

JANUARY – JUNE 2024 www.epiclegacy.team

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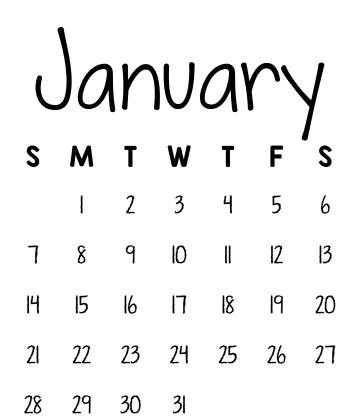
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Notes

Quarter At A Glance





Notes

- Jan I 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

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Notes

Feb 2 - Groundhog Day
Feb 8 - Spring 2024 Look Book Begins Mailing
Feb 10 - Spring 2024 Early Order Begins for PCP/Stars
Febll - 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

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



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Notes



- April I 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

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/S May 12 - Mary Kay Birthday	tars
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	

Notes June 14 - Flag Day

June 15 - Q4 Star Ends June 16 - Father's Day June 16 - QI 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





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

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° \$_____73 = \$_____per month

Take the total amount for each month & multiply by 2 to find out what your total retail sales goal needs to be: \$_____x2 = \$____

Take the total & multiply it by 0.40 to discover what your profit will be each month: \$_____x0.40 = \$_____ (Refer to your monthly goal sheet to

make a plan and track it!!)

NEW TEAM MEMBERS:

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

Total Star Goal: \$_____ MINUS Your Star Goal: \$_____

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

____/ \$600 - ____NQTM (NewQualifiedTeamMember)

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

B	ea	3rd	Qtr	Star!!!	
	3nd ()tn. Daca	mber 1/2 -	Manch 15	

Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified≯ NewTeam 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 II - 17					
Feb 18 - 24					
Feb 25-Mar 2					
Mar 3 - 9					
Mar 10 - 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!!

SAPPHIRE Star, gives you an additional 600 Contest Credit





<u>\$9,600</u>

\$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

<u>\$3,600</u>

\$3,300

\$3,000

\$2,700

\$2,400

\$2,100

\$1,800













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

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:\$_____73 = \$_____per month

Take the total amount for each month & multiply by 2 to find out what your total retail sales goal needs to be: \$____x2 = \$____

Take the total & multiply it by 0.40 to discover what your profit will be each month: \$_____ X0.40 = \$_____ (Refer to your monthly goal sheet to make a plan and track it!!)

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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

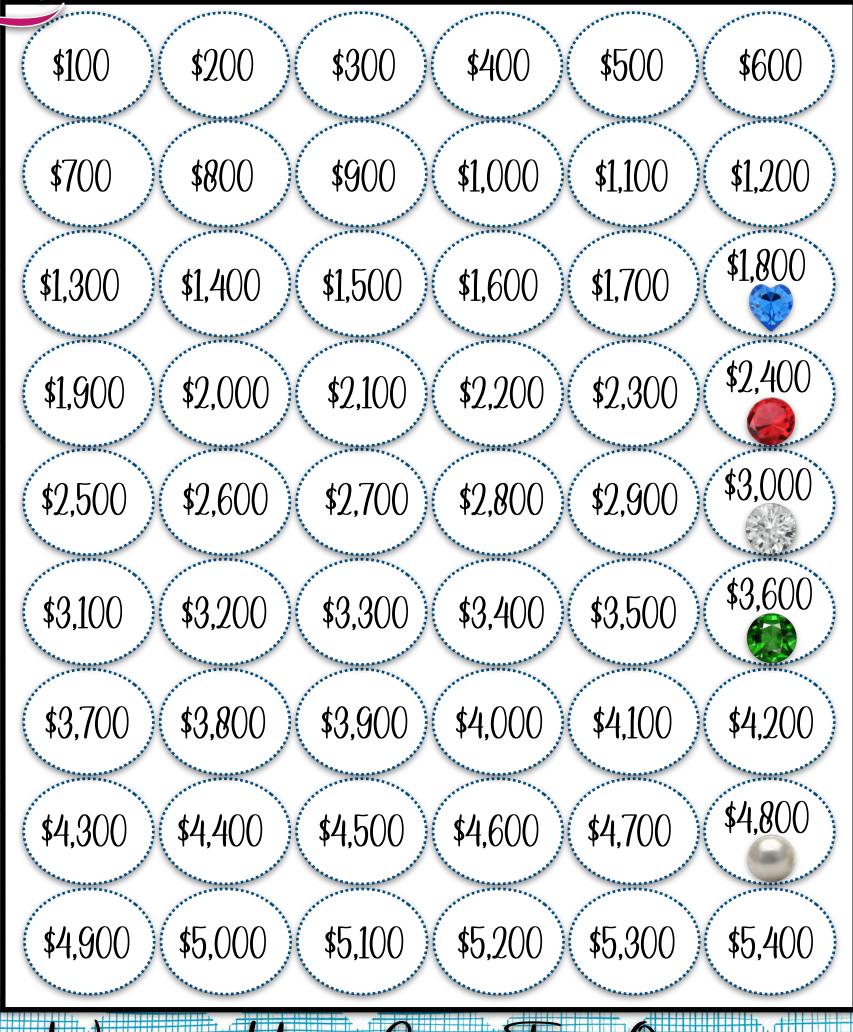
____/ \$600 - ____NQTM (NewQualifiedTeamMember)

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

* * * * * * * * * * * * * * * * * * *	Bec	7 4th 4th Qtr: N	1 Qtr 1arch 16 —	Sta June 15		<u>\$9,600</u> \$9,300 \$9,000 \$8,700	Fear
Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	∗ Qualified⊁ NewTeam Members	Contest Credits	\$8,400 \$8,100	Fearty
Mar 16 Mar 17 - 23 Mar 24 - 30 Mar 31 - Apr 6 Apr 7- 13 Apr 7- 13 Apr 21 - 27 Apr 28-May 4 May 5 - 11 May 12 - 18 May 19 - 25 May 26-Jun 1 June 2- 8						$\frac{\$7,800}{\$7,400}$ $\frac{\$7,400}{\$7,100}$ $\frac{\$6,600}{\$6,300}$ $\frac{\$6,000}{\$5,700}$ $\frac{\$6,000}{\$5,700}$ $\frac{\$5,100}{\$5,100}$ $\frac{\$4,800}{\$4,800}$ $\frac{\$4,800}{\$4,500}$ $\frac{\$4,200}{\$3,900}$ $\frac{\$3,600}{\$3,300}$	
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	erald earl	\$600 \$800 or ma	ore!!	Wholes	sale, fill in a quare!!		

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

Frack Your Way to Star! March 16th Jure 15th



What is Your Goal This Quarter? Color in the Circles as you Track Your Way to Star!



Place Picture of QI 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

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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Divide the above amount by 3:\$_____73 = \$_____per month

Take the total amount for each month & multiply by 2 to find out what your total retail sales goal needs to be: \$____x2 = \$____

Take the total & multiply it by 0.40 to discover what your profit will be each month: \$_____ X0.40 = \$_____ (Refer to your monthly goal sheet to make a plan and track it!!)

NEW TEAM MEMBERS:

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

Total Star Goal: \$_____ MINUS Your Star Goal: \$_____

Take the	at difference & div	ide it by						
\$600 to	calculate how mai	nynew						
qualified	qualified team members you'll want to							
bless th	is quarter!	·						

____7\$600 - ____NQI M (NewQualifiedTeamMember)

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

** *** ** ** ** ** ** ** ** ** **	Be Ist	a IST F Qtr: June	e 16 - Sept	STA ember 15		<u>\$9,600</u> \$9,300 \$9,000 \$8,700
Week Of:	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified≯ NewTeam Members	Contest Credits	\$8,400 \$8,100
Jun 16 - 22						\$7,800
Jun 23 - 29						\$7,400
Jun 30-Jul 6						\$7,100
Jul 7-13						\$6,600
Jul 14 - 20						\$6,300
Jul 21 - 27						<u>\$6,000</u>
Jul 28 - Aug 3						\$5,700 \$5,400
Aug 4 - 10						\$5,100
Aug II - 17						\$3,100 \$4,800
Aug 18 - 24						<u>\$4,500</u>
Aug 25 - 31						\$4,200
Sep I - 7						\$3,900
Sep 8 - 14						\$3,600
•						\$3,300
Sep 15	\$	Ľ	¢	•	_	\$3,000
TOTALS		\$	\$	+	2	\$2,700

★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













\$2,400

\$2,100

\$1,800

\$1,500

\$1,200

\$900

\$600

\$300



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 I - June 30 With every month, fill in the blanks using the example below! If you want to track by coloring in with each order as a visual, use the other side of this sheet

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

Seminar 2023-2024 Personal National Court of Sales

\$20,000 Wholesale (\$40,000 Retail) July I - 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!

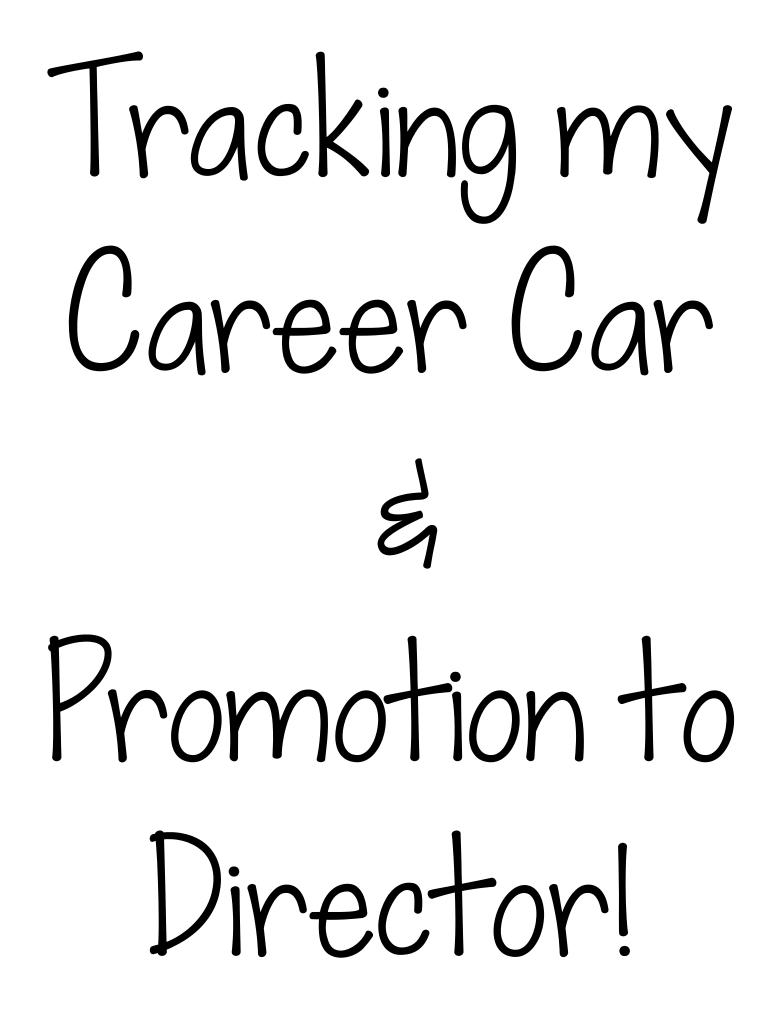


SEMINAR 2023 - 2024 Personal National Court of Sharing

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 I - June 30

	NEW TEAM MEMBER	agmnt. Month	INITIAL QUALIFIED ORDER	INITIAL STAR ORDER	JUL	AUG	SEP	0CT	NOV	DEC	Jan	FEB	Mar	APR	MAY	JUN	comm. Earned
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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	.	TO BE ON TARGET: Must be active in Al, A2 or A3 status
	\$1,500	\$2,000	\$2,500		2. Have 8 or more Personal Active Team Members
	\$3,000	\$3,500	\$4,000		3. You & those 5 do a combined wholesale production of \$6,000 in a calendar month.
	\$4,500	\$5,000	\$5,500	L	t. The above must be met EACH month to remain ON-TARGET!
	\$6,000 You're ON TARGET! Keep Going!!	MONTHS! MOVE ON	GH THIS IN 1,2,3 OR /ER TO THE NEXT P. IUE TRACKING!		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 & to Go On-Target	Ist ORDER	2nd ORDER	3rd ORDER	
Your Personal Orders:				
2				
3				
4				
5				
6				
٦				
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 I 4 months to accomplish the following qualifications: I. \$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 I (Must be a minimum of \$6,000)			Month 3 or Contfrom Month I & 2 (Must be a minimum of \$6,000)			Month 4 or Contfrom Month 1,2 & 3 (Must be a minimum of \$6,000)			
\$6,5	500	\$7,000	\$11,500	\$12,000	\$12,000		,500	\$17,500	
\$7,5	500	\$8,000	\$12,500	\$13,000	\$13,000		000	\$19,000	
\$8,5	500	\$9,000	\$13,500	\$14,000)	\$20,000		\$21,000	
\$9, <u>5</u>	500	\$10,000	\$14,500	\$15,000	\$15,000		,000	\$23,000	
\$10,!	500	\$11,000	\$15,500	\$16,000	\$16,000		,000	\$25,000	
Endof	[:] Month 2 Total:		End of Month Tota			\$26	,000		
#		Team Member n must be ACTIVE (the r is rovd. & the following 2	month their \$225+	lst Month Order Totals		Month r Totals	3rd Mont Order Tota		
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16									
17									
18									
		Tea	am Production:						
	Your P	ersonal Productio	on Each Month:						
		Total	for the MONTH:						

Grand Achieven Tracken

Independent Beauty Consultant

We Did (tt!

'Half Way!

CHEVR

\$26,000 Qualifications \$23,000 18 active personal team members • \$26,000 combined personal/team wholesale \$20,000 Section 1 sales volume \$20,000 minimum team wholesale Section 1 \$18,000 sales volume Max Co-op Lease/Cash Compensation \$425 per \$16,000 month \$14,000 On Target \$12,000 8 or more active personal team members \$10,000 \$6,000 combined personal/team wholesale Section 1 sales volume in a calendar month \$8,000 Must be an Active Consultant Requirements must be met each month to \$6,000 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!
斧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 Senior Beauty Consultant with I-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!



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!

Ray Ray	liate	in Red		
R	ed Jacks	et Career Path		
STAR TEAN	1 BUILDER	3-4 Active Personal Team Members		
	DER	5-7 Active Personal Team Members		
ELITE TEAT	M LEADER	8+ Active Personal Team Members OR 5 Acttive Team Members, 1 of them must be an active personal Rea	l Jacket 🐌	
	NEW CONSU	LTANT	ACTIVE	GREAT
Lillaich Dod Jacket	<u> </u>			
Which Red Jacket will you choose?	2			
(A)	3			
	4			
	5			
	6			
	7			
	8			
	9			
Shani's Office			A A A A A A A A A A A A A A A A A A A	

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!!!!









DIQRequirements

★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).	lst 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				
٦				
8	Elite Team Member (4%,9% or 13% Love Check) Submit for DIQ!			
9				
Ю				
11				
12				
13				
14				
15				
16				
П				
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
	Happy New Year!	2	3
7	8	9	10
]4	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 Wo	rth, TX (Diamond/Sapphire)	
28	29	30	31

		2024	
Thursday	Friday	Saturday	Feb 2024
4	5	6	S M T W T F S I I I I I I I I H 5 6 7 8 9 IO II I2 I3 IH I5 I6 I7
11	I2	13	18 19 20 21 22 23 24 25 26 27 28 29
18	19	20 Pular Canada)	
Leadership 2	024, Ft.Worth, TX (Emerald,	kudy, canada)	
25	26 Spring 2024 Dir Early Order	27	



	TEAM PROD	UCTION GOAL: \$
DATE:		TEAM WHOLESALE PRODUCTION
5TH		
10TH		
15TH		
20TH		
25TH		
30TH		

FINISHED WITH:

Personal & Unit Goals

Mary Kay Custor	her Service:
1-800-272-9333	

QUALIFIED

End of Month.

