



MY SUCCESS PLAN

JANUARY – JUNE 2024

www.epiclegacy.team

This Book Belongs to: _____

2 0 2 4

January

S	M	T	W	T	F	S
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7	8	9	10	11	12	13
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FEBRUARY

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March

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April

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JUNE

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JULY

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August

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September

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October

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NOVEMBER

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December

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This Book Belongs to: _____

2 0 2 5 .

January

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FEBRUARY

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March

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30	31					

April

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May

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JUNE

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JULY

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6	7	8	9	10	11	12
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20	21	22	23	24	25	26
27	28	29	30	31		

August

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17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

September

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7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

October

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5	6	7	8	9	10	11
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19	20	21	22	23	24	25
26	27	28	29	30	31	

NOVEMBER

S	M	T	W	T	F	S
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23	24	25	26	27	28	29
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December

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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

Quarter

At A

Glance

January

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

2024

Notes

Jan 1 - New Year's Day

Jan 15 - Martin Luther King Jr Day

Jan 17 - Spring 2024 PCP Enrollment Deadline

Jan 17 - 20 - Leadership Conf 2024, Fort Worth, TX (Emerald, Ruby, CA)

Jan 21 - 24 - Leadership Conf 2024, Fort Worth, TX (Diamond/Sapphire)

Jan 26 - Spring 2024 Dir Early Order

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	29		

Notes

Feb 2 - Groundhog Day

Feb 8 - Spring 2024 Look Book Begins Mailing

Feb 10 - Spring 2024 Early Order Begins for PCP/Stars

Feb 11 - Super Bowl LVIII

Feb 14 - Valentines Day

Feb 15 - Spring 2024 All IBC's Can Order

Feb 16 - Spring 2024 Official Product Launch

Feb 19 - 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 10 - Daylight Savings Begins

March 15 - Q3 Star Qtr Ends

March 16 - Q4 Star Qtr Begins

March 16 - Summer 2024 PCP Enrollment Begins

March 17 - St Patrick's Day

March 19 - 1st Day of Spring

March 22-23 - Career Conference (24-25-Spanish Only)

March 29 - Good Friday

March 31 - Easter

April

2024

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 1 - April Fools Day

April 15 - Tax Day

April 17 - Summer 2024 PCP Enrollment Deadline

April 22 - Earth Day

April 24 - Admin Professionals Day

April 26 - Summer 2024 Director Early Order Begins

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 6 - Nurse Appreciation Day

May 7 - Teacher Appreciation Day

May 8 - Summer 2024 Look Book Begins Mailing

May 10- Summer 2024 Early Order Begins for PCP/Stars

May 12 - Mary Kay Birthday

May 12 - Mother's Day

May 15- Summer 2024 All IBC's Can Order

May 16- Summer 2024 Official Product Launch

May 18 - Armed Forces Day

May 27 - 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 - Father's Day

June 16 - Q1 Star Begins (2024-24 SY)

June 16 - Fall 2024 PCP Enrollment Begins

June 19 - Juneteenth

June 20 - First Day of Summer

June 30 - Last Day of Seminar Year!

Quarterly &
Year Long
Personal
Goals

Dream Board



The background of the image consists of several broad, diagonal brushstrokes in a light pink or rose gold color, creating a textured, artistic effect. The strokes are layered and vary in opacity, giving the background a sense of depth and movement.

make your
dreams
happen

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:

\$ _____ x 2 = \$ _____

Take the total & multiply it by 0.40 to discover what your profit will be each month:

\$ _____ x 0.40 = \$ _____

(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)

Place Picture of
Q3 Star Poster
Here

Prizes I'm Most Excited To Earn This Quarter & WHY!!

See the full size version of this poster on your Mary Kay inTouch - under: Contests/Promotions > Contests > New! Star Consultant Program > Supporting Materials



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

Be a 3rd Qtr Star!!!

3rd Qtr: December 16 – March 15

Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Dec 16					
Dec 17 - 23					
Dec 24 - 30					
Dec 31 - Jan 6					
Jan 7 - 13					
Jan 14 - 20					
Jan 21 - 27					
Jan 28 - Feb 3					
Feb 4 - 10					
Feb 11 - 17					
Feb 18 - 24					
Feb 25-Mar 2					
Mar 3 - 9					
Mar 10 - 15					
TOTALS	\$	\$	\$	+	=

\$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



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






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

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

Track Your Way to Star!

Q3!

December 16th - March 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 
\$4,900	\$5,000	\$5,100	\$5,200	\$5,300	\$5,400

What is Your Goal This Quarter?

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

Hustle.
Slay.
Repeat.



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!!

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\$ _____ (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:

\$ ____ x 2 = \$ ____

Take the total & multiply it by 0.40 to discover what your profit will be each month:

\$ ____ x 0.40 = \$ ____

(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)

Place Picture of
Q4 Star Poster
Here

Prizes I'm Most Excited To Earn This Quarter & WHY!!

See the full size version of this poster on your Mary Kay inTouch - under: Contests/Promotions > Contests > New! Star Consultant Program > Supporting Materials



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

Be a 4th Qtr Star!!!

4th Qtr: March 16 – June 15

Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
Mar 16					
Mar 17 - 23					
Mar 24 - 30					
Mar 31 - Apr 6					
Apr 7- 13					
Apr 14 - 20					
Apr 21 - 27					
Apr 28-May 4					
May 5 - 11					
May 12 - 18					
May 19 - 25					
May 26-Jun 1					
June 2- 8					
June 9 - 15					
TOTALS	\$	\$	\$	+	=

*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Sect I 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!

March 16th - June 15th

Q4!

\$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 
\$4,900	\$5,000	\$5,100	\$5,200	\$5,300	\$5,400

What is Your Goal This Quarter?

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



Make
it
happen

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:

\$ ____ x 2 = \$ ____

Take the total & multiply it by 0.40 to discover what your profit will be each month:

\$ ____ x 0.40 = \$ ____

(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
(New Qualified Team Member)

Place Picture of
Q1 Star Poster
Here

Prizes I'm Most Excited To Earn This Quarter & WHY!!

