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!

Seminar 2021-22 Personal National Court of Sales Detailed Tracking

$20,000 Wholesale ($40,000 Retail) July 1 – June 30
With every month, fill in the blanks using the example below!
If you want to track by coloring in with each order as a visual, use the other side of this sheet.

Month	Total Personal Retail Sales This Month	Total Amount of Wholesale Orders This Month Typically 50% of what you sell unless you're a New Consultant	Total Amount of Wholesale Orders Year to Date	Goal: $20,000 With each month, cross out the previous months amount and write in your new total needed!
Example Month	$2,000	$1,000	$1,000	$19,000
Ex: Next Month	$3,000	$1,500	+ = $2,500	- = $17,500
July				
August				
September				
October				
November				
December				
January				
February				
March				
April				
May				
June				
July 1st Totals:				YOU CAN DO IT!

Seminar 2021-2022 Personal National Court of Sales

$20,000 Wholesale ($40,000 Retail) July 1 – June 30

Every $400 in wholesale orders, cross out a square! A Tracked # ALWAYS Grows!

$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400. YOU DID IT!

Seminar 2021-22 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 year.

New Team Member	Agreement Month	Initial Qualified Order	Initial Star Order	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Comm. Earned
1.																
2.																
3.																
4.																
5.																
6.																
7.																
8.																
9.																
10.																
11.																
12.																
13.																
14.																
15.																
16.																
17																
18.																
19.																
20.																
21.																
22.																
23.																
24.																

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

tracking my career & promotion to director!

Grand Achiever Program

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

CROSS OUT EACH BOX AS YOU REACH THAT LEVEL OF PRODUCTION	$500	$1,000
$1,500	$2,000	$2,500
$3,000	$3,500	$4,000
$4,500	$5,000 You're ON TARGET! Keep Going!!	$5,500
$6,000	YOU CAN FINISH THIS IN 1,2,3 OR 4 MONTHS! CRUZE OVER TO THE NEXT PAGE TO CONTINUE TRACKING!	

TO BE ON TARGET:

1. Must be active in A1, A2 or A3 status
2. Have 5 or more Personal Active Team Members
3. You & those 5 do a combined wholesale production of $5,000 in a calendar month.
4. The above must be met EACH month to remain ON-TARGET!

NOTE: The avg. production to complete the required $23,000. In 1-4 months is an avg. of $5,750/month after qualifying.

You & Your First 5 to Go On-Target	1st ORDER	2nd ORDER	3rd ORDER
Your Personal Orders:			
1			
2			
3			
4			
5			
TOTALS = COMBINED $5,000 OR MORE!			

DON'T STOP!! KEEP GOING!! You can complete the $23,000 in ONE to FOUR Months! YOU DECIDE!!

You. have 1 – 4 months to accomplish the following qualifications:

1. $23,000 combined Personal & Team Sect. 1 Wholesale Production. You may contribute up to $5,000 personal wholesale. Cross out each box below as you achieve each level of production!
2. Build your team to 16 or more Personal Active Team Members. Track your team members and their order totals below!!

Month 2 or Cont... from Month 1 (Must be a minimum of $5,000)		Month 3 or Cont...from Month 1 & 2 (Must be a minimum of $5,000)		Month 4 or Cont...from Month 1,2 & 3 (Must be a minimum of $5,000)	
$5,500	$6,000	$10,500	$11,000	$16,000	$16,500
$6,500	$7,000	$11,500	$12,000	$17,000	$17,500
$7,500	$8,000	$12,500	$13,000	$18,000	18,500
$8,500	$9,000	$13,500	$14,000	$19,000	$20,000
$9,500	$10,000	$14,500	$15,000	$21,000	$22,000
End of Month 2 Total:		End of Month 3 Total:		$23,000	

#	Team Members All of them must be ACTIVE (the month their $225+ Sect. 1 order is rcvd. & the following 2 calendar months).	1st Month Order Totals	2nd Month Order Totals	3rd Month Order Totals	4th Month Order Totals
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
	Team Production:				
	Your Personal Production Each Month:				
	Total for the MONTH:				

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 @ www.twin hill.com/MK 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 your MK InTouch under Education!

TIPS as you're Passing on the Dream & Growing Your Team (continued)

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 8-10+ 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 so 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 10!