3rd Team Member = Bronze Medal

4th New Team Member = Silver Medal

5th New Team Member = Gold Medal

Star Goal:	Total on the lst:	Total:
Court of Personal Sales YTD:	YTD on the lst:	YTD Total:
Court of Personal Sharing:	# of Qualified on lst:	# Qualified Total:
Car Production:	On the lst:	On the last Day:
Team Member Goal:	# of Team Members on 1st:	# of Team Members:

Beginning of Month

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
		40 = \$
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Total 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Average per Facial: \$ Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT!		Track Your Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales!
Halfway There!	Picture of Your Goal!	\$1,200 \$850 every month = On Target for Princess Court of Sales!
		\$600 S600 every month = On Target Star Consultant! \$225
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	
	Month End Actual Tota	ls: Orders Placed This Month:
Brie	goal 5% Section 2/ Supplies: te 5% MK Events/PCP:	
	0001	Total:

MONTHLY

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

Sales

Team Commissions

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.

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

=

MONTH:

1-2 Active Personal Team Member's Total Team Production x 4%

Personal Team Commission

- 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.

Total up all Boxes:

=

Bonuses

Check Calculator

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.

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

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.

Date	Income Producing Activities	<u>Total Retail Sales w/o Tax</u>	Sales Needed to Finish Goal
		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		=	_
		=	=
Ц		+	_
		=	=
5		+	-
		=	=
6		+	_
		=	=
7		+	_
		=	=
8		+	_
		=	=
9		+	_
		=	=
10		+	_
		=	=
		+	_
		=	=
12		+	_
		=	=
13		+	_
		=	=
14		+	_
		=	=
15		+	_
		=	=

Month of _____

Personal Retail Sales Monthly Goal:

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

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

	Appt Date	Client Name & Phone #	* of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
I							
2							
3							
4							
5							
6							
7							
8							
9							
10							
 2							
12							
19							
15							
16							
П							
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							
59							
60							



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.

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

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

<u>These questions help you to:</u> Find out who she is. Understand what brings her joy! Understand what she is most passionate about Bring her back to her "why" to keep her motivated. Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants You may have one or all of these qualities)

6 Reasons People Choose A Mary Kay Business

- I. 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.

• I. 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

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

Date	Name	Date	Name
	ł		
	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!

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

My New Team Members!

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

Notes



 SUNDAY BRAIN DUMP for the week of Dec 31 - Jan 6, '24 This is a master to do list! List everything on your mind, emails to send, errands to do, etc Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do
lists.

Notes

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

Sunday, Dec 31	Monday, Jan I	Tuesday, Jan 2	Wednesday, Jan 3
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
^{,45} 7	:45 7	⁴⁴⁵	:45 7
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
8	8	8	8
:15 :30	:15 :30	:15 .30	:15 :30
:45	:45	:45	:45
9 :15	9 :15	9 :15	9 :15
:30	:30	:30	:30
^{:45} 10	:45	:45 10	:45
:15	:15	:15	:15
:30 :45	:30	30 35	30
11	11	11	11
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
12	12	12	12
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1:15
:30	:30	:30	:30
^{:45} 2	^{.45} 2	^{.45} 2	^{.45} 2
:15	:15	:15	:15
:30 :45	:30 :45	-30 -45	:30 :45
3	3	3	3
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
:30	:30	:30	:30
^{:45} 5	:45 5	5	5
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
6	6	6	6
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
7 :15	7 :15	7	7 :15
:30	:15 :30	:15 :30	:15
:45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
^{:45} 9	⁴⁵ 9	45 9	.45 9
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
:45	:45	:45	:45

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

Thursday, Jan 4	Friday, Jan 5	Saturday, Jan 6
	6	6
5	:15 :30	:15
	:45	:45
	7	7
	:15	:15
	:30 :45	:30
	8	8
	:15	:15
	:30	:30
	:45	:45
	9	9
	:15 :30	:15 :30
	:45	:45
	10	10
	:15	:15
	30	:30
	^{:45} 11	^{:45} 11
	11 :16	:15
	:30	:30
	:45	:45
	12	12
	:15 :30	:15 :30
	:45	:45
	1	1
	:15	:15
	:30	:30
	:45	:45
	2 :15	2 :15
	100 300	:10
	:45	:45
	3	3
	:15	:15
	:30	:30
	.45 4	:45 4
	:15	:15
		:30
	:45	:45
	5	5
	:15 :30	:15 :30
	·45	:45
	6	6
	:15	:15
		:30
	·45	·45 7
	7	7
	30	:30
	:45	:45
	8	8
	:15	:15
	:30 :45	:30 :45
	9 9	9
	:15	:15
	:30	:30
	: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:

I. 2.	SUNDAY BRAIN DUMP for the week of Jan 7 - Jan 13, '24 This is a master to do list! List everything on your mind, emails to send, errands to do, etc Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it!
	Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes

Weekly Plan Sheet from January 7 - 13, 2024

Sunday, Jan 7	Monday, Jan 8	Tuesday, Jan 9	Wednesday, Jan 10
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
^{:45} 7	345 7	⁴⁵ 7	^{:45} 7
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
^{:45} 9	³⁴⁵ 9	⁴⁵ 9	:45 9
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
10	10		10
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45 11	.45 11	³⁴⁵ 11
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
12	12		12
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1 :15	1 :15	1:15	1 :15
:30	:30	:30	:30
·45 2	³⁴⁵ 2	⁴⁵ 2	^{.45} 2
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
3 :15	3	3 :15	3
:30	:30	:30	:30
:45	.45 4	:45 4	4
•• :15	* :15	* :15	* :15
:30 :45	:30 :45	:30 :45	:30 :45
5	5	5	5
:15 :30	:15 :30	:15 :30	:15 :30
:45	x45	:45	:45
6 :15	6 :15	6 :15	6 :15
-30	:30	:30	:30
:45 7	³⁴⁵ 7	⁴⁵ 7	³⁴⁵ 7
:15	:15	:15 :19	:15
-30 :45	30	.30 .45	30
8	8	8	8
-30	:30	:30	:30
·45 9	.45 9	:45 9	:45 9
9 :15	י נו5	ສ :15	:15
:30	:30 :45	:30 :45	:30 :45

Weekly Plan Sheet from January 7 - 13, 2024

excites you! God: Devotion, Church, Bible Study, Thursday, Jan II Saturday, Jan 13 Friday, Jan 12 Faith..... Family Time 6 :15 :15 Date Night :30 :45 Mary Kay Time: Meetings, 15 Networking, Training, etc. Exercise, Hair, Nails, Coffee with :15 Friends, etc.... :45 INCOME PRODUCING ACTIVITY **Booking Appointments** Coaching Calls Team Phone Calls 10 10 10 Facials/Parties/Virtual Events :15 :15 Customer Follow Up Calls :30 Sharing the Opportunity :45 11 11 11 :15 **BOOKINGS/FACES RESULTS** # Booking Held this Week:_ 12 12 12 :15 :30 # Bookings Next Week: # Faces This Week: PERSONAL SALES RESULTS Total Sales This Week: 3 :15 40% Profit: :45 TRACKING MY STAR :15 Wholesale Orders This Week: Amt. Needed to Finish Star: Unit Stars to Date: :45 SHARING THE OPPORTUNITY RESULTS :45 :45 :45 Personal Sharing Appts: -8 8 :15 :15 New Personal Team Mbrs:_ :45 :45 Team Sharing Appts: :15 :15 New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

SUNDAY BRAIN DUMP for the week of Jan 14 - Jan 20, '24 I. 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
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
.45 7	7	:45	:45 7
:15	:15	:15	:15
.30 .45	:30 :45	:30 :45	:30 :45
8	8	8	8
:15	:15	:15	:15
:30 :45	:30 :45	.30 	:30 :45
9	9	9	9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
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:30	:30	:30	:30
.45 11	·45 11	³⁴⁵ 11	.45 11
11 .15	11 .15	11 :15	:15
:30	30	:30	:30
^{:45} 12	:45 12	.45 12	³⁴⁵ 12
:15	:15	:15	:15
-30 -45	:30	:30 :45	:30 :45
1	1	1	1
:15	:15 :30	:15 :30	:15
-45	45	:45	:45
2	2	2	2
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
3 :15	3 :15	3 :15	3 :15
:30	:30	:30	:30
·45 4	45	45	45
- :15	- :15	:15	:15
.30 .45	:30 :45	:30 :45	:30
5	5	5	5
:15	:15	:15 -20	:15 -an
.30 .45	:30 :45	.30 :45	:30 :45
6	6	6	6
:15 :30	:15 :30	:15 :30	:15 :30
45	:45	:45	:45
7 :15	7 :15	7 :15	7:15
.30	:30	30	:30
45	:45 e	345 9	.45 Q
8 :15	8 :15	8 :15	8 :15
.30	:30	:30	:30
⁻⁴⁵ 9	:45 9	9 9	^{.45} 9
:15	:15	:15	:15
.30 .45	:30 :45	:30 :45	:30 :45

Weekly Plan Sheet from January 14 - 20, 2024

VEEKIY FINITSPICELITUM UNITUM YTT ZU, ZUZT		excites you!	
Thursday, Jan 18	Friday, Jan 19	Saturday, Jan 20	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15 :30	7 :15 :30	7 :15 :30	Mary Kay Time: Meetings, Networking, Training, etc.
8 :15 :30	:45 8 :15 :30	30 ³⁴⁵ 30	Exercise, Hair, Nails, Coffee with Friends, etc
.45 9 :15 :30 :45 10 :15 :30 :45 11	30 45 10 30 45 10 15 30 145 10 11	:45 9 :15 :30 :45 10 :15 :30 :45 11	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
:15 :30 :45 12 :15 :30	:15 :30 :45 12 :15 :30	115 130 145 12 15 130	BOOKINGS/FACES RESULTS # Booking Held this Week: # Bookings Next Week:
:45 1 :15	:45 1 :15	:45 1 :15	# Faces This Week:
.30 .45 2 .15 .30 .45	30 45 2 :15 :30 :45	30 345 2 30 30 30 30 30 30	PERSONAL SALES RESULTS Total Sales This Week:
3 :15 :30	3 :15 :30	3 :15 :30	40% Profit:
-45 4 -15 -30 -45	:45 4 :15 :30 :45	:45 4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	6 :15 :30	6 :15 :30	Unit Stars to Date:
7 :15 :30	'45 7 :15 :30	7 15 :30 :30	SHARING THE OPPORTUNITY RESULTS
:45 8 :15	:45 8 :15	:45 8 :15	Personal Sharing Appts:
30 35 9	30 345 9	30 345 9	New Personal Team Mbrs:
:15 :30 :45	:15 :30 :45	:15 :30 :45	Team Sharing Appts: New Team Members:

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

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

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Weekly Plan Sheet from January 21 - 27, 2024

WEEKIY FIMIT SPICEL	HUM UNITUNI Y 2		excites you!
Thursday, Jan 25	Friday, Jan 26	Saturday, Jan 27	God: Devotion, Church, Bible Study Faith
6	6	6	Family Time
:15 :30	:15 :30	:15 :30	Date Night
:45	:45	·45	
/ :15	/ :15	:15	Mary Kay Time: Meetings,
:30 :45	:30 :45	·30 ·45	Networking, Training, etc.
8	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
.10	:30	.30	Friends, etc
.45	:45 9	·45 9	INCOME PRODUCING ACTIVI
:15	:15	:15	Booking Appointments
:30 :45	:30 :45	:30 :45	Coaching Calls Team Phone Calls
10	10	10	Facials/Parties/Virtual Events
:15 :30	:15 :30	:15 :30	Customer Follow Up Calls
:45	:45	:45	Sharing the Opportunity
11 :15	11 :15	11 :15	
:30	:30	-30 -45	BOOKINGS/FACES RESULTS
12	12	12	# Booking Held this Week:
:15	:15	:15	" Deckinge Nort (Heck
:45	:45	:45	# Bookings Next Week:
1 .:15	1:15	1:15	# Faces This Week:
:30	:30	:30	
·45 2	:45	·45	PERSONAL SALES RESULTS
-	:15	:15	Total Sales This Week:
:30 :45	:30 :45	:30 :45	
3	3	3	
.15 .30	:15 :30	:15 .30	40% Profit:
:45	:45	.45	- TRACKING MY STAR
4 :15	4 :15	4 :15	
:30	30	.30	Wholesale Orders This Week:
⁻⁴⁵ 5	⁴⁵ 5	·45 5	-
:15	:15	:15	Amt. Needed to Finish Star:
.30	:45	:45	
6 :15	6 :15	6 :15	Unit Store to Data:
:30	:30	:30	Unit Stars to Date:
:45 7	³⁴⁵	·45	
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS
.30	:30	.30	RESULTS
8	8	8	Personal Sharing Appts:
:15 :30	:15 :30	:15	New Personal Team Mbrs:
:45	:45	:45	Thew Personal Team Provisi
9 :15	9 :15	9 :15	Team Sharing Appts:
	:30	:30	New Team Members:
:45	:45	:45	New Ieam Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

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

- I. 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.

lists.	