See the full size version of this poster on your Mary Kay inTouch - under: Contests/Promotions > Contests > New! Star Consultant Program > Supporting Materials



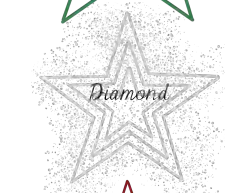
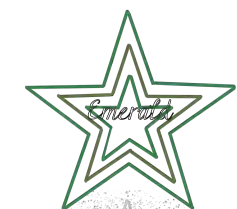
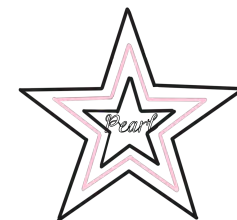
My Star Goal: \$ _____ = # New Personal Team Members: _____ = My Total Star Goal: \$ _____

Be a 1st Qtr Star!!!

1st Qtr: June 16 – September 15

Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* NewTeam Members	Contest Credits
Jun 16 - 22					
Jun 23 - 29					
Jun 30-Jul 6					
Jul 7 - 13					
Jul 14 - 20					
Jul 21 - 27					
Jul 28 - Aug 3					
Aug 4 - 10					
Aug 11 - 17					
Aug 18 - 24					
Aug 25 - 31					
Sep 1 - 7					
Sep 8 - 14					
Sep 15					
TOTALS	\$	\$	\$	+	=

\$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



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






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

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

Track Your Way to Star!

Q1!

June 16th - September 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 
\$4,900	\$5,000	\$5,100	\$5,200	\$5,300	\$5,400

What is Your Goal This Quarter?

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

Seminar 2023-24 Personal National Court of Sales Detailed Tracking

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

With every month, fill in the blanks using the example below!
If you want to track by coloring in with each order as a visual,
use the other side of this sheet

Month	Total Personal Retail Sales This Month	Total Amount of Wholesale Orders This Month <small>Typically 50% of what you sell unless you're a New Consultant</small>	Total Amount of Wholesale Orders Year to Date	Goal: \$20,000 <small>With each month, cross out the previous months amount and write in your new total needed!</small>
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 2023-2024 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 2023 - 2024 Personal National Court of Sharing

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

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

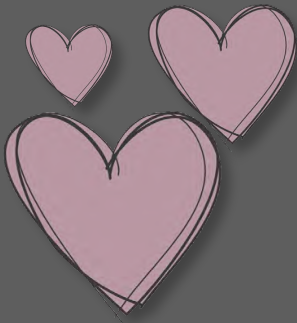
[illegible]

Tracking my
Career Car

≈

Promotion to
Director!

Grand Achiever Program



You have the option to earn the Chevy Trax or 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	\$5,500
\$6,000 You're ON TARGET! Keep Going!!	YOU CAN FINISH THIS IN 1,2,3 OR 4 MONTHS! MOVE OVER TO THE NEXT PAGE TO CONTINUE TRACKING!	

TO BE ON TARGET:

1. Must be active in A1, A2 or A3 status
2. Have 8 or more Personal Active Team Members
3. You & those 5 do a combined wholesale production of \$6,000 in a calendar month.
4. The above must be met EACH month to remain ON-TARGET!

NOTE: The avg. production to complete the required \$26,000. In 1-4 months is an avg. of \$6,500/month after qualifying.

You & Your First 8 to Go On-Target	1st ORDER	2nd ORDER	3rd ORDER
Your Personal Orders:			
1			
2			
3			
4			
5			
6			
7			
8			
TOTALS = COMBINED \$6,000 OR MORE!			
DON'T STOP!! KEEP GOING!! You can complete the \$26,000 in ONE to FOUR Months! YOU DECIDE!!			

- You. have 1 - 4 months to accomplish the following qualifications:
- 1. \$26,000 combined Personal & Team Sect I Wholesale Production. You may contribute up to \$6,000 personal wholesale. Cross out each box below as you achieve each level of production!
 - 2. Build your team to 18 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 \$6,000)		Month 3 or Cont..from Month 1 & 2 (Must be a minimum of \$6,000)		Month 4 or Cont..from Month 1,2 & 3 (Must be a minimum of \$6,000)	
\$6,500	\$7,000	\$11,500	\$12,000	\$16,500	\$17,500
\$7,500	\$8,000	\$12,500	\$13,000	\$18,000	\$19,000
\$8,500	\$9,000	\$13,500	\$14,000	\$20,000	\$21,000
\$9,500	\$10,000	\$14,500	\$15,000	\$22,000	\$23,000
\$10,500	\$11,000	\$15,500	\$16,000	\$24,000	\$25,000
End of Month 2 Total:		End of Month 3 Total:		\$26,000	



#	Team Members <small>All of them must be ACTIVE (the month their \$225+ Sect I order is rcvd. & the following 2 calendar months).</small>	1st Month	2nd Month	3rd Month	4th Month
		Order Totals	Order Totals	Order Totals	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:					



Grand Achiever Tracker

Independent Beauty Consultant

We Did It!

Qualifications

- 18 active personal team members
- \$26,000 combined personal/team wholesale Section 1 sales volume
- \$20,000 minimum team wholesale Section 1 sales volume
- Max Co-op Lease/Cash Compensation \$425 per month

\$26,000

\$23,000

\$20,000

\$18,000

\$16,000

\$14,000

\$12,000

\$10,000

\$8,000

\$6,000

Half Way!

On Target

- 8 or more active personal team members
- \$6,000 combined personal/team wholesale Section 1 sales volume in a calendar month
- Must be an Active Consultant
- Requirements must be met each month to be considered on target



Notes

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

As a New Beauty Consultant:

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

As a Star Team Builder (with 3-4 Active Team Members)

- ✧ Plan Your Red Jacket Debut with your Director to celebrate your Team!
- ✧ Continue with the tips mentioned above for Senior Beauty Consultants
- ✧ Master your skin class and invite your team members to learn as you earn!
- ✧ Celebrate your team members accomplishments via social media in your unit's group.
- ✧ Now is a great time to explore your Team & Reports under Business Tools!
- ✧ Share your personal activity & results on your unit's Facebook page! You are inspiring!
- ✧ Study the Advance Brochure under Resources to get familiar with car qualifications.
- ✧ Earn the company promotion every month!
- ✧ Be a Star every quarter! Your team will follow your lead!
- ✧ As you're growing your personal team, be sure to build a relationship with your personal team members because they will be a part of your future unit when you decide to promote yourself to DIQ and into the position of Independent Sales Director!