DIQ Requirements

* Elite Team Leader must be active*.
* Elite Team Leader must have 10 or more active* personal team members.
* Qualifying unit consists of the DIQ, her personal team members and 2nd line team members (personal team members of her 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 30 active* DIQ Unit Members
* DIQ's may contribute up to $3,000 personal wholesale Sec 1 orders.

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

#	DIQ Unit Members All must be active when you complete DIQ! (The month her $225+ Sec. 1 order is rcvd & the following 2 calendar months).	1st Month Order Totals	2nd Month Order Totals	3rd Month Order Totals
1	Senior Beauty Consultant (4% Love Check)			
2	Order Your Red Jacket with 2nd Active Team Member			
3	Star Team Builder (4% Love Check & $50 Rebate for Red Jacket)			
4	Start Earning $50 Team Building Bonus with each New Qualified**			
5	Team Leader (4%,9% or 13% Love Check & Go on Target for Car!)			
6				
7				
8	Elite Team Member (4%,9% or 13% Love Check)			
9				
10	Submit for DIQ!			
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				
	Team Production:			
	Your Personal Production Each Month:			
	Total for the Month:			

my team

Print a copy of your current Team Members List & Insert it in this Section.

Find it on Mary Kay InTouch
> Business Tools > My Business

My New Team Members!

Start Date	Name Cell#	15th Day	Contacted my Dir. To Share about my New TM	Entered into Contacts	Added & Shared on Unit/Team FB Group	Attended First Meeting	First Order $

My New Team Members!

Start Date	Name Cell#	15th Day	Contacted my Dir. To Share about my New TM	Entered into Contacts	Added & Shared on Unit/Team FB Group	Attended First Meeting	First Order $

Notes

MY SUCCESS PLAN

October 2021

www.ShanisOffice.com

october

Sunday	Monday	Tuesday	Wednesday
3	4	5	6
10	11 Columbus Day	12	13
17 Winter 2021 PCP Enrollment Deadline	18	19	20
24	25	26	27
31 Halloween			

2021

Thursday	Friday	Saturday
	1	2
7	8	9
14	15	16 Bosses Day
21	22	23
28	29	30

November 2021

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 2021 Goals

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

DIQ
10 active Team Members

ELITE TEAM LEADER
8-9 Team Members

TEAM LEADER
5-7 Active team Members
ON TARGET CAR!!

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.

RETAIL SALES GOAL THIS MONTH:

$ _____

Fall Consistency Challenge!
July 1 - Dec 31, 2021

My Goal; _____

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	

Mary Kay Customer Service:
1-800-272-9333

Personal & Unit Goals	Beginning of Month	End of 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:
Car Production:	On the 1st:	On the last Day:
Team Member Goal:	# of Team Members on 1st:	# of Team Members:

My Monthly Sales Goal Tracking Sheet

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

Name:_____ Month:_____

I'm Saving For:

I Need To Profit:

$ ÷ .40 =

My Retail Sales Goal:

$

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

Ready. Set. GOAL!

$

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: _____

Picture of Your Goal!

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

Break It Down:

My Average per Facial: $_____

Retail Goal ÷ Average per Facial = # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party = # Parties to Hold: _____

Track Your Wholesale!

$1,700	$1,700 every month = On Target for Queens Court of Sales!
$1,500	
$1,200	
$850	$850 every month = On Target for Princess Court of Sales!
$600	$600 every month = On Target Star Consultant!
$400	
$225	

Month End Actual Totals:

Total Sold: _____

40% Profit:_____

50% Wholesale:_____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2
Total:	

Personal Retail Sales Monthly Goal:_____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales

Take a few minutes each day to calculate your total sales without tax

& then deduct that total from your goal.

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal:_____

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

PERFECT START (15 Faces) or POWER START (30 Faces) Tracking Sheet

	Appt Date	Client Name & Phone #	# of Referrals	Total Retail $'s	2nd Appt Booked	Shared Opp.	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							

Keep Going!!!! Don't stop @ 30 Faces!! ~ Faces will ALWAYS take you Places!

	Appt Date	Client Name & Phone #	# of Referrals	Total Retail $'s	2nd Appt Booked	Shared Opp.	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							

Sharing

The Mary Kay Opportunity

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.