Notes

Weekly Plan Sheet from January 28 - February 3, 2024

Sunday, Jan 28	Monday, Jan 29	Tuesday, Jan 30	Wednesday, Jan 31
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
.so :45	45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	30	:30	:30
:45		:45	:45
8	:15	8	8
:15		:15	:15
:30	30	:30	:30
^{.45}	:45	.45	^{.45}
9	9	9	9
:15 :30	:15	:15	:15
.45	:45	:45	:45
10	10	10	10
ះ15	:15	:15	:15
:30	:30	:30	:30
: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	³⁴⁵
2	2	2	2
:15	:15	:15	:15
:30		:30	:30
:45	:45	365 •	345 •
3	3	3	3
:15	:15	:15	:15
:45	:30	:30	:30
	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:30	30	:30	:30
^{.45}	:45	345	³⁴⁵
5	5	5	5
:15	:15	:15	:15
:45	45	.45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
: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	
9	9	9	9
:15	:15	:15	:15
:30	30	:30	:30 .45
.45	:45	:45	:45

Weekly Plan Sheet from Jan 28 - Feb 3, 2024

WEEKIY FINIT STIEL		CD J, ZDZ I	excites you!
Thursday, Feb I	Friday, Feb 2	Saturday, Feb 3	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:16 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15	7 :15	7 :15	Mary Kay Time: Meetings,
30	30 .46	:30 	Networking, Training, etc.
8	^{:45} 8	8	 Exercise, Hair, Nails, Coffee with
:15 :30	:15 :30	:15 :30	Friends, etc
:45	:45	:45	INCOME PRODUCING ACTIVITY
:15	9 :15	:15	Booking Appointments
:30 :45	-30 -45	:30	Coaching Calls
10	10	10	_ Team Phone Calls Facials/Parties/Virtual Events
:15 :30	:15 :30	:15 :30	Customer Follow Up Calls
:45	:45	:45	Sharing the Opportunity
11 :15	11 :15	11 :15	
:30	:30	:30	BOOKINGS/FACES RESULTS
^{:45} 12	^{:45} 12	12	# Booking Held this Week:
:15	:15	:15	
:30 :45	:30 :45	:30 :45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15 :30	:15 :30	:15 :30	
:45	:45	:45	PERSONAL SALES RESULTS
2 :15	2 :15	2 :15	Total Sales This Week:
:30	-30 	:30 	
3	^{:45} 3	3	-
:15	:15	:15	40% Profit:
:45	:45	:50	
4	4	4	- TRACKING MY STAR
:30	:30	:30	Wholesale Orders This Week:
:45	:45	:45 E	
:15	:15	:15	Amt. Needed to Finish Star:
30	30	:30	
6	6	6	-
:15	:15	:15	Unit Stars to Date:
:45	:45	:45	
7	7	7	SHARING THE OPPORTUNITY
-30	-30	:30	RESULTS
:45	:45 8	:45	Personal Sharing Appts:
:15	• :15	0 :15	
:30	-30 -45	:30	New Personal Team Mbrs:
9	9	9	– Team Sharing Appts:
:15	:15 :30	:15	ream Sharing Apples:
:45	:45	-00 -45	New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

Notes



MY SUCCESS PLAN February 2024

February

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



Thursday	Foidor	Caturday							
Thursday	Friday	Saturday	Μ	0	RC	h	2	02	14
1	2 Groundhog Day	3	5	Μ	Τ	W	Τ	F	5
								8	2
			3	4	5	6	7	8	9
			10		12	13	14	15	16
8 Spring 2024 Look Book	9	10 Spring 2024 Early Order	17	18	19	20	21	22	23
Begins Mailing		for PCP/Stars Begins	24	25	26	27	28	29	30
			31		R T	ſ			
					\mathbb{N}	ote	29)	
15 Spring 2024 All IBC's Can Order	16 Spring 2024 Official Product Launch	17							
Under	rioquel Launen								
22	23	24							
29									



TEAM PRODUCTION GOAL: \$

Personal & Unit Goals

DATE:	TEAM WHOLESALE PRODUCTION
5TH	
IOTH	
I5TH	
20TH	
25TH	
30TH	
FINISHED WITH:	

5th New Team Member = Gold Medal Mary Kay Customer Service:

QUALIFIED

End of Month.

3rd Team Member = Bronze Medal

1-800-272-9333

4th New Team Member = Silver Medal

Star Goal:	Total on the lst:	Total:
Court of Personal Sales YTD:	YTD on the lst:	YTD Total:
Court of Personal Sharing:	# of Qualified on lst:	# Qualified Total:
Car Production:	On the lst:	On the last Day:
Team Member [,] Goal:	# of Team Members on 1st:	# of Team Members:

Beginning of Month

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
		40 = \$
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Total 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Average per Facial: \$ Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT!		Track Your Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales!
Halfway There!	Picture of Your Goal!	\$1,200 \$850 every month = On Target for Princess Court of Sales!
		\$600 S600 every month = On Target Star Consultant! \$225
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	
	Month End Actual Tota	ls: Orders Placed This Month:
Brie	goal 5% Section 2/ Supplies: te 5% MK Events/PCP:	
	0001	Total:

MONTHLY

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

Sales

Team Commissions

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.

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

MONTH:

1-2 Active Personal Team Member's Total Team Production x 4%

Personal Team Commission

- 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**)

Total up all Boxes:

=

Bonuses

Check Calculator

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.

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

Your 2nd .05 x \$ **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

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.

Date	Income Producing Activities	<u>Total Retail Sales w/o Tax</u>	Sales Needed to Finish Goal
		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		=	_
		=	=
Ц		+	_
		=	=
5		+	_
		=	=
6		+	_
		=	=
7		+	_
		=	=
8		+	_
		=	=
9		+	_
		=	=
10		+	_
		=	=
		+	_
		=	=
12		+	_
		=	=
13		+	_
		=	=
14		+	_
		=	=
15		+	_
		=	=

Month of _____

Personal Retail Sales Monthly Goal:

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

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

	Appt Date	Client Name & Phone #	* of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
I							
2							
3							
4							
5							
6							
7							
8							
9							
10							
 2							
12							
19							
15							
16							
П							
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							
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53							
54							
55							
56							
57							
58 59							
59							
60							



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.

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

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

<u>These questions help you to:</u> Find out who she is. Understand what brings her joy! Understand what she is most passionate about Bring her back to her "why" to keep her motivated. Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants You may have one or all of these qualities)

6 Reasons People Choose A Mary Kay Business

- I. 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.

• I. 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

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

Date	Name	Date	Name
	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!

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

My New Team Members!

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

Notes



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

- I. 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.

lists.			

Notes

Weekly Plan Sheet from February 4 - February 10, 2024

Sunday, Feb 4	Monday, Feb 5	Tuesday, Feb 6	Wednesday, Feb 7
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
^{:45} 7	:45 7	^{:45}	^{:45} 7
:15	:15	:15	:15
:30 :45	:30 :45	30 45	.30 .45
8	8	8	8
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
9	9	9	9
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
10 :15	10	10	10
:15 :30	:15 	:15 :30	:15 :30
:45	:45	:45	:45
11 :15	11 :15	11 :15	11 :15
:30	:30	:30	:30
:45 12	:45 12	^{:45} 12	:45 12
12 :15	12	12 :15	:15
-30	30	:30	:30
^{.45} 1	¹⁴⁵	⁴⁵	1
:15	:15	:15	:15
:30	:30 :45	-30 -45	:30 :45
2	2	2	2
:15	:15	:15	:15
:30 :45	:30 :45	-30 -45	.30 .45
3	3	3	3
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
:10	105 130	:30	30
:45	:45	:45	:45
5 :15	5 :15	5 :15	5 :15
:30	:30	:30	:30
:45	:45 6	^{:45}	:45 6
:15	:15	:15	:15
:30	:30 	:30	:30
¹⁴⁵ 7	^{:45} 7	⁴⁵ 7	45 7
:15	:15	:15	:15
:30 :45	:30 :45	-30 -45	:30 :45
8	8	8	8
:15	:15 :an	:15	:15
:45	30 :45	:30 :45	:30 :45
9	9	9	9
:15 :30	:15 .30	:15 :30	:15 :30
:45	:45	:45	:45

Weekly Plan Sheet from February 4 - February 10, 2024

Thursday, Feb 8	Friday, Feb 9	Saturday, Feb 10	God: Devo Faith
6	6	6	Family Time
:15	115	:15	Data Niahi
-30	30	:30	Date Night
⁴⁴⁵ 7	45	:45	
:15	115	:15	Mary Kay
:30	:30	:30	Networkin
¹⁴⁵ 8	45 8	·45 8	
:15	115	:15	Exercise, H
-30	-30	:30	Friends, et
¹⁴⁵ 9	45 9	:45 9	INCOME
3 :15	3 :15	3 :15	Booking A
:30	:30	:30	Coaching
:45	:45	:45	Team Pho
10 :15	10	10 :15	Facials/Pa
:30	:30	:30	Customer
:45	:45	:45	Sharing th
11	11	11 :15	
30	30	:30	BOOKING
:45	:45	:45	
12	12	12	# Booking
:15	:15 :30	:15 :30	# Pooking
:45	:45	:45	# Bookings
1	1	1	# Faces Th
:15 :30	:15	:15 :30	
:45	-50 :45	:45	DEDSON
2	2	2	PERSON
:15	:15	:15	Total Sale
:30 :45	30	:30	
3	3	3	
:15	:15	:15	40% Pro
:30 :45	30 .45	:30 :45	
4	4	4	TRACKI
:15	:15	:15	
:30	:30	:30	Wholesal
^{:45} 5	45	^{:45} 5	-
:15	:15	:15	Amt. Nee
:30	:30	:30	
⁻⁴⁵ 6	·45 6	·45 6	
:15	:15	:15	Unit Star
-30	:30	:30	
:45	:45	:45	
7 :15	7 15	7 :15	SHARING
:30	:30	:30	RESULTS
:45	45	:45	Personals
8 .:15	8	8:15	Personal
:30	30	:30	New Pers
:45	:45	:45	
9	9	9	Team Sha
:15 :30	:15 :30	:15 :30	
:45	:45	:45	New Team

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

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

amily Time

1 Yary Kay Time: Meetings, Vetworking, Training, etc.

Exercise, Hair, Nails, Coffee with -riends, etc....

NCOME 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

Nholesale Orders This Week:

Amt. Needed to Finish Star:

Jnit 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 II - 17, 2024

- I. 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.

1515.		

Notes		

Weekly Plan Sheet from February II - February 17, 2024

Sunday, Feb II	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	1:15		:15
.30	:30	:30	:30
:45	·45	345	:45
8	8	8	8
:15	:15	:15	:15
:30		:30	:30
:45	:45	:45 -	:45
9	9	9	9
:15	:15	:15	:15
:30	30	:30	:30
	45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	30	:30	:30
^{:45}	⁴⁵	³⁴⁵	.45
11	11	11	11
:15 :30	30	:15	:15 :30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30 :45	30	:30	:30
1	1	1	1
:15	:15	:15	:15
:30		:30	:30
^{.45}	.45	³⁴⁵ 2	³⁴⁵
2	2		2
:15	30	:15	:15
:45	.45	:45	:45
3	3	3	3
:15	.15	:15	:15
:30	30	:30	:30
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	45	345	: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 .45	:30 :45	:30
^{.45} 7	7	7	7
:15	.15	:15	:15
:30	.30	:30	:30
.45 8	·45 8	8	8
:15	0	•	0
	:15	:15	:15
:30	-30	:30	:30
:45	145	:45	:45
9	9	9	9
:15	115	:15	:15
:30	30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from Feb II - Feb IT, 2024

WEEKIY FINITSPIECE			excites you!
Thursday, Feb 15	Friday, Feb 16	Saturday, Feb 17	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15	7 :15	7 :15	Mary Kay Time: Meetings,
.30 .45	:30 :45	:30 :45	Networking, Training, etc.
8 :15 :30	8 :15 :30	8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:45 9	·45 9	:45 9	INCOME PRODUCING ACTIVITY
:15 :30	:15 :30	:15 :30	Booking Appointments Coaching Calls
:45	:45	:45	Team Phone Calls
10 :15	10 :15	10 :15	Facials/Parties/Virtual Events
-30	30	:30	Customer Follow Up Calls Sharing the Opportunity
11	11	11	
:15 :30	:15 :30	:15 :30	BOOKINGS/FACES RESULTS
:45	:45	:45	
12 :15	12 :15	12 :15	# Booking Held this Week:
.30	30	:30	# Bookings Next Week:
:45	:45	:45	
1 :15	1 :15	1 :15	# Faces This Week:
:30	30	:30 	
2	⁴⁰ 2	2	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week:
.30 .45	:30 :45	:30 :45	
3	3	3	
:15	:15 :30	:15	40% Profit:
:45	:45	:45	
4	4	:15	TRACKING MY STAR
30	30	:30	Wholesale Orders This Week:
:45	:45	:45	
5 :15	5 :15	5 :15	Amt. Needed to Finish Star:
:30	:30	:30	
45	·45 6	· 45	
:15	r15	:15	Unit Stars to Date:
.30	30	:30	
7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS
:45	^{:30} :45	:30 :45	
8	8	8	Personal Sharing Appts:
:15 :30	:15	:15	New Democral T Man
-30	:45	:45	New Personal Team Mbrs:
9	9	9	Team Sharing Appts:
:15 :30	:15 :30	:15 :30	
:45	:45	:45	New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

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

- I. 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.

IS 15.	

Notes		

Weekly Plan Sheet from February 18 - February 24, 2024

Sunday, Feb 18	Monday, Feb 19	Tuesday, Feb 20	Wednesday, Feb 21
6 :15	6 :15	6 :15	6 ::15
:30	:45	.30 .45	:30 :45
7	7	7	7
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
^{:45} 9	^{.45} 9	9 9	.45 9
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45 11	.45 11	^{.45} 11	¹⁴⁵
:15	:15	:15	:15
:30 :45	:30	30	:30 :45
12	12	12	12
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1 :15
:30	:30	:30	:30
^{:45} 2	:45 2	:45	:45 2
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
3	3	3	3
:15 :30	:15 :30	:15 .30	:15 :30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
:30	:30	:30	:30
^{:45} 5	³⁴⁵ 5	⁴⁵ 5	³⁴⁵ 5
:15	:15	:15	:15
:30 :45	:30 :45	.30 .45	:30 :45
6	6	6	6
:15 :30	:15 :30	:15 :30	:15 :30
:45	³⁴⁵ 7	:45 7	x45 7
7 :15	7 :15	7 :15	7 :15
:30	:45	:30	:30
8	8	8	8
:15	:15	:15	:15
:45	:45	:45	:45
9 :15	9 :15	9 :15	9 :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	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15	:15	:15	Date Night
:30 :45	30 45	:30 :45	
7	7	7	
:15 :30	:15	:15 :30	Mary Kay Time: Meetings, Networking, Training, etc.
:45	-45	:45	
8 :15	8	8	Exercise, Hair, Nails, Coffee with
:30	.30	:30	Friends, etc
:45	.45	:45	INCOME PRODUCING ACTIVITY
9 :15	9 :15	9 :15	Booking Appointments
:30	:30	:30	Coaching Calls
^{:45} 10	·45 10	:45 10	Team Phone Calls
:15	:15	:15	Facials/Parties/Virtual Events
:30 :45	.30 .45	:30	Customer Follow Up Calls Sharing the Opportunity
11	²⁴⁵ 11	¹⁴⁵ 11	
:15	:15	:15	BOOKINGS/FACES RESULTS
:30 :45	30 45	:30 :45	
12	12	12	# Booking Held this Week:
:15	:15	:15 -30	
:45	.45	:45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15	:15 :30	
:45	45	:45	PERSONAL SALES RESULTS
2	2	2	
:30	.30	:30	Total Sales This Week:
:45	.45	:45	
3 :15	3	3 :15	40% Profit:
:30	-30	:30	
:45	:45	:45	TRACKING MY STAR
:15	** :15	• :15	
.30	30	.30	Wholesale Orders This Week:
¹⁴⁵ 5	⁻⁴⁵ 5	5	-
:15	15 15	:15	Amt. Needed to Finish Star:
:30	.30	:30	
6	6	6	
:15	:15	:15	Unit Stars to Date:
:30 :45	:30 :45	:45	
7	7	7	SHARING THE OPPORTUNITY
:15	.15	:15	RESULTS
:45	:45	:45	
8	8	8	Personal Sharing Appts:
:15 :30	.15 .30	:15 	New Personal Team Mbrs:
:45	:45	:45	
9 :15	9	9	Team Sharing Appts:
	1		
:30	:30	:30	New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