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

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





Radiate in Red



Red Jacket Career Path



STAR TEAM BUILDER 3-4 Active Personal Team Members



TEAM LEADER 5-7 Active Personal Team Members



ELITE TEAM LEADER 8+ Active Personal Team Members OR
5 Active Team Members,
1 of them must be an active personal Red Jacket

Which Red Jacket will you choose?

NEW CONSULTANT

ACTIVE

GREAT START

1		<input type="checkbox"/>	<input type="checkbox"/>
2		<input type="checkbox"/>	<input type="checkbox"/>
3		<input type="checkbox"/>	<input type="checkbox"/>
4		<input type="checkbox"/>	<input type="checkbox"/>
5		<input type="checkbox"/>	<input type="checkbox"/>
6		<input type="checkbox"/>	<input type="checkbox"/>
7		<input type="checkbox"/>	<input type="checkbox"/>
8		<input type="checkbox"/>	<input type="checkbox"/>
9		<input type="checkbox"/>	<input type="checkbox"/>



Shani's Office



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+ Active Personal Team Members:

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



All In With 10!



DIQ Requirements

- *Elite Team Leader must be active*.
- *Elite Team Leader must have 8 or more active* personal team members.
- *Qualifying unit is 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 24 active* DIQ Unit Members
- *DIQ's may contribute up to \$3,000 personal wholesale Sec I 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. I 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) Submit for DIQ!			
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
21				
22				
23				
24				
	Team Production:			
	Your Personal Production Each Month:			
	Total for the Month:			

Notes

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

Notes



MY SUCCESS PLAN

JANUARY 2024

www.epiclegacy.team

January

Sunday	Monday	Tuesday	Wednesday
	1 Happy New Year!	2	3
7	8	9	10
14	15 Martin Luther King Jr. Day	16	17 Spring 2024 PCP Enrollment Deadline Leadership 2024, Ft.Worth, TX (Emerald, Ruby, Canada)
21	22	23	24
Leadership 2024, Fort Worth, TX (Diamond/Sapphire)			
28	29	30	31

2024



Feb 2024

Thursday	Friday	Saturday
4	5	6
11	12	13
18	19	20
Leadership 2024, Ft.Worth, TX (Emerald, Ruby, Canada)		
25	26 Spring 2024 Dir Early Order	27

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		

Notes

[illegible]

January 2024 Goals



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

PROFIT GOAL THIS MONTH

\$ _____

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

RETAIL SALES GOAL THIS MONTH:

\$ _____

Yearlong Consistency Challenge!

Jan - June 2024



\$600
\$400
\$250

My Goal: _____

Track Your
Wholesale Orders!



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

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:

My Retail Sales Goal:

\$

$$\div .40 =$$

\$

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

Ready. Set.
GOAL!

\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: \$

Retail Goal \div Average per Facial

= # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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

Picture of
Your Goal!

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

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Orders Placed This Month:

[illegible]

Break
your goal
into bite
size
chunks!

CONSULTANT

MONTHLY

Check Calculator

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

Sales

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

Team Commissions

The Company will directly deposit your
Team Commissions from the previous
month into your account around the
15th of each month. This money comes
out of the Company's profit, not out of
your Team Members profit.

Bonuses

The Company will directly deposit
any Bonuses you earn into your
account in 1-3 days after you have
earned them. This money comes
out of the Company's Profit.

Personal Sales

\$ _____
50% of your Retail Sales
=

New Qualified Team Members

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

New Qualified
Team Members = _____
X \$50

=

Red Jacket Bonus

When you have 3 active Team
Members for the First Time to earn
your Red Jacket, you receive a \$100
Bonus
\$100

=

Personal Team Commission

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

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

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

=

2nd Tier Team Commission

You can earn an additional 5%
Commission on your Personal
Team Member's Personal Team
Members production which is your
2nd Tier Team.
To Qualify you Need:

- 8 Active Team Members **OR**
- 5 Active Team Members and at
least 1 of them is an active Red
(Star Team Bldr, TL, or ETL)
- \$2,000+ in Elite Team
Production (This includes your
Personal Team and their
Personal Team's Production

**.05 x \$ _____ Your 2nd
Tier Team's Production**

=

Car Cash

If you have earned your car and
are opting to receive cash instead,
you will receive an extra \$425
from the Company added to your
Team Commission that is directly
deposited into your account
around the 15th of the month. If
you have chosen to take the car,
the Company is paying for your
Car Payment, Licensing,
Registration Taxes and the
majority of your Car Insurance.

\$425

MONTH:

Total up all Boxes:

Notes

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.

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
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: _____

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
	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.

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

Bring her back to her "why" to keep her motivated.

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100), Parties (avg. \$300), & On the Go Selling.
- 2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
- 3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
- 4. Cars
 - 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

See Sharing Page for Details

MONTH: _____

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

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

Notes

New
Consultants

My New Team Members!

My New Team Members!

Notes

2024
January

SUNDAY BRAIN DUMP for the week of Dec 31 - Jan 6, '24

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

Notes

Weekly Plan Sheet from December 31, 2023 - January 6, 2024

Sunday, Dec 31	Monday, Jan 1	Tuesday, Jan 2	Wednesday, Jan 3
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>

Weekly Plan Sheet from Dec 31, 2023 - Jan. 6, 2024

Thursday, Jan 4	Friday, Jan 5	Saturday, Jan 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/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team :: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of Jan 7 - Jan 13, '24

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

Notes

Weekly Plan Sheet from January 7 - 13, 2024

Sunday, Jan 7	Monday, Jan 8	Tuesday, Jan 9	Wednesday, Jan 10
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>

Weekly Plan Sheet from January 7 - 13, 2024

Thursday, Jan 11	Friday, Jan 12	Saturday, Jan 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/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of Jan 14 - Jan 20, '24

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

Notes

Weekly Plan Sheet from January 14 - 20, 2024

Sunday, Jan 14	Monday, Jan 15	Tuesday, Jan 16	Wednesday, Jan 17
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>

Weekly Plan Sheet from January 14 - 20, 2024

Thursday, Jan 18	Friday, Jan 19	Saturday, Jan 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

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

Family Time

Date Night

Mary Kay Time: Meetings,
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INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of Jan 21 - Jan 27, '24

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

Notes

Weekly Plan Sheet from January 21 - 27, 2024

Sunday, Jan 21	Monday, Jan 22	Tuesday, Jan 23	Wednesday, Jan 24
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
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<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>
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Weekly Plan Sheet from January 21 - 27, 2024

Thursday, Jan 25	Friday, Jan 26	Saturday, Jan 27
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
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PLAN YOUR WEEK IN COLOR!
Color each box with a color that
excites you!