<u>These questions help you to:</u>

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

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. **Money**
  - 50% Profit
  - 2 Avenues of Income: Selling & Sharing
  - Selling via Reorders (consumable), Personal Website, Facials (avg $100), Parties (avg. $300), & On the Go Selling.
- 2. **Recognition**
  - Prizes weekly, monthly, quarterly & yearly.
  - Many people don't get recognized for a job well done!
  - Praise People to Success!
- 3. **Self Esteem & Personal Growth**
  - Like a college education in people skills but getting paid while learning.
  - Learn to step out of their comfort zone.
  - Spiritual, Emotional, & Professional Growth
- 4. **Cars**
  - 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, $500, $900 or $1400 monthly.
- 5. **Advantages & Advancement**
  - Advance at their own pace with flexibility.
  - Tax deductions, mileage, and so much more.
  - No quotas or territories
  - Family Security Retirement Plan for NSD's.
- 6. **Being Your Own Boss**
  - $130 Investment to get started
  - Inventory is optional with a 90% buyback guarantee
  - Get to decide your own income, schedule and future.

SHARING APPOINTMENTS AT-A-GLANCE

Details under Sharing Section

MONTH: _____

My PERSONAL Sharing Appointments: Highlight the ones that START their business this Month!!

Date	Name	Date	Name
	1		11
	2		12
	3		13
	4		14
	5		15
	6		16
	7		17
	8		18
	9		19
	10		20

Notes

october

SUNDAY BRAIN DUMP for the week of Sept 26-Oct 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 September 26 - October 2, 2021

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

Weekly Plan Sheet from September 26 - October 2, 2021

Thursday, September 30	Friday, October 1	Saturday, October 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
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:

_____

Amt. 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: _____

DATE: Sunday, September 26

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

A Little Progress each day adds up to BIG results - author unknown

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, September 27

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, September 28

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, September 29

A Little Progress each day adds up to BIG results – author unknown

SCHEDULE @ A GLANCE
5AM – Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY – MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY – PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
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3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, September 30

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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3	7
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Friday, October 1

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, October 2

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

SUNDAY BRAIN DUMP for the week of Oct 3 - 9

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 3 - 9, 2021

Sunday, October 3	Monday, October 4	Tuesday, October 5	Wednesday, October 6
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

Weekly Plan Sheet from October 3 - 9, 2021

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

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

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

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

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

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

BOOKINGS//FACES RESULTS

Booking Held this Week:

Bookings Next Week:

Faces This Week:

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:

TRACKING MY STAR

Wholesale Orders This Week:

Amt. 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:

DATE: Sunday, October 3

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, October 4

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, October 5

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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4
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6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, October 6

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, October 7

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Friday, October 8

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, October 9

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

SUNDAY BRAIN DUMP for the week of Oct 10 - 16

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 10 - 16, 2021

Sunday, October 10	Monday, October 11	Tuesday, October 12	Wednesday, October 13
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

Weekly Plan Sheet from October 10 - 16, 2021

Thursday, October 14	Friday, October 15	Saturday, October 16
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

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

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

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

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

BOOKINGS//FACES RESULTS

Booking Held this Week:

Bookings Next Week:

Faces This Week:

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:

TRACKING MY STAR

Wholesale Orders This Week:

Amt. 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:

DATE: Sunday, October 10

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, October 11

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
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10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, October 12

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
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3PM
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5PM
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7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, October 13

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, October 14

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Friday, October 15

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, October 16

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

SUNDAY BRAIN DUMP for the week of Oct 17 - 23

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 17 - 23, 2021

Sunday, October 17	Monday, October 18	Tuesday, October 19	Wednesday, October 20
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

Weekly Plan Sheet from October 17 - 23, 2021

Thursday, October 21	Friday, October 22	Saturday, October 23
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	**10**	**10**
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	**11**	**11**
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	**12**	**12**
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	**1**	**1**
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	**2**	**2**
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	**3**	**3**
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	**4**	**4**
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	**5**	**5**
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	**6**	**6**
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	**7**	**7**
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	**8**	**8**
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	**9**	**9**
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

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

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

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

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

BOOKINGS//FACES RESULTS

Booking Held this Week:

Bookings Next Week:

Faces This Week:

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:

TRACKING MY STAR

Wholesale Orders This Week:

Amt. 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:

DATE: Sunday, October 17

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, October 18

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, October 19

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, October 20

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
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10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
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6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, October 21

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
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6PM
7PM
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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Friday, October 22

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, October 23

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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1	5
2	6
3	7
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

SUNDAY BRAIN DUMP for the week of Oct 24 - 30

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 24 - 30, 2021

Sunday, October 24	Monday, October 25	Tuesday, October 26	Wednesday, October 27
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