SUNDAY BRAIN DUMP for the week of Feb 25 - Mar 2, 2024				
I. 2.	This is a master to do list! List everything on your mind, emails to send, errands to do, etc Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it!			
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
6 :15	6 :15	6 :15	6 :15
:30	30	:30 	:30
^{:45} 7	·45 7	·45 7	.45 7
:15	-15	:15 :30	:15 :30
:45	.45	:45	:45
8 :15	8	8 :15	8
:30	:30	:30	:30
^{:45} 9	^{:45} 9	9	:45 9
:15	.15	:15	:15
:30 :45	-30 -45	:30 :45	.30 .45
10	10	10	10
:15	:15	:15 :30	:15 :30
:45	45	.45 11	.45 11
11	11	11 :15	:15
:30 :45	.30 .45	:30 :45	:30 :45
12	12	12	12
:15 :30	:15	:15 :30	:15 :30
:45	·45	:45	:45
1 :15	1:15	1 :15	1 :15
:30	30	:30	:30
^{:45} 2	²⁴⁵ 2	.45 2	^{.45} 2
:15	.15	:15	:15
:30 :45	-30 -45	:30 :45	:30 :45
3	3	3	3
:30	30	:15 :30	.30
:45	45	45	45
4 :15	4 .15	4 :15	4 :15
:30	-30 -45	:30 :45	:30 :45
5	5	5	5
:15 :30	15 -30	:15 :30	:15 :30
:45	45	:45	:45
6 :15	6 .15	6 :15	6 :15
:30	30	130 	:30
^{:45} 7	⁻⁴⁵ 7	^{:45} 7	^{.45} 7
:15	:15	:15 	:15
:30 :45	-30 -45	.30 .45	.30 .45
8	8 .15	8	8
:30	.30	.10	-30
:45 9	·45 9	.45 9	.45 9
9 :15	9 .15	:15	:15
:30	30	:30	:30

Weekly Plan Sheet from Feb 25 - Mar 2, 2024

WEEKIY FINITI STIEELT			excites you!
Thursday, Feb 29	Friday, Mar I	Saturday, Mar 2	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :46	:15 :30 :45	Date Night
7 :15 :30 :45	7 115 30 345	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
8 :15 :30	115 130		Exercise, Hair, Nails, Coffee with Friends, etc
.45 9 :15 :30	:45 9 :15 :30	:45 9 :15 :30	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls
:45 10 :15 :30	:45 10 :15 :30	:45 10 :15 :30	Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls
-30 -45 11 -15	10 11 15	.50 :45 11 :15	Sharing the Opportunity
30 345 12 315	30 45 12 15	30 345 12 315	BOOKINGS/FACES RESULTS # Booking Held this Week:
.30 .45 1	30 345 1	.30 .45 1	# Bookings Next Week:# Faces This Week:
:15 :30	:15 :30	:15 :30	
-45 2 :15 :30	:45 2 :15 :30	:45 2 :15 :30	PERSONAL SALES RESULTS Total Sales This Week:
:45 3 :15 :30	:45 3 :15 :30	:45 3 :15 :30	 40% Profit:
:45 4	:45 4	:45 4	TRACKING MY STAR
:15 :30 :45	:15 :30 :45	:15 :30 :45	Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	6 :15 :30	6 :15 :30	Unit Stars to Date:
-45 7 :15 :30	:45 7 :15 :30	:45 7 :15 :30	SHARING THE OPPORTUNITY RESULTS
.45 8 :15	446 8 115	:46 8 :15	Personal Sharing Appts:
-30 -45 9	30 345 9	:30 :45 9	New Personal Team Mbrs: Team Sharing Appts:
:15 :30 :45	:15 :30 :45	:15 :30 :45	New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

Notes



MARCH 2024

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March

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

	-	2024							
Thursday	Friday	Saturday	A	IP	Rİ		20)2'	4
	I	2	5	Μ	Τ	W	Τ	F	5
					2	3	4	5	6
			7	8	9	10		12	13
			14	15	16	17	18	19	20
7	8 International Women's Day	9	21 28	22 29	23 30	24	25	26	27
14	15 Q3 Star Ends	16 Q4 Star Begins Summer 2024 PCP			No	ote	29		
21	22 Career Conference 2024	Enrollment Begins 23 (Limited Sites-See Intouch)							
28	29 Good Friday	30							



I LAI'T F KUL	/UCT LUN GUAL: 0
DATE:	TEAM WHOLESALE PRODUCTION

5TH	
IOTH	
I5TH	
20TH	
25TH	
30TH	
FINISHED WITH:	

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

Personal & Unit Goals

Beginning of Month

End of Month.

3rd Team Member = Bronze Medal

4th New Team Member = Silver Medal

5th New Team Member = Gold Medal

Star Goal:	Total on the lst:	Total:
Court of Personal Sales YTD:	YTD on the lst:	YTD Total:
Court of Personal Sharing:	# of Qualified on lst:	# Qualified Total:
Car Production:	On the lst:	On the last Day:
Team Member [,] Goal:	# of Team Members on lst:	# 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:
		40 = \$
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Total 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Average per Facial: \$ Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT!		Track Your Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales!
Halfway There! I CAN DO IT!	Picture of Your Goal!	\$1,200 \$850 every month = On Target for Princess Court of Sales!
		\$600 S600 every month = On Target Star Consultant! \$225
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	
	Month End Actual Tota	ls: Orders Placed This Month:
Brie	goal 5% Section 2/ Supplies: te 5% MK Events/PCP:	
	0001	Total:

MONTHLY

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

Sales

Team Commissions

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.

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

MONTH:

1-2 Active Personal Team Member's Total Team Production x 4%

Personal Team Commission

- 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**)

Total up all Boxes:

=

Bonuses

Check Calculator

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.

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

Your 2nd .05 x \$ **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

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.

Date	Income Producing Activities	<u>Total Retail Sales w/o Tax</u>	Sales Needed to Finish Goal
		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		=	_
		=	=
Ц		+	_
		=	=
5		+	_
		=	=
6		+	_
		=	=
7		+	_
		=	=
8		+	_
		=	=
9		+	_
		=	=
10		+	_
		=	=
		+	_
		=	=
12		+	_
		=	=
13		+	_
		=	=
4		+	_
		=	=
15		+	_
		=	=

Month of _____

Personal Retail Sales Monthly Goal:

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

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

	Appt Date	Client Name & Phone #	* of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
I							
2							
3							
4							
5							
6							
7							
8							
9							
10							
 2							
12							
19							
15							
16							
П							
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							
59							
60							



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.

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

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

<u>These questions help you to:</u> Find out who she is. Understand what brings her joy! Understand what she is most passionate about Bring her back to her "why" to keep her motivated. Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants You may have one or all of these qualities)

6 Reasons People Choose A Mary Kay Business

- I. 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.

• I. 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

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

Date	Name	Date	Name
	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!

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

My New Team Members!

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

Notes



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

- I. 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.

ISTS.	

Notes

Weekly Plan Sheet from Mar 3 - Mar 9, 2024

Sunday, Mar 3	Monday, Mar 4	Tuesday, Mar 5	Wednesday, Mar 6
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
⁻⁴⁵ 7	⁴⁵ 7	⁴⁵ 7	:45 7
:15 :30	:15 :30	:15 :30	:15
:45			.45
8 :15	8 :15	8 :15	8
:30	:30	:30	:30
.45 9	^{:45} 9	^{:45} 9	:45 9
:15	:15	:15	:15
:30 :45	-30 -45	-30 -45	.30 .45
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45	.45	45
11 :15	11 :15	11 :15	11 :15
:30 :45	30 45	30 45	30 45
12	12	12	12
:15	:15 :30	:15 :30	:15 .30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1 :15
:30	:30	:30	:30
^{.45} 2	^{:45} 2	^{:45} 2	:45 2
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	30 345
3	3	3	3
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	.45
4 :15	4 :15	4 :15	4 :15
:30	30	30	:30
	5	5	5
:15 :30	:15	:15	:15 :30
:45	:45	:45	:45
6 :15	6 :15	6 :15	6 :15
.30	:30	:30	:30
^{.45} 7	:45	:45	:45
:15	:15	:15	:15
:30 :45	-30 -45	30 45	.30 .45
8	8	8	8
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45	.45	-
9 :15	9 :15	9 :15	9 :15
-30	30	30	.30
:45	:45	:45	.45

Weekly Plan Sheet from Mar 3 - Mar 9, 2024

Thursday, Mar 7	Friday, Mar 8	Saturday, Mar 9	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
8 :15 :30	8 :15 :30	8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
.45 9 .15 .30 .46 10 .15 .30 .45 11	345 9 :15 :30 :45 10 :15 :30 :45 10 :15 :30 :45 11	.45 9 :15 :30 :45 10 :15 :30 :45 10 :15 :30 :45 11	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
15 30 45 12	:15 :30 :45 12	:15 :30 :45 12	BOOKINGS/FACES RESULTS # Booking Held this Week:
:16 :30 :45 1 :15	:15 :30 :45 1 :15	:15 :30 :45 1 :15	# Bookings Next Week: # Faces This Week:
30 345 2 30	30 35 2 30 30	:30 :45 2 :15 :30	PERSONAL SALES RESULTS Total Sales This Week:
-45 3 -15 -30 -45	45 3 315 30 45	:45 3 :15 :30 :45	 40% Profit:
4 :15 :30 :45	4 :15 :30 :45	4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30 :45	6 :15 :30 :45	6 :15 :30 :45	Unit Stars to Date:
7 15 30 45	7 15 30 45	7 :15 :30 :45	SHARING THE OPPORTUNITY RESULTS
8 :15 :30 :45	8 :15 :30 :45	8 :15 :30 :45	Personal Sharing Appts: New Personal Team Mbrs:
9 :15 :30 :45	9 :15 :30 :45	9 :15 :30 :45	Team Sharing Appts: New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

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

- I. 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.

115 LS.	

Notes

Weekly Plan Sheet from March 10 - March 16, 2024

Sunday, Mar 10	Monday, Mar II	Tuesday, Mar 12	Wednesday, Mar 13
6 :15	6 :15	6 :15	6 :15
.30	30	.30	:30
^{:45} 7	·45 7	45 7	:45 7
:15 :30	:15	:15	:15
:45	.45	.30	:45
8	8 :15	8	8
.30	:30	:30	:30
.45 9	:45 9	:45 9	:45 9
:15	:15	:15	:15
-30 -45	:30 :45	.30 .45	:30 :45
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
11 :15	11 :15	11 :15	11 :15
:30 :45	.30 .45	.30 .45	:30
12	12	12	12
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1 :15	1 :15	1 :15	1 :15
:30	:30	:30	:30
·45 2	:45 2	:45	:45 2
-	:15	- :15	:15
:30 :45	.30 .45	-30 -45	:30 :45
3	3	3	3
:15 :30	:15 :30	:15 	:15 :30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
:30	:30 .4F	:30	:30
-45 5	.45 5	.45 5	^{.45} 5
:15	:15	:15	:15 :30
:45	:45	:45	:45
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
.45 7	:45 7	:45	:45 7
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30
8	8	8	8
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45 -		:45
9 :15	9 :15	9 :15	9 :15
:30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from March 10 - March 16, 2024

Thursday, Mar 14	Friday, Mar 15	Saturday, Mar 16
	6	6
	:15	:15
	-30	:30
	:45	:45
	7	7
	:15	:15
	:30	:30
	:45	:45
	8	8
	:15	:15
	:30	:30
	45	:45
	9	9
	:15	:15
	:30	:30
	:45	:45
	10	10
	:15	:15
	:30	:30
	:45	:45
	11	11
	:15	:15
	:30	:30
	:45	:45
	12	12
	:15	:15
	:30	:30
	:45	:45
	1	1
	:15	:15
	:30	:30
	:45	:45
	2	2
	:15	:15
	:30	:30
	:45	:45
	3	3
	:15	:15
	:30	:30
	:45	:45
	4	4
	:15	:15
	:30	:30
	:45	:45
	5	5
	:15	:15
	:30	:30
	:45	:45
	6	6
	:15	:15
	:30	:30
	:45	:45
	7	7
	:15	:15
	-30	:30
	:45	:45
	8	8
	:15	:15
	:30	:30
	:45	:45
	9	9
	:15	:15
	30	:30
	: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 17 - 23, 2024

- I. 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.

lists.		

Notes

Weekly Plan Sheet from March 17 - March 23, 2024

Sunday, Mar 17	Monday, Mar 18	Tuesday, Mar 19	Wednesday, Mar 20
6 :15	6 :15	6 :15	6 :15
:30 :45	:30	:30	:30
7	7	7	7
:15 :30	:15 :30	:15 :30	:15 :30
45	:45	:45	:45
8 :15	8 :15	8::15	8 ::15
.30 .45	:30 :45	:30 :45	:30 :45
9	9	9	9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
10 :15	10 :15	10 :15	10 :15
:30 :45	:30 :45	:30	:30
11	11	11	11
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45	45	:45
12 :15	12 :15	12 :15	12 :15
:30	:30 	:30	:30 .4E
1	1	1	1
:15 :30	:15 :30	:15	:15
:45	:45	:45	:45
2 :15	2 :15	2 :15	2 :15
:30	:30	:30	:30
·45 3	3	3	3
:15	:15	:15	:15
.30 :45	:30 :45	:30 :45	-30
4 :15	4 :15	4 :15	4 :15
:30	:30	:30	:30
^{:45} 5	x45 5	:45 5	:45 5
:15	:15	:15	:15
.30 :45	:30 :45	.30 :45	:30 :45
6 :15	6 :15	6 :15	6 :15
.30	:30	30	:30
.45	345 7	^{.45}	×45 7
:15	:15	:15	:15
-30 -45	:30 :45	:30 :45	:30 :45
8	8	8	8
:15 :30	:15 :30	:15 :30	:15 :30
:45 9	345 9	:45 0	·45
9 :15	9 :15	9 :15	9 :15
:30 :45	:30 :45	:30	:30 :45

Weekly Plan Sheet from March 17 - 23, 2024

WEEKIY PIONSPIEEL TI ONT MICHTINE 23, 2021			excites you!
Thursday, Mar 21	Friday, Mar 22	Saturday, Mar 23	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
15 130 145	- :15 :30 :45	:15 :30 :45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
30	145 8 :15 :30	:45 8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:45 9 :15 :30	 .45 9 .15 .30 	.45 9 :15 :30	- INCOME PRODUCING ACTIVITY Booking Appointments
:30 :45 10 :15	30 45 10 15	:30 :45 10 :15	Coaching Calls Team Phone Calls Facials/Parties/Virtual Events
:30 :45 11	30 35 11	30 35 11	Customer Follow Up Calls Sharing the Opportunity
:15 :30 :45 12	:15 :30 :45 12	:15 :30 :45 12	BOOKINGS/FACES RESULTS # Booking Held this Week:
12 :15 :30 :45	12 :15 :30 :45	12 :15 :30 :45	# Bookings Next Week:
1 :15 :30	1 :15 :30	1 :15 :30	# Faces This Week:
:45 2 :15 :30	45 2 :15	:45 2 :15 :30	PERSONAL SALES RESULTS Total Sales This Week:
:30 :45 3 :15	30 45 3 :15	:45 3 :15	 40% Profit:
30 45 4	-10 -30 -45 -45	:30 :45 4	TRACKING MY STAR
:15 :30 :45	:15 :30 :45	:15 :30 :45	Wholesale Orders This Week:
5 :15 :30	5 :15 :30 45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	.45 6 :15 :30	6 :15 :30	Unit Stars to Date:
345 7 :15	300 45 7 :15	:45 7 :15	SHARING THE OPPORTUNITY
30 45 8	30 45 8	:30 :45 8	RESULTS Personal Sharing Appts:
:15 :30 :45	:15 :30 :45	:15 :30 :45	New Personal Team Mbrs:
9 :15 :30 :45	9 :15 :30 :45	9 :15 :30 :45	Team Sharing Appts: New Team Members:
.40	.40	.+.	

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

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

- I. 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.

11515.			