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of Jan 28 - Feb 3, '24

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

Notes

Weekly Plan Sheet from January 28 - February 3, 2024

Sunday, Jan 28	Monday, Jan 29	Tuesday, Jan 30	Wednesday, Jan 31
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
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Weekly Plan Sheet from Jan 28 - Feb 3, 2024

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

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Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Notes



MY SUCCESS PLAN

February 2024

February

Sunday	Monday	Tuesday	Wednesday
4	5	6	7
11 Super Bowl LVIII	12	13	14 Valentine's Day
18	19 President's Day	20	21
25	26	27	28

2024



MARCH 2024

Thursday	Friday	Saturday
1	2 Groundhog Day	3
8 Spring 2024 Look Book Begins Mailing	9	10 Spring 2024 Early Order for PCP/Stars Begins
15 Spring 2024 All IBC's Can Order	16 Spring 2024 Official Product Launch	17
22	23	24
29		

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

[illegible]

February
2024
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



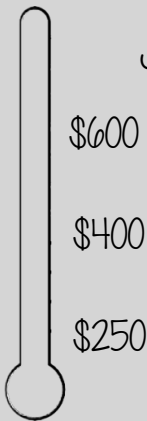
PROFIT GOAL THIS MONTH
\$ _____

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

RETAIL SALES GOAL THIS MONTH:
\$ _____

Yearlong Consistency
Challenge!

Jan – June 2024



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:

My Retail Sales Goal:

\$

$$\div .40 =$$

\$

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

Ready. Set.
GOAL!

\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies:

5% MK Events/PCP:

Break It Down:

My Average per Facial: \$

Retail Goal \div Average per Facial

= # Faces To Pamper:

Faces to Pamper ÷ 3 quests/party

= # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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

Picture of
Your Goal!

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

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Orders Placed This Month:

[illegible]

Totals:

Break
your goal
into bite
size
chunks!

CONSULTANT

MONTHLY

Check Calculator

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

Sales

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

Team Commissions

The Company will directly deposit your
Team Commissions from the previous
month into your account around the
15th of each month. This money comes
out of the Company's profit, not out of
your Team Members profit.

Bonuses

The Company will directly deposit
any Bonuses you earn into your
account in 1-3 days after you have
earned them. This money comes
out of the Company's Profit.

Personal Sales

\$ _____
50% of your Retail Sales
=

New Qualified Team Members

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

New Qualified
Team Members = _____
X \$50

=

Red Jacket Bonus

When you have 3 active Team
Members for the First Time to earn
your Red Jacket, you receive a \$100
Bonus
\$100

=

Personal Team Commission

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

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

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

=

2nd Tier Team Commission

You can earn an additional 5%
Commission on your Personal
Team Member's Personal Team
Members production which is your
2nd Tier Team.
To Qualify you Need:

- 8 Active Team Members **OR**
- 5 Active Team Members and at
least 1 of them is an active Red
(Star Team Bldr, TL, or ETL)
- \$2,000+ in Elite Team
Production (This includes your
Personal Team and their
Personal Team's Production

**.05 x \$ _____ Your 2nd
Tier Team's Production**

=

Car Cash

If you have earned your car and
are opting to receive cash instead,
you will receive an extra \$425
from the Company added to your
Team Commission that is directly
deposited into your account
around the 15th of the month. If
you have chosen to take the car,
the Company is paying for your
Car Payment, Licensing,
Registration Taxes and the
majority of your Car Insurance.

\$425

MONTH:

Total up all Boxes:

Notes

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.

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
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: _____

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
	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.

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

Bring her back to her "why" to keep her motivated.

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100), Parties (avg. \$300), & On the Go Selling.
- 2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
- 3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
- 4. Cars
 - 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

See Sharing Page for Details

MONTH: _____

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

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

Notes

New
Consultants

My New Team Members!

My New Team Members!

Notes

February

SUNDAY BRAIN DUMP for the week of Feb 4 - Feb 10, '24

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

Notes

Weekly Plan Sheet from February 4 - February 10, 2024

Sunday, Feb 4	Monday, Feb 5	Tuesday, Feb 6	Wednesday, Feb 7
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>

Weekly Plan Sheet from February 4 - February 10, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of Feb 11 - 17, 2024

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 February 11 - February 17, 2024

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

Weekly Plan Sheet from Feb 11 - Feb 17, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of Feb 18 - 24, 2024

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 February 18 - February 24, 2024

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

Weekly Plan Sheet from Feb 18 - 24, 2024

Thursday, Feb 22	Friday, Feb 23	Saturday, Feb 24
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of Feb 25 - Mar 2, 2024

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 February 25 - March 2, 2024

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

Weekly Plan Sheet from Feb 25 - Mar 2, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Notes



MY SUCCESS PLAN

MARCH 2024

www.epiclegacy.team

March

Sunday	Monday	Tuesday	Wednesday
3	4	5	6
10 Daylight Savings Begins	11	12	13
17 St. Patrick's Day	18	19 1st Day of Spring	20
24	25	26	27
Career Conference 2024 (Spanish Only)			
31 Easter			

2024



April 2024

Thursday	Friday	Saturday
	1	2
7	8 International Women's Day	9
14	15 Q3 Star Ends	16 Q4 Star Begins Summer 2024 PCP Enrollment Begins
21	22 Career Conference 2024 (Limited Sites-See Intouch)	23
28	29 Good Friday	30

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

[illegible]

March 2024 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:

\$ _____

Yearlong Consistency
Challenge!

Jan - June 2024

\$600

\$400

\$250

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:

My Retail Sales Goal:

\$

$$\div .40 =$$

\$

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

Ready. Set.
GOAL!

\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: \$

Retail Goal \div Average per Facial

= # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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

Picture of
Your Goal!

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

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Orders Placed This Month:

[illegible]

Totals:

Break your goal into bite size chunks!

CONSULTANT

MONTHLY

Check Calculator

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

Sales

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

Team Commissions

The Company will directly deposit your
Team Commissions from the previous
month into your account around the
15th of each month. This money comes
out of the Company's profit, not out of
your Team Members profit.

Bonuses

The Company will directly deposit
any Bonuses you earn into your
account in 1-3 days after you have
earned them. This money comes
out of the Company's Profit.