Weekly Plan Sheet from October 24 - 30, 2021

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

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

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

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

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

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

BOOKINGS//FACES RESULTS

Booking Held this Week:

Bookings Next Week:

Faces This Week:

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:

TRACKING MY STAR

Wholesale Orders This Week:

Amt. 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:

DATE: Sunday, October 24

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, October 25

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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2	5
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2	5
3	6

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

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1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, October 26

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

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1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, October 27

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
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6PM
7PM
8PM
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
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PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

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1	3
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NOTES / THOUGHTS

DATE: Thursday, October 28

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Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
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1	3
2	4

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NOTES / THOUGHTS

DATE: Friday, October 29

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5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
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NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

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1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, October 30

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SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
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10PM

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NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

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2	5
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1	3
2	4

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A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

Notes

MY SUCCESS PLAN

November 2021

www.ShanisOffice.com

november

Sunday	Monday	Tuesday	Wednesday
	1	2 Election Day	3
7 Daylight Savings Ends	8	9	10 Winter 2021 Early Order For PCP/Stars
14	15 Winter 2021 All Can Order	16 Winter 2021 Official Product Launch	17
21	22	23	24
28	29 Cyber Monday	30	

2021

Thursday	Friday	Saturday
4	5 Winter 2021 Look Book Begins Mailing	6
11 Veteran's Day	12	13
18	19	20
25 Thanksgiving Day	26 Pink Friday	27

December 2021

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 2021 Goals

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

DIQ
10 active Team Members

ELITE TEAM LEADER
8-9 Team Members

TEAM LEADER
5-7 Active team Members
ON TARGET CAR!!

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.

RETAIL SALES GOAL THIS MONTH:

$ _____

Fall Consistency Challenge!
July 1 - Dec 31, 2021

My Goal; _____

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	

Mary Kay Customer Service:
1-800-272-9333

Personal & Unit Goals	Beginning of Month	End of 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:
Car Production:	On the 1st:	On the last Day:
Team Member Goal:	# of Team Members on 1st:	# of Team Members:

My Monthly Sales Goal Tracking Sheet

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

Name:_____ Month:_____

I'm Saving For:

I Need To Profit:

$ ÷ .40 =

My Retail Sales Goal:

$

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

Ready. Set. GOAL!

$

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: _____

Picture of Your Goal!

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

Break It Down:

My Average per Facial: $_____

Retail Goal ÷ Average per Facial = # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party = # Parties to Hold: _____

Track Your Wholesale!

$1,700	$1,700 every month = On Target for Queens Court of Sales!
$1,500	
$1,200	
$850	$850 every month = On Target for Princess Court of Sales!
$600	$600 every month = On Target Star Consultant!
$400	
$225	

Month End Actual Totals:

Total Sold: _____

40% Profit:_____

50% Wholesale:_____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2
Total:	

Personal Retail Sales Monthly Goal:_____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales

Take a few minutes each day to calculate your total sales without tax

& then deduct that total from your goal.

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal:_____

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

PERFECT START (15 Faces) or POWER START (30 Faces) Tracking Sheet

	Appt Date	Client Name & Phone #	# of Referrals	Total Retail $'s	2nd Appt Booked	Shared Opp.	New Team Member
1							
2							
3							
4							
5							
6							
7							
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11							
12							
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21							
22							
23							
24							
25							
26							
27							
28							
29							
30							

Keep Going!!!! Don't stop @ 30 Faces!! ~ Faces will ALWAYS take you Places!

	Appt Date	Client Name & Phone #	# of Referrals	Total Retail $'s	2nd Appt Booked	Shared Opp.	New Team Member
31							
32							
33							
34							
35							
36							
37							
38							
39							
40							
41							
42							
43							
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57							
58							
59							
60							

Sharing

The Mary Kay Opportunity

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.

<u>These questions help you to:</u>

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

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. **Money**
  - 50% Profit
  - 2 Avenues of Income: Selling & Sharing
  - Selling via Reorders (consumable), Personal Website, Facials (avg $100), Parties (avg. $300), & On the Go Selling.
- 2. **Recognition**
  - Prizes weekly, monthly, quarterly & yearly.
  - Many people don't get recognized for a job well done!
  - Praise People to Success!
- 3. **Self Esteem & Personal Growth**
  - Like a college education in people skills but getting paid while learning.
  - Learn to step out of their comfort zone.
  - Spiritual, Emotional, & Professional Growth
- 4. **Cars**
  - 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, $500, $900 or $1400 monthly.
- 5. **Advantages & Advancement**
  - Advance at their own pace with flexibility.
  - Tax deductions, mileage, and so much more.
  - No quotas or territories
  - Family Security Retirement Plan for NSD's.
- 6. **Being Your Own Boss**
  - $130 Investment to get started
  - Inventory is optional with a 90% buyback guarantee
  - Get to decide your own income, schedule and future.