Notes

Weekly Plan Sheet from March 24 - 30, 2024

Sunday, Mar 24	Monday, Mar 25	Tuesday, Mar 26	Wednesday, Mar 27
6 .15	6 :15	6 :15	6 :15
:30	:30	:30	:30
7	7		7
:15 :30	:15 :30	:15 :30	:15 :30
45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	:30	:30	:30
·45 9	9 9	²⁴⁵ 9	^{.45} 9
:15	:15	:15	:15
.30 .45	.30 .45	:30 :45	:30 :45
10	10	10	10
:15 :30	:15 	:15 :30	:15 :30
.45	^{:45} 11	^{:45} 11	^{:45} 11
:15	:15	:15	:15
.30 .45	:30 :45	:30 :45	30
12	12		12
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
1 15	1 :15	1	1 :15
:30	:30	:30	:30
^{.45} 2	:45	2	2
:15	:15	:15	:15
30 45	.30 .45	-30 -45	-30 -45
3	3	3	3
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
.30	:30	:30	:30
^{-,45} 5	⁴⁵ 5	⁴⁶ 5	⁴⁵ 5
:15	:15	:15	:15
-30 -45	:30 :45	:30 :45	:30 :45
	6	6	6
:15 :30	:15 :30	:15 :30	:15 :30
:45	×45	:45	:45
7 :15	7 :15	7 :15	7 :15
.30	:30	:30	:30
·45 8	.45 8	8	^{,45} 8
:15	:15	:15 -20	:15 -20
.30 .45	:30 :45	:30 :45	:30 :45
	9		9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45

Weekly Plan Sheet from March 24 - 30, 2024

Thursday, Mar 28	Friday, Mar 29	Saturday, Mar 30	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15	115	:15	Date Night
:30 :45	30 	:30 :45	
7	7	7	Mary Kay Ting Mastings
:15	:15 :30	:15 :30	Mary Kay Time: Meetings, Networking, Training, etc.
:45	:45	:45	
8 :15	8 :15	8 :15	Exercise, Hair, Nails, Coffee with
:30	30	:30	Friends, etc
·45 9	·45 9	9	INCOME PRODUCING ACTIVITY
:15	:15	:15	Booking Appointments
-30 -45	:30 :45	:30 :45	Coaching Calls Team Phone Calls
10	10	10	Facials/Parties/Virtual Events
:15 :30	15	:15	Customer Follow Up Calls
:45	:45	:45	Sharing the Opportunity
11 :15	11	11	
-19	30	:30	BOOKINGS/FACES RESULTS
:45	:45	:45	
12 :15	12 :15	12 :15	# Booking Held this Week:
:30		:30	# Bookings Next Week:
45	:45	:45	
:15	: :15	:15	# Faces This Week:
:30	:30	:30	
2	^{:45} 2	2 2	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week:
:30 :45	:30 :45	:30 :45	
3	3	3	
:15	:15	:15	40% Profit:
:45	···· ·································	:45	
4	4	4	TRACKING MY STAR
:15 :30	:15 	:30	Wholesale Orders This Week:
:45	:45	:45	
5 :15	5 :15	5 :15	Amt. Needed to Finish Star:
:30	30	:30	
45	·45	:45	
:15	:15	:15	Unit Stars to Date:
-30	30	:30	
7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS
-30 -45	30 :45	:30 :45	
8	8	8	Personal Sharing Appts:
:15 :30	:15	:15 :30	New Operational Trees Makers
:45	.30 ;45	:45	New Personal Team Mbrs:
9	9	9	Team Sharing Appts:
:15 :30	:15 :30	:15 :30	
:45	:45	:45	New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

Notes



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April

Sunday	Monday	Tuesday	Wednesday
	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	
Thursday	Friday	Saturday	May 2024
4	5	6	S M T W T F S I I I I I I I I 5 6 T 8 9 IO II I2 I3 IH I5 I6 IT I8 I9 20 21 22 23 24 25
	12	13	26 27 28 29 30 31
18	19	20	
25	26 Summer 2024 Director Early Order Begins	27	



TEAM WHOLESALE PRODUCTION

DATE:

Personal & Unit Goals

5TH	
IOTH	
I5TH	
20TH	
25TH	
30TH	
FINISHED WITH:	

Mary Kay Customer S	service:
1-800-272-9333	

End of Month.

3rd Team Member = Bronze Medal

4th New Team Member = Silver Medal

5th New Team Member = Gold Medal

Star Goal:	Total on the lst:	Total:
Court of Personal Sales YTD:	YTD on the lst:	YTD Total:
Court of Personal Sharing:	# of Qualified on lst:	# Qualified Total:
Car Production:	On the lst:	On the last Day:
Team Member [,] Goal:	# of Team Members on 1st:	# of Team Members:

Beginning of Month

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
		40 = \$
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Total 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Average per Facial: \$ Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT!		Track Your Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales!
Halfway There! I CAN DO IT!	Picture of Your Goal!	\$1,200 \$850 every month = On Target for Princess Court of Sales!
		\$600 S600 every month = On Target Star Consultant! \$225
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	
	Month End Actual Tota	ls: Orders Placed This Month:
Brie	goal 5% Section 2/ Supplies: te 5% MK Events/PCP:	
	(10)	Total:

MONTHLY

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

Sales

Team Commissions

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.

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

MONTH:

1-2 Active Personal Team Member's Total Team Production x 4%

Personal Team Commission

- 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**)

Total up all Boxes:

=

Bonuses

Check Calculator

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.

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

Your 2nd .05 x \$ **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

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.

Date	Income Producing Activities	<u>Total Retail Sales w/o Tax</u>	Sales Needed to Finish Goal
		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		=	_
		=	=
Ц		+	_
		=	=
5		+	_
		=	=
6		+	_
		=	=
7		+	_
		=	=
8		+	_
		=	=
9		+	_
		=	=
10		+	_
		=	=
		+	_
		=	=
12		+	_
		=	=
13		+	_
		=	=
14		+	_
		=	=
15		+	_
		=	=

Month of _____

Personal Retail Sales Monthly Goal:

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

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

	Appt Date	Client Name & Phone #	* of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
I							
2							
3							
4							
5							
6							
7							
8							
9							
10							
 2							
12							
19							
15							
16							
П							
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							
59							
60							



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.

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

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

<u>These questions help you to:</u> Find out who she is. Understand what brings her joy! Understand what she is most passionate about Bring her back to her "why" to keep her motivated. Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants You may have one or all of these qualities)

6 Reasons People Choose A Mary Kay Business

- I. 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.

• I. 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

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

Date	Name	Date	Name
	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!

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

My New Team Members!

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

Notes



SUNDAY BRAIN DUMP for the week of Mar 31 - Apr 6, '24

- I. 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.

IIS LS.	

Notes

Weekly Plan Sheet from March 31 - April 6, 2024

Sunday, Mar 31	Monday, Apr I	Tuesday, Apr 2	Wednesday, Apr 3
6 :15	6 :15	6 :15	6 :15
:30	:30 :45	:30 	:30
7	7	·45 7	7
:15	:15 :30	:15 :30	:15 :30
:45	x45	:45	:45
8::15	8 :15	8:15	8 ::5
:30	:30	:30	:30
^{:45} 9	345 9	:45 9	^{,45} 9
:15	:15	:15 :30	:15
:45	:45	:45	:45
10 :15	10 :15	10 :15	10 :15
30	:30	30	:30
³⁴⁵ 11	^{:45}	³⁴⁵ 11	³⁴⁵ 11
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	.30 .45
12	12	12	12
:15 :30	:15 :30	:15 :30	:15 :30
:45	x5	:45	:45
1 :15	1 :15	1 :15	1 :15
:30	:30	:30 	:30
^{.45} 2	³⁴⁵ 2	³⁴⁵ 2	^{.45} 2
:15	:15	:15	:15
:45	:45	:45	:45
3 :15	3 :15	3	3 :15
:30	:30	:30	:30
:45 4	45	45	45
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	.30 .45
5	5		5
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	.45
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
⁻⁴⁵ 7	7	⁴⁵ 7	7
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
8 :15	8 :15	8:15	8 :15
:30	:30	:30	:30
:45 9	345 9	9	:45 9
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45

Weekly Plan Sheet from March 31 - April 6, 2024

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

Thursday, Apr 4	Friday, Apr 5	Saturday, Apr 6	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
8 :15 :30	115 130	8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
30 30 310 10 :15 :30 :45 11	:45 9 :15 :30 :45 10 :15 :30 :45 10 :15 :30 :45 11	:45 9 :15 :30 :45 10 :15 :30 :45 11	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
:15 :30 :45 12	115 30 45 12	:15 :30 :45 12	BOOKINGS/FACES RESULTS # Booking Held this Week:
12 :15 :30 :45 1	12 115 30 45	12 :15 :30 :45 1	# Bookings Next Week:
:15 :30 :45 2	:15 30 :45 2	:15 :30 :45 2	# Faces This Week: PERSONAL SALES RESULTS
:15 :30 :45 3	:15 :30 :45 3	:15 :30 :45 3	Total Sales This Week:
:15 :30 :45	:15 :30 :45	:15 :30 :45	40% Profit:
4 :15 :30 :45	4 15 30 345	4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	6 :15 :30	6 :15 :30	Unit Stars to Date:
145 7 115 130	:46 7 :15 :30	:45 7 :15 :30	SHARING THE OPPORTUNITY RESULTS
:45 8 :15	:45 8 :15	:45 8 :15	Personal Sharing Appts:
:30 :45 9	30 45 9	:30 :45 9	New Personal Team Mbrs: Team Sharing Appts:
:15 :30 :45	:15 :30 :45	:15 :30 :45	New Team Members:

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

- I. 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.

1515.	

Notes

Weekly Plan Sheet from April 7 - 13, 2024

Sunday, Apr 7	Monday, Apr 8	Tuesday, Apr 9	Wednesday, Apr 10
6 :15	6 :15	1	6 :15
.30	:30	:30	:30
:45 7	^{:45}		:45
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
8	8		8
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45	:45	:45
9	9		9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45		:45
10 :15	10 :15	10 :15	10 :15
:30	:30	:30	:30
:45 11	^{:45}	:45 11	:45
:15	:15	:15	:15
:30 :45	:30 :45	.30	.30 .45
12	12		12
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	.30 .45
1	1	1	1
:15 -an	:15 :30	:15 :30	:15 :30
:45	35	35	45
2	2		2
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
3 :15	3 :15	3 :15	3 :15
:30	:30	:30	:30
.45	45	45	45
* :15	* :15	* :15	* :15
-30	:30	:30	:30
5	45 5	.45 5	45 5
:15	:15	:15	:15
:30 :45	:30 :45	.30 145	30 345
6	6		6
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	-
8 :15	8:15	8 ::15	8 :15
:30	:30	:30	:30
:45 9	345 9	45 9	9 9
9 :15	9 :15	9 :15	9 :15
.30	:30	:30	:30
:45	:45	:45	:45

Weekly Plan Sheet from April 7 - 13, 2024

WEEKIY FIMI I SHEEL	nomphi 1-D,		excites you!
Thursday, Apr II	Friday, Apr 12	Saturday, Apr 13	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15	7	7	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc.
:45	·45 8	:45	
:15	:15	:15	Exercise, Hair, Nails, Coffee with Friends, etc
:30 :45	:30 :45	:30 :45	
9	9	9	INCOME PRODUCING ACTIVITY
:15 :30	:15	:15 :30	Booking Appointments Coaching Calls
:45	:45	:45	_ Team Phone Calls
10 :15	10 :15	10 :15	Facials/Parties/Virtual Events
:30	:30	:30	Customer Follow Up Calls
^{,45} 11	145 11	:45	Sharing the Opportunity
:15	:15	:15	
:30 :45	30 345	:30	BOOKINGS/FACES RESULTS
12	12	12	# Booking Held this Week:
:15	:15	:15	
:45	:45	:45	# Bookings Next Week:
1	1	1	# Faces This Week:
:30	:30	:15	
:45	:45	:45	PERSONAL SALES RESULTS
2 :15	2 :15	2:15	Total Sales This Week:
:30	:30	:30	
3	^{.45} 3	3	
:15	:15	:15	40% Profit:
:45	:45	:30	
4	4	4	TRACKING MY STAR
:15 :30	:15 :30	:15 :30	Wholesale Orders This Week:
:45	:45	:45	
5 :15	5	5 :15	Amt. Needed to Finish Star:
:30	:30	:30	
:45	:45	45	
:15	:15	:15	Unit Stars to Date:
:30 :45	:30	:30 :45	
7	7	7	SHARING THE OPPORTUNITY
:15	:15	:15	RESULTS
:45	:45	:45	
8	8	8:15	Personal Sharing Appts:
:30	:15	:10	New Personal Team Mbrs:
:45	:45	.45	
9 :15	9 :15	9 :15	Team Sharing Appts:
:30	30	:30	New Team Members:
:45	:45	:45	Them team themoers:

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

I. 2.	SUNDAY BRAIN DUMP for the week of Apr 14 - 20, 2024 This is a master to do list! List everything on your mind, emails to send, errands to do, etc Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it!		
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	⁴⁴⁵	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	.30	.30
:45	:45	.45	:45
8			8
:15	:15	:15	:15
:30	:30		
:45	45	.45	¹⁴⁵
9	9	9	9
9	:15	יז	יז
:15		נו5	נו5
:30	:30	:30	:30
	: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}	³⁴⁵	³⁴⁵	³⁴⁵
12	12	12	12
:15	:15	:15	:15
:30	:30	.30	.30
:45			
1	1	1	1:15
:15	:15	:15	
:30	:30	.30	:30
·45	345	.45	³⁴⁵
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
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 - 45	:30
^{:45}	.45	45	45
5	5	5	5
:15 :30	:15 :30	:15	:15
:45	:45	.45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
^{:45}	:45	:45	:45
7	7		7
:15	:15	, :15	:15
:30	:30	:30	:30
:46	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
.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	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15	:15	:15	Date Night
:45	.50 ;45	:45	
7 :15	7 :15	7 :15	Mary Kay Time: Meetings,
30	30	:30	Networking, Training, etc.
.45 8	.45 8	:45 8	Evolution Maile O M 11
:15	:15	:15	Exercise, Hair, Nails, Coffee with Friends, etc
30 ;45	30 :45	:30	
9	9	9	INCOME PRODUCING ACTIVITY Booking Appointments
:15 :30	:16 :30	:15 :30	Booking Appointments Coaching Calls
:45	:45	:45	Team Phone Calls
10 :15	10 :15	10 :15	Facials/Parties/Virtual Events
:30	30	:30	Customer Follow Up Calls Sharing the Opportunity
³⁴⁵ 11	·45 11	:45 11	Sharing the Opportunity
:15	:15	:15	BOOKINGS/FACES RESULTS
:30 :45	:30 :45	:30 :45	BUUNINUS/I AUES KESULIS
12	12	12	# Booking Held this Week:
:15 :30	:15 :30	:15	# Bookings Next Week:
:45	····	:45	π Dourings inext Week:
1 :15	1 :15	1:15	# Faces This Week:
:30	:30	:30	
^{:45}	·45 2	·45 2	PERSONAL SALES RESULTS
:	-	[
	:15	:15	Total Sales This Week:
:10 :30 :45	:15 :30 :45	115 130 145	Total Sales This Week:
30 345 3	30		
30 345 31 115 30	30		Total Sales This Week: 40% Profit:
30 31 15 130 145	30		
30 345 3 15 30 345 4 15	30 345 3 :15 :30	3 3 3 3 30	
30 :45 3 :15 :30 :45 4 :15 :30	3 :15 :30 :45 3 :45 4	3 3 3 3 30	
30 :45 3 :15 :30 :45 4 :15 :30 :45 4 :15 :30 :45 5	30 36 3 15 30 45 30 15 16 17 18 19 19 115	3 15 45 45 15 16 17	40% Profit: TRACKING MY STAR
115 30 :45 30 :45 4 :15 :30 :45 5 :15	30 445 3 115 300 445 300 155 300 155 300 155 300 300 300 300 300 300 300 300	3 30 45 45 10 130 145 4 115 130 145	40% Profit: TRACKING MY STAR
3 15 30 45 4 15 30 30 345 5	30 445 3 115 300 445 300 155 300 155 300 155 300 300 300 300 300 300 300 300	3 30 45 45 10 130 145 4 115 130 145	 40% Profit: TRACKING MY STAR Wholesale Orders This Week:
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3 15 30 45 4 15 30 30 46 5	Image: Section of the section of th	3 30 45 45 10 130 145 4 115 130 145	 40% Profit: TRACKING MY STAR Wholesale Orders This Week:
3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 5 :15 :30 :45 6	100 100 145 3 115 130 145 30 145 5 155 130 145 5 156 130 145 5 156 130 145 5 156 150 156 156 156 156 156 157 158 159 150	145 3 115 130 145 4 115 130 145 5 115 130 145 5 115 130 145 5 145 15 16 17 18 19 19 115 116 117 118 119 <td>40% Profit: TRACKING MY STAR Wholesale Orders This Week: Amt. Needed to Finish Star:</td>	40% Profit: TRACKING MY STAR Wholesale Orders This Week: Amt. Needed to Finish Star:
3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 5 :15 :30 :45 6	100 100 145 3 115 130 145 4 115 130 145 5 115 130 145 5 15 130 145 5 15 130 145 15 130 145 15 130 145 15 130	145 3 115 130 145 4 115 130 145 5 115 130 145 5 115 130 145 5 145 15 16 17 18 19 19 115 116 117 118 119 <td>40% Profit: TRACKING MY STAR Wholesale Orders This Week: Amt. Needed to Finish Star:</td>	40% Profit: TRACKING MY STAR Wholesale Orders This Week: Amt. Needed to Finish Star:
3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 5 :15 :30 :45 6	100 100 145 3 115 130 145 4 115 130 145 5 115 130 145 5 15 130 145 5 15 130 145 15 130 145 15 130 145 15 130	145 3 115 130 145 4 115 130 145 5 115 130 145 5 115 130 145 5 145 15 16 17 18 19 19 115 116 117 118 119 <td>40% Profit: TRACKING MY STAR Wholesale Orders This Week: Amt. Needed to Finish Star: Unit Stars to Date:</td>	40% Profit: TRACKING MY STAR Wholesale Orders This Week: Amt. Needed to Finish Star: Unit Stars to Date:
3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15 :30 :45 7 :15	100 100 145 3 115 130 145 4 115 130 145 5 115 130 145 5 15 130 145 5 15 130 145 15 130 145 15 130 145 15 130	145 3 115 130 145 4 115 130 145 5 115 130 145 5 115 130 145 5 145 15 16 17 18 19 19 115 116 117 118 119 <td>40% Profit: TRACKING MY STAR Wholesale Orders This Week: Amt. Needed to Finish Star: Unit Stars to Date: SHARING THE OPPORTUNITY RESULTS</td>	40% Profit: TRACKING MY STAR Wholesale Orders This Week: Amt. Needed to Finish Star: Unit Stars to Date: SHARING THE OPPORTUNITY RESULTS
3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15 :30 :45 7 :15	Image: Section of the section of th	115 130 145 145 145 15 130 145 15 130 145 15 130 145 5 15 130 145 5 15 130 145 5 15 130 145 6 15 130 145 15 130 145 15 130 145 15 130 145 15 15 130	40% Profit: TRACKING MY STAR Wholesale Orders This Week: Amt. Needed to Finish Star: Unit Stars to Date: SHARING THE OPPORTUNITY
3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15 :30 :45 6 :15 :30 :45 7 :15 :30 :45 7 :15 :30 :45 7 :15 :30 :45 8 :15 :30	Image: Section of the section of th	*** **5 **5 **5 *** *	40% Profit: TRACKING MY STAR Wholesale Orders This Week: Amt. Needed to Finish Star: Unit Stars to Date: SHARING THE OPPORTUNITY RESULTS
3 :15 :30 :45 4 :15 :30 :45 5 :16 :30 :45 6 :15 :30 :45 6 :15 :30 :45 8 :15	Image: Section of the section of th	115 130 145 145 145 15 130 145 15 130 145 15 130 145 15 130 145 5 15 130 145 6 15 130 145 7 15 130 145 7 15 130 145 8 115 115	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:
3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15 :30 :45 6 :15 :30 :45 7 :15 :30 :45 8 :15 :30 :45 8 :15 :30 :45 9 :15 :15	Image: Section of the section of th	11 145 115 130 145 145 115 130 145 130 145 130 145 130 145 130 145 150 161 130 145 151 130 145 151 130 145 151 130 145 152 153 154 154 155 156 157 158 159 150 151 152 153 154 155 156 157 158 159 150 151 152 153 15	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:
3 :15 :30 :45 4 :15 :30 :45 5 :16 :30 :45 6 :15 :30 :45 6 :15 :30 :45 7 :16 :30 :45 8 :15 :30 :45 8 :15 :30 :45 9	Image: Section of the section of th	*** **5 30 **5 4 *15 :30 **5 :30 **5 :30 **5 :30 **5 :30 **5 :30 :45 :5 :30 :45 :5 :30 :45 :5 :30 :45 :5 :30 :45 :5 :30 :45 :5 :30 :45 :5 :30 :45 :5 :5 :5 :5 :5 :5 :5 :5 :15 :30 :15 :30 :15 :30 :45	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:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

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

- I. This is a master to do list! List everything on your mind, emails to send, errands to do, etc...
- Prioritize your list: HIGH Has to do with people or MEDIUM: Paper or Process that Supports People or - LOW: Delegate it!
- 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
6 :15	6 :15	6 :15	6 :15
.30	:30 	:30	:30
·45 7	345 7	⁴⁵ 7	³⁴⁵ 7
:15	:15 :30	:15 :30	:15 :30
:45	.45		:45
8 :15	8 :15	8 :15	8 :15
.30	:30	:30	:30
^{.45}	:45 9	:45 9	:45 9
:15	:15	۲ 15	:15
:30 :45	:30 :45	-30 -45	:30 :45
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45	36	:45	345
11 :15	11 :15	11 :15	11 :15
.30	:30	.30	:30
^{:45} 12	³⁴⁵ 12	⁴⁵ 12	^{.45} 12
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
1	1	1	1
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
2 :15	2 :15	2 :15	2 :15
-30	:30	:30	:30
^{:45} 3	3	⁴⁵ 3	³⁴⁵ 3
:15	:15	:15	:15
:45	:30 :45	-30 :45	:30 :45
4	4	4	4
:15	:15 :30	:15 :30	:15 :30
:45	:45	-	:45
5 :15	5 :15	5 :15	5 :15
:30	:30 :45	30	:30
6	6	6	6
:15	:15 :30	:15	:15 :30
:45	30	.45	:45
7 :15	7 :15	7 :15	7 :15
:30	:30	-10	:30
:45	.45 8	45	×45 8
:15	6 :15	8 :15	6 :15
:30	:30 :45	30	:30 :45
9			9
:15	:15	:15	:15 :30
:45	.45	.45	.45

Weekly Plan Sheet from April 21 - 27, 2024

Thursday, Apr 25	Friday, Apr 26	Saturday, Apr 27	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
145 8 :15 :30	8 :15 :30	8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:45 9 :15 :30 :45 10 :15 :30 :45 11	45 9 :15 :30 :45 10 :15 :30 :45 11	45 9 :15 :30 :45 10 :15 :30 :45 11	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
:15 :30 :45 12 :15 :30 :45 1	:15 :30 :45 12 :15 :30 :45 1	:15 :30 :45 12 :15 :30 :45 1	BOOKINGS/FACES RESULTS # Booking Held this Week: # Bookings Next Week: # Faces This Week:
30 345 2 :15 :30 :45	130 145 2 15 130 145	130 145 2 15 130 145	PERSONAL SALES RESULTS Total Sales This Week:
3 :15 :30	3 :15 :30	3 :15 :30	40% Profit:
:45 4 :15 :30 :45	:45 4 :15 :30 :45	:45 4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	6 :15 :30	6 :15 :30	Unit Stars to Date:
:45 7 :15 :30	:45 7 :15 :30	:45 7 :15 :30	SHARING THE OPPORTUNITY RESULTS
:45 8 :15	:45 8 :15	:45 8 :15	Personal Sharing Appts:
-30 -45	:15 :30 :45	:15 :30 :45	New Personal Team Mbrs:
9 :15 :30	9 :15 :30	9 :15 :30	Team Sharing Appts:
:30	:45	:45	New Team Members:

PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

Notes	



May

Sunday	Monday	Tuesday	Wednesday
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				P			
Thursday	Friday	Saturday	(5	Ju M	n	e	- 2C ⊤)2 ¹ F	5
2	3	4	2	3 10	4	5	6 13	1 7 14	I 8 15
9	10 Summer 2024 Early Order Begins for PCP/Stars	11	162330	17 24	18 25			21 28	22 29
16 Summer 2024 Official Launch	7	18 Armed Forces Day			N(29	,	
23	24	25							
30	31								



TEAM PRODUCTION GOAL: \$	

Personal & Unit Goals

DATE:	TEAM WHOLESALE PRODUCTION
5TH	
IOTH	
I5TH	
20TH	
25TH	
30TH	
FINISHED WITH:	

	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

End of Month.

Star Goal:	Total on the lst:	Total:
Court of Personal Sales YTD:	YTD on the lst:	YTD Total:
Court of Personal Sharing:	# of Qualified on lst:	# Qualified Total:
Car Production:	On the lst:	On the last Day:
Team Member Goal:	# of Team Members on lst:	# of Team Members:

Beginning of Month

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
		40 = \$
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Total 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Average per Facial: \$ Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT!		Track Your Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales!
Halfway There! I CAN DO IT!	Picture of Your Goal!	\$1,200 \$850 every month = On Target for Princess Court of Sales!
		\$600 S600 every month = On Target Star Consultant! \$225
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	
	Month End Actual Tota	ls: Orders Placed This Month:
Brie	goal 5% Section 2/ Supplies: te 5% MK Events/PCP:	
	(10)	Total:

MONTHLY

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

Sales

Team Commissions

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.

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

MONTH:

1-2 Active Personal Team Member's Total Team Production x 4%

Personal Team Commission

- 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**)

Total up all Boxes:

=

Bonuses

Check Calculator

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.

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

Your 2nd .05 x \$ **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

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.

Date	Income Producing Activities	<u>Total Retail Sales w/o Tax</u>	Sales Needed to Finish Goal
		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		=	_
		=	=
Ц		+	_
		=	=
5		+	-
		=	=
6		+	_
		=	=
7		+	_
		=	=
8		+	_
		=	=
9		+	_
		=	=
10		+	_
		=	=
		+	_
		=	=
12		+	_
		=	=
13		+	_
		=	=
14		+	_
		=	=
15		+	_
		=	=

Month of _____

Personal Retail Sales Monthly Goal:

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

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

	Appt Date	Client Name & Phone #	* of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
I							
2							
3							
4							
5							
6							
7							
8							
9							
10							
 2							
12							
19							
15							
16							
П							
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							
59							
60							



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.

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

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

<u>These questions help you to:</u> Find out who she is. Understand what brings her joy! Understand what she is most passionate about Bring her back to her "why" to keep her motivated. Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants You may have one or all of these qualities)

6 Reasons People Choose A Mary Kay Business

- I. 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.

• I. 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

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

Date	Name	Date	Name
	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!

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

My New Team Members!

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

Notes



SUNDAY BRAIN DUMP for the week of Apr 28 - May 4, 2024
 This is a master to do list! List everything on your mind, emails to send, errands to do, etc Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it!
 Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes	

Weekly Plan Sheet from April 28 - May 4, 2024

Sunday, Apr 28	Monday, Apr 29	Tuesday, Apr 30	Wednesday, May I
6 :15	6 15	6 :15	6 :15
:30	.30	:30	:30
7	⁴⁵	^{,45} 7	245 7
:15	:15	:15	:15
:30 :45	30 45	-30 	:30 :45
8		8	8
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45	:45	:45
9 :15	9 :15	9 :15	9 :15
:30	30	30	:30
^{.45} 10	^{:45} 10	^{.45}	^{.45} 10
:15 :30	30	:15 :30	:15 :30
.30	-30 -45	:30 :45	30
11	11	11	11
:15 :30	:15	:15 :30	:15 :30
:45	45	:45	45
12 :15	12 :15	12 :15	12 :15
:30	30	:30	:30
1	⁴⁵ 1	1	1
:15 :30	:15	:15	:15 :30
:45	-30 -45	-30 -45	:45
2 :15	2 .15	2 :15	2 :15
:30	.30	:30	:30
3	.45 3	3	3
:15	15	:15	:15
:30 :45	.30 .45	30	:30 :45
4	4	4	4
:15 :30	-15	:15 :30	:15 :30
:45	45	:45	:45
5 :15	5 15	5 :15	5 :15
:30	30	.30	:30
:45 6	¹⁴⁵ 6	^{,45} 6	:45 6
:15	:15	:15	:15
:30 :45	30 45	-30 -45	:30 :45
7	7	7	7
:15 :30	15 30	:15 :30	:15 :30
:45	45	:45	:45
8 :15	8 :15	8 ::15	8:15
:30	30	-30	:30
9	45 9	9	:45 9
:15	:15	:15	:15
:30 :45	30 45	.30 .45	:30 :45

Weekly Plan Sheet from April 28 - May 4, 2024

Thursday, May 2	Friday, May 3	Saturday, May 4	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
8 :15 :30	8 :15 :30	-*** 8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:45 9 :15 :30 :45 10 :15 :30 :45 11	30 115 300 145 10 :15 :30 :45 11	:45 9 :15 :30 :45 10 :15 :30 :45 11	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
:15 :30 :45 12	:15 :30 :45 12	:15 :30 :45 12	BOOKINGS/FACES RESULTS # Booking Held this Week:
:15 :30 :45 1 :15	:15 :30 :45 1 :15	:15 :30 :45 1 :15	# Bookings Next Week: # Faces This Week:
:30 :45 2 :15 :30 :45	30 32 33 34 35 30 34 34 30	30 345 2 30 345	PERSONAL SALES RESULTS Total Sales This Week:
3 :15 :30	3 3 30	-45 3 :15 :30	40% Profit:
:45 4 :15 :30 :45	345 4 115 330 445	:45 4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30	5 15 30 345	5 :15 :30	Amt. Needed to Finish Star:
6 :15 :30 :30	6 ::15 :30 :30	6 :15 :30	Unit Stars to Date:
:45 7 :15 :30	:45 7 :15 :30	:45 7 :15 :30	SHARING THE OPPORTUNITY RESULTS
:45 8 :15	45 8 115	:45 8 :15	Personal Sharing Appts:
:30 :45 9	30 345 9	30 345 9	New Personal Team Mbrs:
:15 :30 :45	:15 :30 :45	:15 :30 :45	Team Sharing Appts: New Team Members:

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

SUNDAY BRAIN DUMP for the week of May 5 - 11, 2024 This is a master to do list! List everything on your mind, emails to send, errands to do, etc Prioritize your list: - HIGH - Has to do with people - or - MEDIUM: Paper or Process that Supports People - or - LOW: Delegate it! Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