Personal Sales

\$ _____

50% of your Retail Sales

=

New Qualified Team Members

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

New Qualified
Team Members = _____
X \$50

=

Red Jacket Bonus

When you have 3 active Team
Members for the First Time to earn
your Red Jacket, you receive a \$100
Bonus
\$100

=

Personal Team Commission

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

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

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

=

2nd Tier Team Commission

You can earn an additional 5%
Commission on your Personal
Team Member's Personal Team
Members production which is your
2nd Tier Team.

To Qualify you Need:

- 8 Active Team Members **OR**
- 5 Active Team Members and at
least 1 of them is an active Red
(Star Team Bldr, TL, or ETL)
- \$2,000+ in Elite Team
Production (This includes your
Personal Team and their
Personal Team's Production)

**.05 x \$ _____ Your 2nd
Tier Team's Production**

=

Car Cash

If you have earned your car and
are opting to receive cash instead,
you will receive an extra \$425
from the Company added to your
Team Commission that is directly
deposited into your account
around the 15th of the month. If
you have chosen to take the car,
the Company is paying for your
Car Payment, Licensing,
Registration Taxes and the
majority of your Car Insurance.

\$425

MONTH:

Total up all Boxes:

Notes

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.

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
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: _____

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
	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							
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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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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.

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

Bring her back to her "why" to keep her motivated.

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100), Parties (avg. \$300), & On the Go Selling.
- 2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
- 3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
- 4. Cars
 - 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

See Sharing Page for Details

MONTH: _____

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

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

Notes

New
Consultants

My New Team Members!

My New Team Members!

Notes

2024
March

SUNDAY BRAIN DUMP for the week of Mar 3 - Mar 9, '24

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

Notes

Weekly Plan Sheet from Mar 3 - Mar 9, 2024

Sunday, Mar 3	Monday, Mar 4	Tuesday, Mar 5	Wednesday, Mar 6
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>

Weekly Plan Sheet from Mar 3 - Mar 9, 2024

Thursday, Mar 7	Friday, Mar 8	Saturday, Mar 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/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of March 10 - 16, 2024

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 March 10 - March 16, 2024

Sunday, Mar 10	Monday, Mar 11	Tuesday, Mar 12	Wednesday, Mar 13
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>

Weekly Plan Sheet from March 10 - March 16, 2024

Thursday, Mar 14	Friday, Mar 15	Saturday, Mar 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.....

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Date Night

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

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Friends, etc....

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Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of March 17 - 23, 2024

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 March 17 - March 23, 2024

Sunday, Mar 17	Monday, Mar 18	Tuesday, Mar 19	Wednesday, Mar 20
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>

Weekly Plan Sheet from March 17 - 23, 2024

Thursday, Mar 21	Friday, Mar 22	Saturday, Mar 23
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
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<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of Mar 24 - 30, 2024

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 March 24 - 30, 2024

Sunday, Mar 24	Monday, Mar 25	Tuesday, Mar 26	Wednesday, Mar 27
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
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<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>
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<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>
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<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
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Weekly Plan Sheet from March 24 - 30, 2024

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

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Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Notes



MY SUCCESS PLAN

APRIL 2024

www.epiclegacy.team

April

Sunday	Monday	Tuesday	Wednesday
	1 April Fools Day	2	3
7	8	9	10
14	15 Tax Day	16	17 Summer 2024 PCP Enrollment Deadline
21	22 Earth Day	23	24 Administrative Professionals Day
28	29	30	

2024



May 2024

Thursday	Friday	Saturday
4	5	6
11	12	13
18	19	20
25	26 Summer 2024 Director Early Order Begins	27

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

Week	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
1							
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April
2024
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:
\$ _____

Yearlong Consistency Challenge!

Jan - June 2024

\$600
\$400
\$250

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:

My Retail Sales Goal:

\$

 $\div 40 =$

\$

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

Ready. Set.
GOAL!

\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: \$_____

Retail Goal \div Average per Facial

= # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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

Picture of
Your Goal!

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

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

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

Orders Placed This Month:

[illegible]

Totals:

CONSULTANT

MONTHLY

Check Calculator

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

Sales

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

Team Commissions

The Company will directly deposit your
Team Commissions from the previous
month into your account around the
15th of each month. This money comes
out of the Company's profit, not out of
your Team Members profit.

Bonuses

The Company will directly deposit
any Bonuses you earn into your
account in 1-3 days after you have
earned them. This money comes
out of the Company's Profit.

Personal Sales

\$ _____

50% of your Retail Sales

=

New Qualified Team Members

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

New Qualified
Team Members = _____
X \$50

=

Red Jacket Bonus

When you have 3 active Team
Members for the First Time to earn
your Red Jacket, you receive a \$100
Bonus
\$100

=

Personal Team Commission

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

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

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

=

2nd Tier Team Commission

You can earn an additional 5%
Commission on your Personal
Team Member's Personal Team
Members production which is your
2nd Tier Team.

To Qualify you Need:

- 8 Active Team Members **OR**
- 5 Active Team Members and at
least 1 of them is an active Red
(Star Team Bldr, TL, or ETL)
- \$2,000+ in Elite Team
Production (This includes your
Personal Team and their
Personal Team's Production)

**.05 x \$ _____ Your 2nd
Tier Team's Production**

=

Car Cash

If you have earned your car and
are opting to receive cash instead,
you will receive an extra \$425
from the Company added to your
Team Commission that is directly
deposited into your account
around the 15th of the month. If
you have chosen to take the car,
the Company is paying for your
Car Payment, Licensing,
Registration Taxes and the
majority of your Car Insurance.

\$425

MONTH:

Total up all Boxes:

Notes

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.

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
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: _____

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
	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
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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.

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

Bring her back to her "why" to keep her motivated.

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100), Parties (avg. \$300), & On the Go Selling.
- 2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
- 3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
- 4. Cars
 - 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

See Sharing Page for Details

MONTH: _____

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

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

Notes

New
Consultants

My New Team Members!

My New Team Members!