SHARING APPOINTMENTS AT-A-GLANCE

Details under Sharing Section

MONTH: _____

My PERSONAL Sharing Appointments: Highlight the ones that START their business this Month!!

Date	Name	Date	Name
	1		11
	2		12
	3		13
	4		14
	5		15
	6		16
	7		17
	8		18
	9		19
	10		20

Notes

november

SUNDAY BRAIN DUMP for the week of Oct 31 - Nov 6, 2021

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 31 - November 6, 2021

Sunday, October 31	Monday, November 1	Tuesday, November 2	Wednesday, November 3
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

Weekly Plan Sheet from October 31 - November 6, 2021

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

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

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

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

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

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

BOOKINGS//FACES RESULTS

Booking Held this Week:

Bookings Next Week:

Faces This Week:

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:

TRACKING MY STAR

Wholesale Orders This Week:

Amt. 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:

DATE: Sunday, October 31

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, November 1

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

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1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, November 2

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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4
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6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

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1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, November 3

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SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
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3PM
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6PM
7PM
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9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
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4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

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NOTES / THOUGHTS

DATE: Thursday, November 4

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SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
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7PM
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10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
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4
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6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

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1	3
2	4

NOTES / THOUGHTS

DATE: Friday, November 5

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SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, November 6

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
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4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

SUNDAY BRAIN DUMP for the week of Nov 7 - 13, 2021

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 7 - 13, 2021

Sunday, November 7	Monday, November 8	Tuesday, November 9	Wednesday, November 10
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

Weekly Plan Sheet from November 7 - 13, 2021

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

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

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

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

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

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

BOOKINGS//FACES RESULTS

Booking Held this Week:

Bookings Next Week:

Faces This Week:

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:

TRACKING MY STAR

Wholesale Orders This Week:

Amt. 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:

DATE: Sunday, November 7

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, November 8

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, November 9

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, November 10

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, November 11

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Friday, November 12

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, November 13

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

SUNDAY BRAIN DUMP for the week of Nov 14 - 20, 2021

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 14 - 20, 2021

Sunday, November 14	Monday, November 15	Tuesday, November 16	Wednesday, November 17
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

Weekly Plan Sheet from November 14 - 20, 2021

Thursday, November 18	Friday, November 19	Saturday, November 20
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

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

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

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

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

BOOKINGS//FACES RESULTS

Booking Held this Week:

Bookings Next Week:

Faces This Week:

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:

TRACKING MY STAR

Wholesale Orders This Week:

Amt. 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:

DATE: Sunday, November 14

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
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6PM
7PM
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10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, November 15

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
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10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, November 16

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
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3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, November 17

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, November 18

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Friday, November 19

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, November 20

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

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2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

SUNDAY BRAIN DUMP for the week of Nov 21 - 27, 2021

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 21 - 27, 2021

Sunday, November 21	Monday, November 22	Tuesday, November 23	Wednesday, November 24
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

Weekly Plan Sheet from November 21 - 27, 2021

Thursday, November 25	Friday, November 26	Saturday, November 27
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

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

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

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

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

BOOKINGS//FACES RESULTS

Booking Held this Week:

Bookings Next Week:

Faces This Week:

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:

TRACKING MY STAR

Wholesale Orders This Week:

Amt. 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:

DATE: Sunday, November 21

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, November 22

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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2	6
3	7
4	8

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

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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, November 23

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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1	5
2	6
3	7
4	8

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

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3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, November 24

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
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9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
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4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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2	6
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, November 25

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
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5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Friday, November 26

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
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5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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

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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, November 27

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

SUNDAY BRAIN DUMP for the week of Nov 28 - Dec 4, 2021

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 28 - December 4, 2021

Sunday, November 28	Monday, November 29	Tuesday, November 30	Wednesday, December 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

Weekly Plan Sheet from November 28 - December 4, 2021

Thursday, December 2	Friday, December 3	Saturday, December 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
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:

Amt. 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:

DATE: Sunday, November 28

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, November 29

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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2	5
3	6

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2	5
3	6

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, November 30

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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2	6
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4	8

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2	5
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, December 1

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

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2	5
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"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, December 2

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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3	7
4	8

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1	4
2	5
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Friday, December 3

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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4	8

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1	4
2	5
3	6

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, December 4

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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3	7
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1	4
2	5
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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

Notes

MY SUCCESS PLAN

December 2021

www.ShanisOffice.com

december

Sunday	Monday	Tuesday	Wednesday
			1
5	6	7	8
12	13	14	15 2nd Star Qtr Ends
19	20	21 1st Day of Winter	22
26	27	28	29

2021

Thursday	Friday	Saturday
2	3	4
9	10	12
16 3rd Star Qtr Begins	17	18
23	24 Christmas Eve	25 Christmas Day
30	31 New Year's Eve Fall Consistency Chlg Ends	

January 2022

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 2021 Goals

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

DIQ
10 active Team Members

ELITE TEAM LEADER
8-9 Team Members

TEAM LEADER
5-7 Active team Members
ON TARGET CAR!!

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.

RETAIL SALES GOAL THIS MONTH:

$ _____

Fall Consistency Challenge!
July 1 - Dec 31, 2021

My Goal; _____

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	

Mary Kay Customer Service:
1-800-272-9333

Personal & Unit Goals	Beginning of Month	End of 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:
Car Production:	On the 1st:	On the last Day:
Team Member Goal:	# of Team Members on 1st:	# of Team Members:

My Monthly Sales Goal Tracking Sheet

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

Name:_____ Month:_____

I'm Saving For:

I Need To Profit:

$ ÷ .40 =

My Retail Sales Goal:

$

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

Ready. Set. GOAL!

$

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: _____

Picture of Your Goal!

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

Break It Down:

My Average per Facial: $_____

Retail Goal ÷ Average per Facial = # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party = # Parties to Hold: _____

Track Your Wholesale!

$1,700	$1,700 every month = On Target for Queens Court of Sales!
$1,500	
$1,200	
$850	$850 every month = On Target for Princess Court of Sales!
$600	$600 every month = On Target Star Consultant!
$400	
$225	

Month End Actual Totals:

Total Sold: _____

40% Profit:_____

50% Wholesale:_____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Orders Placed This Month:

Section 1	Section 2
Total:	

Personal Retail Sales Monthly Goal:_____

Formula: Profit You Want to Have Divided by 0.40 = Total Personal Retail Sales

Take a few minutes each day to calculate your total sales without tax

& then deduct that total from your goal.

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

Month of _____

Transfer Totals in the Bottom Row to the Next Page

Personal Retail Sales Monthly Goal:_____

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

PERFECT START (15 Faces) or POWER START (30 Faces) Tracking Sheet

	Appt Date	Client Name & Phone #	# of Referrals	Total Retail $'s	2nd Appt Booked	Shared Opp.	New Team Member
1							
2							
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26							
27							
28							
29							
30							

Keep Going!!!! Don't stop @ 30 Faces!! ~ Faces will ALWAYS take you Places!

	Appt Date	Client Name & Phone #	# of Referrals	Total Retail $'s	2nd Appt Booked	Shared Opp.	New Team Member
31							
32							
33							
34							
35							
36							
37							
38							
39							
40							
41							
42							
43							
44							
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47							
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51							
52							
53							
54							
55							
56							
57							
58							
59							
60							

Sharing

The Mary Kay Opportunity

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.

<u>These questions help you to:</u>

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

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. **Money**
  - 50% Profit
  - 2 Avenues of Income: Selling & Sharing
  - Selling via Reorders (consumable), Personal Website, Facials (avg $100), Parties (avg. $300), & On the Go Selling.
- 2. **Recognition**
  - Prizes weekly, monthly, quarterly & yearly.
  - Many people don't get recognized for a job well done!
  - Praise People to Success!
- 3. **Self Esteem & Personal Growth**
  - Like a college education in people skills but getting paid while learning.
  - Learn to step out of their comfort zone.
  - Spiritual, Emotional, & Professional Growth
- 4. **Cars**
  - 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, $500, $900 or $1400 monthly.
- 5. **Advantages & Advancement**
  - Advance at their own pace with flexibility.
  - Tax deductions, mileage, and so much more.
  - No quotas or territories
  - Family Security Retirement Plan for NSD's.
- 6. **Being Your Own Boss**
  - $130 Investment to get started
  - Inventory is optional with a 90% buyback guarantee
  - Get to decide your own income, schedule and future.