Notes

Weekly Plan Sheet from May 5 - 11, 2024

Sunday, May 5	Monday, May 6	Tuesday, May 7	Wednesday, May 8
6 :15	6 :15		6 :15
.30	.30	-30	.30
·45 7	:45 7	:45	:45 7
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
8	8	8	8
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
9 :15	9 :15	9 :15	9 :15
:30	:30	:30	:30
^{:45} 10	:45 10	:45 10	:45 10
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
11	11	11	11
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
12 :15	12 :15	12 :15	12 :15
.30	:30	:30	:30
:45	.45	.45	45
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
2	2		2
:15	:15 :30	:15	:15
:45	.45	.45	.45
3	3 :15	3 :15	3
:30	.30	.30	.30
:45	:45	45	:45
4 :15	4 :15	4 :15	4 :15
:30 .45	.30 .4F	.30	:30
^{:45} 5	.45 5	^{.45} 5	.45 5
:15	:15 :30	:15	:15
:45	:45	.45	:45
6	6		6
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45 -	×45	:45 -
7 :15	7 :15	7 :15	7 :15
.30	30	.30	:30
^{:45} 8	·45 8	45 8	·45 8
:15	:15	:15	:15
:30 :45	:30 :45	.30 .45	:30 :45
9	9	9	9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45

Weekly Plan Sheet from May 5 - 11, 2024

Thursday, May 9	Friday, May 10	Saturday, May II	G Fo
6	6	6	Fo
:15 :30	:15 :30	:15	D
:45	:45	:30 :45	
7	7	7	
:15	:15	:15	M
:30	:30	:30	Ν
^{:45} 8	³⁴⁵ 8	·45 8	
• :15	0 :15	• :15	E F
:30	:30	:30	Г
:45	:45	:45	١N
9	9	9	B
:15 :30	:15 :30	:16 :30	C
	:45	:45	Te
10	10	10	Fa
:15	:15	:15	С
:30	:30	:30	S
44	.45	:45	
11 :15	11 :15	11 :15	В
:30	:30	:30	D
:45	:45	:45	#
12	12	12	π
:15	:15	:15	#
30	:30	-30	
1	³⁴⁵	·45	#
:15	:15	:15	
:30	:30	:30	
:45	:45	:45	Ρ
2	2	2	Т
:15 :30	:15	:15 :30	
:45	:45	:45	
3	3	3	
:15	:15	:15	4
:30	:30	:30	
.45	45	:45	Т
4 :15	4 :15	4 :15	
:30	:30	:30	U
:45	:45	:45	
5	5	5	
:15	:15	:15	A
:30 :45	:30 :45	·30 ·45	
6	⁽⁴⁵⁾ 6	⁽⁴⁵⁾ 6	
:15	:15	:15	υ
:30	:30	:30	
:45	:45	:45	
7	7	7	S
:15 :30	:15 :30	:15 :30	R
:45		:45	
8	8	8	Ρ
:15	:15	:15	
:30	:30	:30	
.45	:45	:45	
9 ::15	9 :15	9 :15	Т
:30	:30	:10	
: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

e Night ry Kay Time: Meetings, working, Training, etc. ercise, Hair, Nails, Coffee with ends, etc.... COME PRODUCING ACTIVITY king Appointments ching Calls m Phone Calls ials/Parties tomer Follow Up Calls ring the Opportunity OKINGS/FACES RESULTS Booking Held this Week:<u>.</u> Bookings Next Week: aces This Week: RSONAL SALES RESULTS tal Sales This Week: % Profit: ACKING 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

- I. 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
6 :15	6 :15		6 :15
.30	:30	:30	:30
^{.45} 7	:45 7	:45	245 7
:15	:15	:15	:15
:30 :45	:30 :45	.30 :45	:30 :45
8	8		8
:15 :30	:15 :30	:15 	:15 :30
:45	:45	.45	.45 9
9 :15	9 :15	9 :15	:15
:30 :45	:30 :45	.30 .45	30 .45
10	10		10
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
11 :15	11 :15	11 :15	11 :15
.30	:30	:30	:30
.45 12	^{:45} 12		:45 12
:15	:15	:15	:15
.30 .45	:30 :45	:30 :45	:30 :45
1	1	1	1
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
2 :15	2 :15	2 :15	2 :15
:30	:30	:30	:30
^{.45} 3	3	3	3
:15	:15	:15	:15
:30 :45	:30 :45	.30 .45	.30 .45
4	4	·	4
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
5 :15	5 :15	5 :15	5 :15
.30	:30	:30	:30
·45 6	³⁴⁵ 6	45 6	^{.45} 6
:15	:15	:15	:15
:30 :45	:30 :45	-30 	:30 :45
7	7	7 :15	7 :15
:30	:15	.15 .30	:15
.45	:45 o	.45 ø	·45
:15	8 :15	8 :15	8 :15
:30 :45	:30 :45	:30	:30
9	9		9
:15 :30	:15	:15 :30	:15
:45	:45	:45	:45

Weekly Plan Sheet from May 12 - 18, 2024

Thursday, May 16	Friday, May 17	Saturday, May 18	God: Devo Faith
6	6	6	Family Tim
:15	:15	:15	Date Night
:30 :45	:30 :45	:30	DuterNight
7	7	7	- N 4 and 1 4 and 5
:15 :30	:15 :30	:15	Mary Kay Networkin
:45	:45		
8	8	8	Exercise, H
:15 :30	:15 :30	:15	Friends, et
:45	:45	:45	INCOME
9 :15	9:15	9 :15	Booking A
:30	:30	:30	Coaching (
:45	:45	:45	Team Phor
10 :15	10 :15	10 :15	Facials/Pa
30	:30	:30	Customer Sharing the
:45	:45	:45	_
11 :15	11 :15	11 :15	BOOKIN
;30	:30	:30	BOOKIN
:45	:45	:45	# Booking
12 :15	12 :15	12 :15	
:30	:30	:30	# Booking
:45 1	:45	:45	# Faces TI
:15	:15	:15	
:30	:30	:30	
²⁴⁵ 2	^{.45}	·45 2	PERSON
:15	- :15	:15	Total Sal
:30	:30	:30	
^{:45} 3	3	3	
:15	:15	:15	40% Pro
:30 :45	:30 :45	:30 :45	
4	4	4	TRACKI
:15	:15	:15	Wholesal
:45	:30 :45	:30 :45	00100000
5	5	5	-
:15	:15	:15	Amt. Nee
:45	:30	:30 :45	
6	6	6	
:15	:15	:15	Unit Star
:45	:30 :45	:30	
7	7	7	SHARING
:15 :30	:15	:15	RESULTS
:45	:45	:45	
8	8	8	Personal
:15 :30	:15 :30	:15 :30	Now Day
:45	:45	:45	New Pers
9	9	9	Team Sha
:15 :30	:15 :30	:15	
:45	:45	:45	New Tear

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

tion, Church, Bible Study,

е

Time: Meetings, g, Training, etc.

Hair, Nails, Coffee with :C....

PRODUCING ACTIVITY ppointments Calls e Calls rties Follow Up Calls e Opportunity

GS/FACES RESULTS

Held this Week:

s Next Week:

his Week:

VAL SALES RESULTS

les This Week:

ofit:

ING MY STAR

e Orders This Week:

eded to Finish Star:

rs to Date:

G THE OPPORTUNITY

Sharing Appts: _

sonal Team Mbrs:_

aring Appts:

m Members:

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

- I. 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
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
	:45	:45	:45
7	7	7	7
:16	:15	:15	:15
:30	:30	:30	
:45	:45	35	345
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
:46	³⁴⁵	345	^{.45}
10	10	10	10
:15	:15	:15	:15
	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15	:15	:15
:30	:45	:30	.30
:45		:45	.45
12	12	12	12
:16	:15	:15	:15
:30	:30	:30	:30
:45	.45	45	45
:15	:15	:15	:15
:30 :45	:30 :45	:30	:30
2 :15	2 :15	2:15	2:15
:30	:30	30	30
^{.45} 3	:45	3	3
:15	:15 	:15	:15
-30	:30	-30	.30
-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
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:45	:30	:30
:45		:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
	8	8	8
8	8	8	8:15
:15	:15	:15	
:30	.30	:30	:30
	.45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	45	:45

Weekly Plan Sheet from May 19 - 25, 2024

weekly Plan Sheet t	ROMM(MMMMMMMM	2027	excites you!
Thursday, May 23	Friday, May 24	Saturday, May 25	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7:15	7	7	Mary Kay Time: Meetings,
:30	:15 :30	:15 :30	Networking, Training, etc.
.45	:45 8	:45	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30 :45	:30 :45	:30 :45	
9	9	9	INCOME PRODUCING ACTIVITY Booking Appointments
:15 :30	:15 :30	:15 :30	Coaching Calls
:45	:45	:45	Team Phone Calls
10 :15	10 :15	10 :15	Facials/Parties Customer Follow Up Calls
:30 :45	:30	:30	Sharing the Opportunity
11	11	¹⁴⁰ 11	
:15 :30	:15	:15	BOOKINGS/FACES RESULTS
-30	:45	:45	# Booking Held this Week:
12	12	12	# Dooking Held this obeek.
:15 :30	:15 :30	:15 :30	# Bookings Next Week:
:45	:45	:45	# Faces This Week:
1:15	1 :15	1 :15	
30	:30	-30	PERSONAL SALES RESULTS
2	2	2	
:15 :30	:15	:15	Total Sales This Week:
:45	:45	:45	
3	3	3	40% Profit:
:30	:30	:30	
:45 4	:45 4	:45 4	TRACKING MY STAR
:15	:15	:15	Wholesale Orders This Week:
:30 :45	:30 :45	:30 :45	Unitesule Orders This Uter.
5	5	5	
:15	:15 :30	:15 :30	Amt. Needed to Finish Star:
:45	:45	:45	
6 :15	6 :15	6 :15	Unit Stars to Date:
:30	:30	:30	
45	:45 7	·45 7	
:15	:15	:15	SHARING THE OPPORTUNITY RESULTS
:30 :45	:30 :45	:30 :45	
8	8	8	Personal Sharing Appts:
:15 :30	:15 :30	:15 :30	New Personal Team Mbrs:
:45	:45	:45	Them Personal Team Profise
9 :15	9 :15	9	Team Sharing Appts:
-15 -30	30	:30	
:45	45	:45	New Team Members:

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

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

- I. 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 :15	6 :15		6 :15
-30	:30	:30	:30
:45 7	7	7	7
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
8			8
:15	:15 :30	:15 :30	:15 :30
:45	.45	:45	:45
9 :15	9 :15	9 :15	9 :15
30	-30	:30	:30
:45	45	45	45
10 :15	10 :15	10 :15	10 :15
:30	:30	:30	:30
^{:45} 11	345 11	³⁴⁵ 11	^{:45} 11
:15	:15	:15	:15
:30 :45	.30 .45	:30 :45	:30 :45
12	12		12
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45	:45	:45
1 :15	1:15	1:15	1:15
:30	:30	:30	:30
^{:45} 2	⁴⁴⁵	^{.45} 2	^{.45} 2
- :15	:15	:15	:15
:30 :45	.30 .45		.30 .45
3	3		3
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
4 :15	4 :15	4 15	4 :15
:30	:30	:30	:30
^{.45}	:45 5	:45 5	^{:45} 5
:15	:15	:15	:15
:30	:30 :45	30	30
6	6	6	6
:15	:15	:15	:15
-30	.45	:45	:45
7	7	7	7
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
-30	.30	30	:30
:45 9	:45 9	^{.45} 9	^{.45} 9
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
	<i></i>	л. 	,nu

Weekly Plan Sheet from May 26 - June 1, 2024

	0		
Thursday, May 30	Friday, May 31	Saturday, June I	God: Devot Faith
6	6	6	Family Time
:15 :30	:15	:15 :30	Date Night
:45	:45	:45	
7 :15	7 :15	7 :15	Mary Kay T
:30	:30	:30	Networking
:45 8	.45 8	·45 8	 Exercise, H
:15	:15	:15	Friends, etc
:30 :45	:30 :45	:30 :45	
9	9	9	- INCOME F Booking Ap
:15 :30	:15 :30	:15 :30	Coaching C
:45 10	:45 10	:45	Team Phone
10 :15	1 0 :15	1U :15	Facials/Par Customer F
:30 :45	:30 :45	:30	Sharing the
11	11	11	
:15 :30	:15	:15	BOOKING
:45	:45	:30 :45	# Booking
12 :15	12 :15	12 :15	
:30	:30	:30	# Bookings
:45	:45	:45	# Faces Th
1 :15	1 :15	1 :15	#14005 11
:30	:30	:30	PERSON
^{:45} 2	·45 2	·45 2	
:15 :30	:15	:15	Total Sale
:45	:45	:30 :45	
3	3	3	40% Pro
:15 :30	:15 :30	:15 :30	1078110
:45	:45	:45	TRACKI
4 :15	4 :15	4 :15	
:30	:30	:30	Wholesale
·45 5	.45 5	-45 5	-
:15	:15	:15	Amt. Nee
:30 :45	:30 :45	:30 :45	
6 :15	6 :15	6 :15	Unit Star
:30	:30	:15	
:45	:45	:45	
7 :15	7 :15	7 :15	SHARING
-30	30	30	RESULTS
·45 8	.45 8	·45 8	Personal S
:15	:15 -20	:15	
:30 :45	:30 :45	:30 :45	New Pers
9	9	9	Team Shai
:15 :30	:15 :30	:15 :30	
:45	:45	:45	New Team

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

evotion, Church, Bible Study, •••

ay Time: Meetings, king, Training, etc.

e, Hair, Nails, Coffee with etc....

1E PRODUCING ACTIVITY Appointments g Calls none Calls Parties er Follow Up Calls the Opportunity

INGS/FACES RESULTS

ing Held this Week:_

ings Next Week:

This Week:

ONAL SALES RESULTS

Sales This Week:

Profit:

KING MY STAR

sale Orders This Week:

Needed to Finish Star:

tars to Date:

ING THE OPPORTUNITY TS

nal Sharing Appts: 🗕

Personal Team Mbrs:__

Sharing Appts:

eam Members:

Notes	



MY SUCCESS PLAN JUNE 2024 www.epiclegacy.team

June

Sunday	Monday	Tuesday	Wednesday
2	3	4	5
9	10		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	
Thursday	Friday	Saturday	July 2024 S M T W T F S I I Z 3 H 5 6 T 8 9 IO II IZ I3 IH I5 I6 IT I8 I9 ZO
6	7	8	21 22 23 24 25 26 27 28 29 30 31 Notes
13	14 Flag Day	15 Q4 Star Quarter Ends	
20 First Day of Summer	21	22	
27	28	29	



TEAM PRODUCTION GOAL: \$	

Personal & Unit Goals

DATE:	TEAM WHOLESALE PRODUCTION
5TH	
IOTH	
I5TH	
20TH	
25TH	
30TH	
FINISHED WITH:	

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

End of Month.