Notes

2024
April

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 March 31 - April 6, 2024

Sunday, Mar 31	Monday, Apr 1	Tuesday, Apr 2	Wednesday, Apr 3
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>

Weekly Plan Sheet from March 31 - April 6, 2024

Thursday, Apr 4	Friday, Apr 5	Saturday, Apr 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/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of Apr 7 - 13, 2024

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 April 7 - 13, 2024

Sunday, Apr 7	Monday, Apr 8	Tuesday, Apr 9	Wednesday, Apr 10
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>

Weekly Plan Sheet from April 7 - 13, 2024

Thursday, Apr 11	Friday, Apr 12	Saturday, Apr 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

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Color each box with a color that
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Date Night

Mary Kay Time: Meetings,
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BOOKINGS/FACES RESULTS

Booking Held this Week: _____

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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 Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of Apr 14 - 20, 2024

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 April 14 - 20, 2024

Sunday, Apr 14	Monday, Apr 15	Tuesday, Apr 16	Wednesday, Apr 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 April 14 - 20, 2024

Thursday, Apr 18	Friday, Apr 19	Saturday, Apr 20
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
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PLAN YOUR WEEK IN COLOR!
Color each box with a color that
excites you!

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of Apr 21 - 27, 2024

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 April 21 - 27, 2024

Sunday, Apr 21	Monday, Apr 22	Tuesday, Apr 23	Wednesday, Apr 24
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
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Weekly Plan Sheet from April 21 - 27, 2024

Thursday, Apr 25	Friday, Apr 26	Saturday, Apr 27
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
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Faith.....

Family Time

Date Night

Mary Kay Time: Meetings,
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INCOME PRODUCING ACTIVITY
Booking Appointments
Coaching Calls
Team Phone Calls
Facials/Parties/Virtual Events
Customer Follow Up Calls
Sharing the Opportunity

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Notes



MY SUCCESS PLAN

MAY 2024

www.epiclegacy.team

May

Sunday	Monday	Tuesday	Wednesday
			1
5 Cinco De Mayo	6 Nurse Appreciation Day	7 Teacher Appreciation Day	8 Summer 2024 Look Book Begins Mailing
12 Mother's Day Mary Kay Birthday	13	14	15 Summer 2024 All IBC's Can Order
19	20	21	22
26	27 Memorial Day	28	29

2024



June 2024

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

Thursday	Friday	Saturday
2	3	4
9	10 Summer 2024 Early Order Begins for PCP/Stars	11
16 Summer 2024 Official Launch	17	18 Armed Forces Day
23	24	25
30	31	

May
2024
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:
\$ _____

Yearlong Consistency
Challenge!

Jan – June 2024



\$600
\$400
\$250

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:

Page 10

I Need To Profit:

\$

$$\div 40 =$$

My Retail Sales Goal:

\$

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

Ready. Set.
GOAL!

\$

Projected Month Totals:

40% Profit of Goal:

50% Wholesale of Goal:

5% Section 2/ Supplies:

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: \$

Retail Goal \div Average per Facial

= # Faces To Pamper:

Faces to Pamper ÷ 3 quests/party

= # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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

Break your goal into bite size chunks!

Picture of
Your Goal!

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

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies:_____

5% MK Events/PCP:

Orders Placed This Month:

[illegible]

CONSULTANT

MONTHLY

Check Calculator

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

Sales

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

Team Commissions

The Company will directly deposit your
Team Commissions from the previous
month into your account around the
15th of each month. This money comes
out of the Company's profit, not out of
your Team Members profit.

Bonuses

The Company will directly deposit
any Bonuses you earn into your
account in 1-3 days after you have
earned them. This money comes
out of the Company's Profit.

Personal Sales

\$ _____

50% of your Retail Sales

=

New Qualified Team Members

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

New Qualified
Team Members = _____
X \$50

=

Red Jacket Bonus

When you have 3 active Team
Members for the First Time to earn
your Red Jacket, you receive a \$100
Bonus
\$100

=

Personal Team Commission

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

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

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

=

2nd Tier Team Commission

You can earn an additional 5%
Commission on your Personal
Team Member's Personal Team
Members production which is your
2nd Tier Team.

To Qualify you Need:

- 8 Active Team Members **OR**
- 5 Active Team Members and at
least 1 of them is an active Red
(Star Team Bldr, TL, or ETL)
- \$2,000+ in Elite Team
Production (This includes your
Personal Team and their
Personal Team's Production)

**.05 x \$ _____ Your 2nd
Tier Team's Production**

=

Car Cash

If you have earned your car and
are opting to receive cash instead,
you will receive an extra \$425
from the Company added to your
Team Commission that is directly
deposited into your account
around the 15th of the month. If
you have chosen to take the car,
the Company is paying for your
Car Payment, Licensing,
Registration Taxes and the
majority of your Car Insurance.

\$425

MONTH:

Total up all Boxes:

Notes

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.

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
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: _____

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
	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.

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

Bring her back to her "why" to keep her motivated.

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100), Parties (avg. \$300), & On the Go Selling.
- 2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
- 3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
- 4. Cars
 - 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

See Sharing Page for Details

MONTH: _____

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

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

Notes

New
Consultants

My New Team Members!

My New Team Members!

Notes

2024
May

SUNDAY BRAIN DUMP for the week of Apr 28 - May 4, 2024

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 April 28 - May 4, 2024

Sunday, Apr 28	Monday, Apr 29	Tuesday, Apr 30	Wednesday, May 1
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>

Weekly Plan Sheet from April 28 - May 4, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of May 5 - 11, 2024

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 May 5 - 11, 2024

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

Weekly Plan Sheet from May 5 - 11, 2024

Thursday, May 9	Friday, May 10	Saturday, May 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 Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of May 12 - 18, 2024

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 May 12 - 18, 2024

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

Weekly Plan Sheet from May 12 - 18, 2024

Thursday, May 16	Friday, May 17	Saturday, May 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
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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 Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of May 19 - 25, 2024

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 May 19 - 25, 2024

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

Weekly Plan Sheet from May 19 - 25, 2024

Thursday, May 23	Friday, May 24	Saturday, May 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
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God: Devotion, Church, Bible Study,
Faith.....

Family Time

Date Night

Mary Kay Time: Meetings,
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Exercise, Hair, Nails, Coffee with
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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 Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of May 26 - June 1, 2024

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 May 26 - June 1, 2024

Sunday, May 26	Monday, May 27	Tuesday, May 28	Wednesday, May 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 May 26 - June 1, 2024

Thursday, May 30	Friday, May 31	Saturday, June 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

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Date Night

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Coaching Calls
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BOOKINGS/FACES RESULTS

Booking Held this Week: _____

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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 Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Notes



MY SUCCESS PLAN

JUNE 2024

www.epiclegacy.team

June

Sunday	Monday	Tuesday	Wednesday
2	3	4	5
9	10	11	12
16 Father's Day Q1 Star Quarter Begins Fall 2024 PCP Enrollment Begins	17	18	19 Juneteenth
23	24	25	26
30 Last Day of Seminar Year!			