SHARING APPOINTMENTS AT-A-GLANCE

Details under Sharing Section

MONTH: _____

My PERSONAL Sharing Appointments: Highlight the ones that START their business this Month!!

Date	Name	Date	Name
	1		11
	2		12
	3		13
	4		14
	5		15
	6		16
	7		17
	8		18
	9		19
	10		20

Notes

december

SUNDAY BRAIN DUMP for the week of DEC 5-11, 2021

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 5 - 11, 2021

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

Weekly Plan Sheet from December 5 - 11, 2021

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

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

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

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

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

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

BOOKINGS//FACES RESULTS

Booking Held this Week:

Bookings Next Week:

Faces This Week:

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:

TRACKING MY STAR

Wholesale Orders This Week:

Amt. 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:

DATE: Sunday, December 5

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, December 9

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, December 7

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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4
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6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, December 8

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
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4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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3	7
4	8

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

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, December 9

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
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10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
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3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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2	6
3	7
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COACHING CALLS/TEXTS (PRE-PROFILING, HOSTESS, FACIALS COMING UP, ETC)

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Friday, December 10

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, December 11

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
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9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

SUNDAY BRAIN DUMP for the week of DEC 12 - 18, 2021

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 12 - 18, 2021

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

Weekly Plan Sheet from December 12 - 18, 2021

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

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

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

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

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

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

BOOKINGS//FACES RESULTS

Booking Held this Week:

Bookings Next Week:

Faces This Week:

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:

TRACKING MY STAR

Wholesale Orders This Week:

Amt. 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:

DATE: Sunday, December 12

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, December 13

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, December 14

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, December 15

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, December 16

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Friday, December 17

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, December 18

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

SUNDAY BRAIN DUMP for the week of DEC 19 - 25, 2021

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 19 - 25, 2021

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

Weekly Plan Sheet from **December 19 - 25, 2021**

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

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

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

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

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

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

BOOKINGS//FACES RESULTS

Booking Held this Week:

Bookings Next Week:

Faces This Week:

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:

TRACKING MY STAR

Wholesale Orders This Week:

Amt. 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:

DATE: Sunday, December 19

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, December 20

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, December 21

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, December 22

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Thursday, December 23

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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1	5
2	6
3	7
4	8

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

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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Friday, December 24

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

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1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, December 25

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
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FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

SUNDAY BRAIN DUMP for the week of DEC 26-JAN 1, 2021-22

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 December 26 - Jan 1, 2021-22

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

Weekly Plan Sheet from December 26 - Jan 1, 2021-22

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

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

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

Family Time

Date Night

Mary Kay Time: Meetings, Networking, Training, etc.

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

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

BOOKINGS//FACES RESULTS

Booking Held this Week:

Bookings Next Week:

Faces This Week:

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit:

TRACKING MY STAR

Wholesale Orders This Week:

Amt. 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:

DATE: Sunday, December 26

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
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6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Monday, December 27

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
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6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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1	5
2	6
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3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

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1	3
2	4

NOTES / THOUGHTS

DATE: Tuesday, December 28

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
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SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
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PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Wednesday, December 29

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
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PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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1	3
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UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

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1	3
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NOTES / THOUGHTS

DATE: Thursday, December 30

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Million $ Call: 641-715-3900 44336#
6AM
7AM
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1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Friday, December 31

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
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1
2
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5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

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1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

DATE: Saturday, January 1

A Little Progress each day adds up to BIG results - author unknown

SCHEDULE @ A GLANCE
5AM - Quiet Time/Devi/Prayers
Million $ Call: 641-715-3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS
1
2
3
4
5
6

SIX MOST IMPOARTANT THINGS TO DO TODAY - PERSONAL/FAMILY
1
2
3
4
5
6

PHONE CALLS TO MAKE/RETURN	ERRANDS TO DO TODAY

NEW CONTACTS/REFERRALS	THANK YOU / LOVE NOTES TO:

NEW BOOKINGS:	RETAIL SALES TODAY	SHARED MARY KAY WITH:

MILEAGE TO RECORD:

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

Believe in Yourself and You will be Unstoppable

1	5
2	6
3	7
4	8

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

When you have a GOAL, you have to do the WORK!