2024



July 2024

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

Thursday	Friday	Saturday
		1
6	7	8
13	14 Flag Day	15 Q4 Star Quarter Ends
20 First Day of Summer	21	22
27	28	29

June
2024
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:
\$ _____

Yearlong Consistency
Challenge!

Jan – June 2024



\$600
\$400
\$250

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:

My Retail Sales Goal:

\$

$$\div .40 =$$

\$

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

Ready. Set.
GOAL!

\$

Projected Month Totals:

40% Profit of Goal: _____

50% Wholesale of Goal: _____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Break It Down:

My Average per Facial: \$ _____

Retail Goal \div Average per Facial

= # Faces To Pamper: _____

Faces to Pamper ÷ 3 guests/party

= # Parties to Hold: _____

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

Halfway There!
I CAN DO IT!

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

Picture of
Your Goal!

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

Month End Actual Totals:

Total Sold: _____

40% Profit: _____

50% Wholesale: _____

5% Section 2/ Supplies:_____

5% MK Events/PCP: _____

Orders Placed This Month:

[illegible]

Totals:

Break your goal into bite size chunks!

CONSULTANT

MONTHLY

Check Calculator

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

Sales

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

Team Commissions

The Company will directly deposit your
Team Commissions from the previous
month into your account around the
15th of each month. This money comes
out of the Company's profit, not out of
your Team Members profit.

Bonuses

The Company will directly deposit
any Bonuses you earn into your
account in 1-3 days after you have
earned them. This money comes
out of the Company's Profit.

Personal Sales

\$ _____

50% of your Retail Sales

=

New Qualified Team Members

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

New Qualified
Team Members = _____
X \$50

=

Red Jacket Bonus

When you have 3 active Team
Members for the First Time to earn
your Red Jacket, you receive a \$100
Bonus
\$100

=

Personal Team Commission

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

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

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

=

2nd Tier Team Commission

You can earn an additional 5%
Commission on your Personal
Team Member's Personal Team
Members production which is your
2nd Tier Team.

To Qualify you Need:

- 8 Active Team Members **OR**
- 5 Active Team Members and at
least 1 of them is an active Red
(Star Team Bldr, TL, or ETL)
- \$2,000+ in Elite Team
Production (This includes your
Personal Team and their
Personal Team's Production)

**.05 x \$ _____ Your 2nd
Tier Team's Production**

=

Car Cash

If you have earned your car and
are opting to receive cash instead,
you will receive an extra \$425
from the Company added to your
Team Commission that is directly
deposited into your account
around the 15th of the month. If
you have chosen to take the car,
the Company is paying for your
Car Payment, Licensing,
Registration Taxes and the
majority of your Car Insurance.

\$425

MONTH:

Total up all Boxes:

Notes

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.

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
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: _____

<u>Date</u>	<u>Income Producing Activities</u>	<u>Total Retail Sales w/o Tax</u>	<u>Sales Needed to Finish Goal</u>
	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							
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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							
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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.

These questions help you to:

Find out who she is.

Understand what brings her joy!

Understand what she is most passionate about

Bring her back to her "why" to keep her motivated.

Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants

You may have one or all of these qualities)

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

6 Reasons People Choose A Mary Kay Business

- 1. Money
 - 50% Profit
 - 2 Avenues of Income: Selling & Sharing
 - Selling via Reorders (consumable), Personal Website, Facials (avg. \$100), Parties (avg. \$300), & On the Go Selling.
- 2. Recognition
 - Prizes weekly, monthly, quarterly & yearly.
 - Many people don't get recognized for a job well done!
 - Praise People to Success!
- 3. Self Esteem & Personal Growth
 - Like a college education in people skills but getting paid while learning.
 - Learn to step out of their comfort zone.
 - Spiritual, Emotional, & Professional Growth
- 4. Cars
 - 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

See Sharing Page for Details

MONTH: _____

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

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

Notes

New
Consultants

My New Team Members!

My New Team Members!

Notes

2024
June

SUNDAY BRAIN DUMP for the week of June 2 - June 8, '24

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

Notes

Weekly Plan Sheet from June 2 - 8, 2024

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

Weekly Plan Sheet from June 2 - 8, 2024

Thursday, June 6	Friday, June 7	Saturday, June 8
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
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<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
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<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of June 9 - 15, 2024

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 June 9 - 15, 2024

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

Weekly Plan Sheet from June 9 - 15, 2024

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

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of June 16 - 22, 2024

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 June 16 - 22, 2024

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

Weekly Plan Sheet from June 16 - 22, 2024

Thursday, June 20	Friday, June 21	Saturday, June 22
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week:

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week:

Amt. Needed to Finish Star:

Unit Stars to Date: _____

SHARING THE OPPORTUNITY
RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

SUNDAY BRAIN DUMP for the week of June 23 - 29, 2024

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 June 23 - 29, 2024

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

Weekly Plan Sheet from June 23 - 29, 2024

Thursday, June 27	Friday, June 28	Saturday, June 29
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>10</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>11</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>12</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>1</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>2</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>3</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>4</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>5</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>6</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>7</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>8</div> <div>:15</div> <div>:30</div> <div>:45</div>
<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>	<div>9</div> <div>:15</div> <div>:30</div> <div>:45</div>

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

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

Family Time

Date Night

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

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

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

BOOKINGS/FACES RESULTS

Booking Held this Week: _____

Bookings Next Week: _____

Faces This Week: _____

PERSONAL SALES RESULTS

Total Sales This Week: _____

40% Profit: _____

TRACKING MY STAR

Wholesale Orders This Week: _____

Amt. Needed to Finish Star: _____

Unit Stars to Date: _____

SHARING THE OPPORTUNITY RESULTS

Personal Sharing Appts: _____

New Personal Team Mbrs: _____

Team Sharing Appts: _____

New Team Members: _____

Notes

Future
Planning

July

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

Notes

- July 1 - Happy New Seminar Year!
- July 4 - Independence Day (All Corp Offices Closed)
- July 17 - Fall 2024 PCP Enrollment Deadline
- July 19 - Holiday 2024 PCP Enrollment Begins
- July 25-28 - Emerald Seminar
- July 26 - Fall 2024 Director Early Order
- July 29-Aug 1 - Diamond Seminar

August

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

Notes

- Aug 2-5 - Ruby Seminar
- Aug 6-9 - Sapphire Seminar
- Aug 9 - Fall 2024 Look Book Begins Mailing
- Aug 10 - Fall 2024 Early Order Begins for PCP/Stars
- Aug 15 - Fall 2024 All IBC's Can Order
- Aug 16 - Fall 2024 Official Product Launch
- Aug 17- Holiday 2024 PCP Enrollment Deadline

September

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

Notes

- Sept 2 - Labor Day
- Sept 2 - Holiday 2024 Look Book Begins Mailing
- Sept 5-11 - Top Director Trip Maui, Hawaii
- Sept 10 - Holiday 2024 Early Order Begins for PCP/Stars
- Sept 11 - Patriot Day
- Sept 13 - Mary Kay Anniversary
- Sept 15 - 1st Qtr Star Ends
- Sept 15 - Holiday 2024 All IBC's Can Order
- Sept 16 - 2nd Qtr Star Begins
- Sept 16 - Holiday 2024 Official Product Launch
- Sept 17 - Winter 2024 PCP Enrollment Begins
- Sept 22 - First Day of Fall

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 14 - Columbus Day
- Oct 16 - Bosses Day
- Oct 17 - Winter 2024 PCP Enrollment Deadline
- Oct 26 - Winter 2024 Director Early Order Begins
- 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 3 - Daylight Savings Time Ends
- Nov 5 - Election Day
- Nov 8 - Winter 2024 Look Book Begins Mailing
- Nov 10 - Winter 2024 Early Order Begins for PCP/Stars
- Nov 11 - Veteran's Day
- Nov 15 - Winter 2024 All IBC's Can Order
- Nov 16 - Winter 2024 Official Product Launch
- Nov 28 - Thanksgiving Day
- Nov 29 - Dec 2 - PINK Weekend

December

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

Notes

- Dec 2 - Cyber Monday
- Dec 15 - 2nd Qtr Star Ends
- Dec 16 - 3rd Qtr Star Begins
- Dec 16 - Spring 2024 PCP Enrollment Begins
- Dec 21 - 1st Day of Winter
- Dec 24 - Christmas Eve
- Dec 25 - Christmas Day
- Dec 25 - Jan 2 - Hanukkah
- Dec 31 - New Year's Eve

July

Sunday	Monday	Tuesday	Wednesday
	1 Happy New Seminar Year!	2	3
7	8	9	10
14	15	16	17 Fall 2024 PCP Enrollment Deadline
21	22	23	24
28	29	30	31
Seminar 2024-Emerald	Seminar 2024-Diamond		

2024



Aug 2024

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

Thursday	Friday	Saturday
4 Independence Day (All Comp Offices Closed)	5	6
11	12	13
18	19 Holiday 2024 PCP Enrollment Begins	20
25	26 Fall 2024 Director Early Order	27
Seminar 2024 Emerald		

August

Sunday	Monday	Tuesday	Wednesday
4	5	6	7
Seminar 2024-Ruby		Seminar 2024-Sapphire	
11	12	13	14
18	19	20	21
25	26	27	28

2024



Sept 2024

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

Thursday	Friday	Saturday
1	2	3
Seminar 2024 -Diamond	Seminar 2024-Ruby	
8	9 Fall 2024 Look Book Begins Mailing	10 Fall 2024 Early Order Begins For PCP/Stars
Seminar 2024-Sapphire		
15 Fall 2024 All IBC's Can Order	16 Fall 2024 Official Product Launch	17 Holiday 2024 PCP Enrollment Deadline
22	23	24
29	30	31

September

Sunday	Monday	Tuesday	Wednesday
1	2 Labor Day Holiday 2024 Look Book Begins Mailing	3	4
8	9	10 Holiday 2024 Early Order Begins for PCP/Stars	11 Patriot Day
Top Director Trip 2024, Maui, Hawaii			
			Top Director Prestige Trip 2024, Kona, Hawaii
15 Q1 Star Quarter Ends Holiday 2024 All IBCs Can Order	16 Q2 Star Quarter Begins Holiday 2024 Official Product Launch Winter 2024 PCP Enrollment Begins	17	18
22 1st Day of Fall	23	24	25
29	30		

2024



Oct 2024

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		

Thursday	Friday	Saturday
5	6	7
Top Director Trip 2024, Maui, Hawaii		
12	13 Mary Kay 61st Anniversary	14
Top Director Prestige Trip 2024, Kona, Hawaii		
19	20	21
26	27	28

Notes

October

Sunday	Monday	Tuesday	Wednesday
		1	2
6	7	8	9
13	14 Columbus Day	15	16 Bosses Day
20	21	22	23
27	28	29	30

2024



November 2024

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

Thursday	Friday	Saturday
3	4	5
10	11	12
17 Winter 2024 PCP Enrollment Deadline	18	19
24	25	26 Winter 2024 Director Early Order Begins
31 Halloween		

November

Sunday	Monday	Tuesday	Wednesday
3 Daylight Savings Time Ends	4	5 Election Day	6
10 Winter 2024 Early Order Begins for PCP/Stars	11 Veteran's Day	12	13
17	18	19	20
24	25	26	27

2024



December 2024

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

Thursday	Friday	Saturday
	1	2
7	8 Winter 2024 Look Book Begins Mailing	9
14	15 Winter 2024 All IBC's Can Order	16 Winter 2024 Official Product Launch
21	22	23
28 Thanksgiving Day	29 PINK FRIDAY	30 SMALL BUSINESS SATURDAY

December

Sunday	Monday	Tuesday	Wednesday
1	2 CYBER MONDAY	3	4
8	9	10	11
15 Q2 Star Quarter Ends	16 Q3 Star Quarter Begins Spring 2025 PCP Enrollment Begins	17	18
22	23	24 Christmas Eve	25 Christmas Day Hanukkah Begins
29	30	31 New Year's Eve	1

2024



January 2025

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

[illegible]

Thursday	Friday	Saturday
5	6	7
12	13	14
19	20	21 1st Day of Winter
26	27	28
2 Hanukkah Ends		