1	4
2	5
3	6

FOLLOW UP & CUSTOMER SERVICE CALLS/TEXTS

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

1	4
2	5
3	6

SHARING THE OPPORTUNITY / TEAM BUILDING CALLS / TEXTS

"Love your business like a hobby. Treat your business like a business" – Emily Caswell

1	3
2	4

UNIT & NEW CONSULTANT PHONE CALLS / TEXTS

A goal without a plan is just a WISH.

1	3
2	4

NOTES / THOUGHTS

future planning

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

Jan 1 – New Year's Day

Jan 1 – Spring Consistency Challenge Begins

Jan 16 – 19 Leadership Conference 2022, Atlanta, GA

Jan 17 – Martin Luther King Jr Day

february

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					

Notes

Feb 2 – Groundhog Day

Feb 6 – Super Bowl

Feb 14 – Valentines Day

Feb 21 – President's Day

march

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

March 8 – International Women's Day

March 13 – Daylight Savings Begins

March 15 – Q3 Star Qtr Ends

March 16 – Q4 Star Qtr Begins

March 17 – St. Patrick's Day

March 18-19 – Career Conf. 2022 Wk 1 Jacksonville, FL

March 20 – 1st Day of Spring

March 25-26 – Career Conf. 2022 Wk 2 Atlantic City, NJ

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

Notes

April 15 - Good Friday

April 17 - Easter Sunday

April 18 - Tax Day

April 22 - Earth Day

April 27 - Admin Professionals Day

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				

Notes

May 5 - Cinco De Mayo

May 8 - Mother's Day

May 21 - Armed Forces Day

May 30 - Memorial Day

june

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

June 14 - Flag Day

June 15 - Q4 Star Ends

June 16 - Q1 Star Begins (2022-23 SY)

June 19 - Father's Day

June 21 - First Day of Summer

Notes

january

Sunday	Monday	Tuesday	Wednesday
2	3	4	5
9	10	11	12
16	17 Martin Luther King Jr. Day	18	19
23	24	25	26
30	31		

Leadership 2022, Atlanta, Ga

2022

Thursday	Friday	Saturday
		1 New Year's Day Spring Consistency Chlg Begins
6	7	8
13	14	15
20	21	22
27	28	29

Feb 2022

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					

Notes

february

Sunday	Monday	Tuesday	Wednesday
		1	2 Ground Hog Day
6 Super Bowl	7	8	9
13	14 Valentine's Day	15	16
20	21 President's Day	22	23
27	28		

2022

Thursday	Friday	Saturday
3	4	5
10	11	12
17	18	19
24	25	26

March 2022

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

march

Sunday	Monday	Tuesday	Wednesday
		1	2 Ash Wednesday
6	7	8 International Women's Day	9
13 Daylight Savings Begins	14	15 3rd Qtr Star Ends	16 4th Qtr Star Begins
20 1st Day of Spring	21	22	23
27	28	29	30

2022

Thursday	Friday	Saturday
3	4	5
10	11	12
17 St. Patrick's Day	18 ----------Career Conference Wk. 1----------	19
24	25 ----------Career Conference Wk. 2----------	26
31		

April 2022

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

april

Sunday	Monday	Tuesday	Wednesday
3	4	5	6
10	11	12	13
17 Easter	18 Tax Day	19	20
24	25	26	27 Admin Professional's Day

2022

Thursday	Friday	Saturday
	1	2
7	8	9
14	15 Good Friday	16
21	22 Earth Day	23
28	29	30

May 2022

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

may

Sunday	Monday	Tuesday	Wednesday
1	2	3	4
8 Mother's Day	9	10	11
15	16	17	18
22	23	24	25
29	30 Memorial Day	31	

2022

Thursday	Friday	Saturday
5 Cinco De Mayo	6	7
12	13	14
19	20	21 Armed Forces Day
26	27	28

June 2022

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

june

Sunday	Monday	Tuesday	Wednesday
			1
5	6	7	8
12	13	14 Flag Day	15 4th Qtr Star Ends
19 Father's Day	20	21 1st Day of Summer	22
26	27	28	29

2022

Thursday	Friday	Saturday
2	3	4
9	10	11
16 1st Qtr Star Begins	17	18
23	24	25
30	31	

July 2022

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

MY SUCCESS PLAN

October - December 2021

www.ShanisOffice.com