Star Goal:	Total on the lat:	Total:
Court of Personal Sales YTD:	YTD on the lst:	YTD Total:
Court of Personal Sharing:	# of Qualified on let:	# Qualified Total:
Car Production:	On the lat:	On the last Day:
Team Member Goal:	# of Team Members on lst:	# of Team Members:

Beginning of Month

My Monthly Sales Goal Tracking Sheet

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

Name:		Month:
I'm Saving For:	I Need To Profit:	My Retail Sales Goal:
		40 = \$
Ready. Set. GOAL! \$	(Include the tax for your goal in your profit total) Projected Month Total 40% Profit of Goal: 50% Wholesale of Goal: 5% Section 2/ Supplies: 5% MK Events/PCP:	My Average per Facial: \$ Retail Goal ÷ Average per Facial = # Faces To Pamper:
3/4 of my Goal! I CAN DO IT!		Track Your Wholesale! \$1,700 \$1,700 every month = On Target for Queens Court of Sales!
Halfway There! I CAN DO IT!	Picture of Your Goal!	\$1,200 \$850 every month = On Target for Princess Court of Sales!
		\$600 S600 every month = On Target Star Consultant! \$225
1/4 of my Goal! I CAN DO IT!	Idea: Share this with your direct your sister consultants by the	
	Month End Actual Tota	ls: Orders Placed This Month:
Brie	goal 5% Section 2/ Supplies: te 5% MK Events/PCP:	
	(10)	Total:

MONTHLY

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

Sales

Team Commissions

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.

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

MONTH:

1-2 Active Personal Team Member's Total Team Production x 4%

Personal Team Commission

- 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**)

Total up all Boxes:

=

Bonuses

Check Calculator

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.

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

Your 2nd .05 x \$ **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

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.

Date	Income Producing Activities	<u>Total Retail Sales w/o Tax</u>	Sales Needed to Finish Goal
		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		=	_
		=	=
Ц		+	_
		=	=
5		+	-
		=	=
6		+	_
		=	=
7		+	_
		=	=
8		+	_
		=	=
9		+	_
		=	=
10		+	_
		=	=
		+	_
		=	=
12		+	_
		=	=
13		+	_
		=	=
14		+	_
		=	=
15		+	_
		=	=

Month of _____

Personal Retail Sales Monthly Goal:

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

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

	Appt Date	Client Name & Phone #	* of Referrals	Total Retail \$'s	2nd Appt Booked	Shared Opp.	New Team Member
I							
2							
3							
4							
5							
6							
7							
8							
9							
10							
 2							
12							
19							
15							
16							
П							
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							
59							
60							



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.

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

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

<u>These questions help you to:</u> Find out who she is. Understand what brings her joy! Understand what she is most passionate about Bring her back to her "why" to keep her motivated. Dream about possibilities with her.

Sharing the Mary Kay Opportunity with Confidence!

6 Key Qualities in Successful Beauty Consultants You may have one or all of these qualities)

6 Reasons People Choose A Mary Kay Business

- I. 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.

• I. 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

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

Date	Name	Date	Name
	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!

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

My New Team Members!

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

Notes



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

- I. 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.

11515.			

Notes

Weekly Plan Sheet from June 2 - 8, 2024

Sunday, June 2	Monday, June 3	Tuesday, June 4	Wednesday, June 5
6 115	6 :15	6 :15	6 :15
30	:30	:30	30
^{.45} 7	⁴⁵ 7	⁴⁵ 7	45 7
:15	:15 :30	:15 :30	:15
:45			.45
8 .15	8	8	8
.30	:30	:30	:30
·45 9	:45 9	:45 9	:45 9
:15	۲ 15	۲ 15	:15
-30 -45	-30 -45	-30 -45	:30 :45
10	10	10	10
:15 :30	:15 :30	:15 :30	:15 :30
:45	-45	-45	.45
11 :15	11 :15	11 :15	11 :15
.30	:30	:30	:30
^{:45} 12	⁴⁵ 12	⁴⁵ 12	³⁴⁵ 12
:15	:15	:15	:15
:30 :45	-30 -45	-30 -45	.30 .45
1	1	1	1
.15 .30	:15 :30	:15 :30	:15 :30
.45	:45	:45	:45
2 :15	2 :15	2 :15	2 :15
.30	:30	:30	:30
·45 3	⁴⁵ 3	⁴⁵ 3	45 3
:15	:15	:15	:15
.30 :45	:30 :45	30 :45	30 345
	4	4	4
:15	:15 :30	:15 :30	:15 :30
45	-	-	-
	5 :15	5 :15	5 :15
:30 :45	-30 -45	-30 -45	:30 :45
	6	6	6
:15	:15	:15	:15
:45	-45	-45	.45
	7 15	7	7 :15
:15	30	:30	.30
45 9	:45 Q	:45 Q	:45 ©
0 :15	8 :15	8 :15	8:15
30	:30	:30	:30 :45
·45 9	9		9
:15	:15 :40	:15 :40	:15 -20
-30 -45	.30 .45	.30 .45	:30 :45

Weekly Plan Sheet from June 2 - 8, 2024

Thursday, June 6	Friday, June 7	Saturday, June 8	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15	:15	:15	Date Night
30	30	:30 :45	
7	7	7	
:15 :30	:15	:15	Mary Kay Time: Meetings, Networking, Training, etc.
:45	:45	:45	The two rking, Training, etc.
8	8	8	- Exercise, Hair, Nails, Coffee with
:15 :30	:15 :30	:15	Friends, etc
:45	:45	:45	
9 :15	9	9 :15	- INCOME PRODUCING ACTIVITY Booking Appointments
:30	30	:30	Coaching Calls
:45	:45	345	_ Team Phone Calls
10	10 :15	10	Facials/Parties/Virtual Events
30	30	130	Customer Follow Up Calls
:45	:45	:45	Sharing the Opportunity
11	11 :15	11	
:30		:30	BOOKINGS/FACES RESULTS
-45	445	:45	n Deelsing Heldthig (Heels
12 :15	12 :15	12	# Booking Held this Week:
:30		:30	# Bookings Next Week:
:45	:45	:45	
1	1 :15	1:15	# Faces This Week:
:30		:30	
:45	:45	:45	PERSONAL SALES RESULTS
:15	2 :15	2 :15	Total Sales This Week:
:30	:30	:30	Total Sales This Obeen.
:45	.45	3	
:15	:15	:15	40% Profit:
-30	:30	:30	
-45 4	^{:45}	·45 4	TRACKING MY STAR
· :15	:15	:15	
:30	:30	:30	Wholesale Orders This Week:
^{:45} 5	^{:45}	.45 5	
:15	:15	:15	Amt. Needed to Finish Star:
.30 .45	-30 -45	-30	
6	6	6	-
:15	:15	:15	Unit Stars to Date:
:30	:30	:30 :45	
7	7	7	SHARING THE OPPORTUNITY
:15	:15	:15	RESULTS
:30 :45	:30	:30 :45	
8	8	8	Personal Sharing Appts:
:15	:15	:15	
:30 :45	:30 :45	:30	New Personal Team Mbrs:
9	9	9	Toom Sharing Acata
:15	:15	:15	Team Sharing Appts:
:30 :45	-30 -45	:30 :45	New Team Members:

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

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

- I. 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 II	Wednesday, June 12
6 :15	6 :15	6 :15	6 :15
:30	:30	:30	:30
:45 7	:45 7	:45	:45 7
:15	:15	:15	:15
:30 .45	:30 .ve	:30	.30
^{:45} 8	345 8	45 8	:45 8
:15	:15	:15	:15
:30 :45	:30 :45	.30 .45	:30 :45
9	9	9	9
:15	:15 :30	:15 .30	:15 :30
:45	:45	:45	:45
10 :15	10 :15	10 :15	10 :15
:30	:15 :30	:15 :30	:15
:45	:45		:45
11 :15	11 :15	11 :15	11 :15
:30	:30	:30	:30
^{:45} 12	³⁴⁵ 12	:45 12	:45 12
:15	:15	:15	:15
.30	30	:30	:30
. ⁴⁵ 1	⁴⁵ 1	¹⁴⁵	³⁴⁵
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
2	2	2	2
:15	:15 :30	:15 :30	:15 :30
:45	.40 :45	:45	:45
3	3	3	3
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
4 :15	4 :15	4 :15	4 :15
30	:30	:30	:30
:45	:45 F	45 E	.45 F
5 :15	5 :15	5 :15	5 :15
:30	:30	:30	:30
^{.45} 6	:45 6	^{.45}	:45 6
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
7	7	7	7
:15	:15	:15	:15
:45	:30 :45	.30 :45	:30 :45
8	8	8	8
:15	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
9 :15	9 :15	9 :15	9 :15
:15	30	.30	:30
:45	:45	:45	:45

Weekly Plan Sheet from June 9 - 15, 2024

weekiy plan sheet ti	excites you!		
Thursday, June 13	Friday, June 14	Saturday, June 15	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
15 30 45	:15 :30 :45	15 30 45	Date Night
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.
8 115 130	8 :15 :30	145 8 115 130	Exercise, Hair, Nails, Coffee with Friends, etc
.45 9 .15 .30 .45 10 .15 .30 .45	345 9 :15 :30 :45 10 :15 :30 :45	:45 9 :15 :30 :45 10 :15 :30 :45	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
11 :15 :30 :45 12 :15 :30 :45 12 :15 :30 :45 1	11 :15 :30 :45 12 :15 :30 :45 1	11 :15 :30 :45 12 :15 :30 :45 12 :15 :30 :45 13 :45 :10 :45 1	BOOKINGS/FACES RESULTS # Booking Held this Week: # Bookings Next Week: # Faces This Week:
130 145 2 115 130	115 130 145 15 130 145	130 145 2 115 130 145	PERSONAL SALES RESULTS Total Sales This Week:
3 :15 :30	3 :15 :30	3 :15 :30	40% Profit:
:45 4 :15 :30 :45	:45 4 :15 :30 :45	:45 4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	6 :15 :30	6 :15 :30	Unit Stars to Date:
45 7 :15 :30	:45 7 :15 :30	:45 7 :15 :30	SHARING THE OPPORTUNITY RESULTS
:45 8	:45 8	:45 8	Personal Sharing Appts:
:15 :30 :45	:15 :30 :45	:15 :30 :45	New Personal Team Mbrs:
9 :15 :30	9 :15 :30	9 :15 :30	Team Sharing Appts:
:45	345	-35	New Team Members:

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

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

- I. 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
6 :15	6 :15		6 :15
:30		:30 :45	:30 :45
7	7		7
:15 :30	:15 :30	:15 .30	:15 .30
:45	-45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30 :45	:30	30 345	30 345
9	9		9
:15 :30	:15 :30	:15 :30	:15 :30
.45	-45	:45	:45
10 :15	10 :15	10 :15	10 :15
.30	:30	.30 .45	.30 .45
^{:45} 11	⁴⁵ 11		11
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45
12 :15	12 :15	12 :15	12 :15
:30	:30	:30	:30
^{.45} 1	^{:45}	:45	:45 1
:15	:15	:15	:15
:30 :45	:30 :45	-30 	30 345
2	2		2
:15 :30	:15 :30	:15 :30	:15 :30
:45	.45 3	.45 3	.45 3
:15	:15	3 :15	:15
:30 :45	:30 :45	:30 :45	:30 :45
4	4		4
:15 :30	:15 :30	:15 :30	:15 :30
:45	-	-	-
5 :15	5 :15	5 :15	5 :15
-30	:30	:30	:30 :45
6	6		6
:15 :30	:15	:15 :30	:15 :30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
^{:45} 8	^{:45} 8	345 8	:45 8
:15	:15	:15	:15
:30 :45	:30 :45	:30 :45	:30 :45
9	9		9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	:45	:45

Weekly Plan Sheet from June 16 - 22, 2024

WEEKIY FINIT STIELT	EERIY FINIT STIEET TRUTT JUI TO TO TZZ, ZUZ T			
Thursday, June 20	Friday, June 21	Saturday, June 22	God: Devotion, Church, Bible Study, Faith	
6	6	6	Family Time	
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night	
7 :15 :30 :45	7 :15 :30 :45	7 :15 :30 :45	Mary Kay Time: Meetings, Networking, Training, etc.	
8 :15 :30	8 115 30	8 30 30	Exercise, Hair, Nails, Coffee with Friends, etc	
.45 9 :15 :30 :45	:45 9 :15 :30 :45	 45 9 15 30 45 	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls	
10 :15 :30 :45	10 :15 :30 :45	10 15 :30 :45	Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity	
11 :15 :30 :45	11 :15 :30 :45	11 :15 :30 :45	BOOKINGS/FACES RESULTS	
12 :15 :30 :45	12 :15 :30 :45	12 :15 :30 :45	# Booking Held this Week: # Bookings Next Week:	
1 :15 :30	1 15 30	1 :15 :30	# Faces This Week:	
:45	:45	:45	PERSONAL SALES RESULTS	
- :15 :30 :45	- :15 :30 :45	- :15 :30 :45	Total Sales This Week:	
3 :15 :30 :45	3 :15 :30 :45	3 :15 :30 :45	40% Profit:	
4	4	4	TRACKING MY STAR	
:15 :30 :45	:15 :30 :45	:15 :30 :45	Wholesale Orders This Week:	
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:	
6 :15 :30	6 :15 :30	6 :15 :30	Unit Stars to Date:	
:45 7 :15 :30	:45 7 :15 :30		SHARING THE OPPORTUNITY RESULTS	
:45 8 :15	8 :15	:45 8 :15	Personal Sharing Appts:	
:30 :45 9	30 345 9	:30 :45 9	New Personal Team Mbrs:	
:15 :30 :45	:15 :30 :45	:15 :30 :45	Team Sharing Appts: New Team Members:	

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

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

- I. 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
6 :15	6 :15	6 :15	6 :15
:30 :45	:30 :45	:30 :45	:45
7	7	7	7
:15 :30	:15 :30	:15 .30	:15 :30
:45	345	.45	:45
8 :15	8 :15	8::15	8 :15
:30 :45	:30 :45	.30 .45	30
9	9	9	9
:15 :30	:15 :30	:15 :30	:15 :30
:45	:45	45	45
10 :15	10 :15	:15	10 :15
:30 :45	:30 :45	.30 .45	:30 :45
11	11	11	11
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^{:45} 6	:45 6	:45 6	:45 6
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7 :15	7 :15	7 :15	7 :15
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·45 8	:45 8	:45 8	:45 8
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:30 :45	:30 :45	.30 :45	.30 .45
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:45	:45	:45	:45

Weekly Plan Sheet from June 23 - 29, 2024

Thursday, June 27	Friday, June 28	Saturday, June 29	God: Devotion, Church, Bible Study, Faith
6	6	6	Family Time
:15 :30 :45	:15 :30 :45	:15 :30 :45	Date Night
7 :15 :30	7 :15 :30 :45	7 :15 :30	Mary Kay Time: Meetings, Networking, Training, etc.
45 8 :15 :30	8 :15 :30	.45 8 :15 :30	Exercise, Hair, Nails, Coffee with Friends, etc
:45 9 :15 :30 :45 10 :15 :30 :45 11	:45 9 :15 :30 :45 10 :15 :30 :45 11	:45 9 :15 :30 :45 10 :15 :30 :45 11	INCOME PRODUCING ACTIVITY Booking Appointments Coaching Calls Team Phone Calls Facials/Parties/Virtual Events Customer Follow Up Calls Sharing the Opportunity
:15 :30 :45 12	:15 :30 :45 12	:15 :30 :45 12	BOOKINGS/FACES RESULTS # Booking Held this Week:
:15 :30 :45 1 :15	:15 :30 :45 1 :15	:15 :30 :45 1 :15	# Bookings Next Week: # Faces This Week:
:30 :45 2 :15 :30	:30 :45 2 :15 :30	:30 :45 2 :15 :30	PERSONAL SALES RESULTS Total Sales This Week:
3 :15 :30	:45 3 :15 :30	:45 3 :15 :30	
145 15 130 145	:45 4 :15 :30 :45	:45 4 :15 :30 :45	TRACKING MY STAR Wholesale Orders This Week:
5 :15 :30 :45	5 :15 :30 :45	5 :15 :30 :45	Amt. Needed to Finish Star:
6 :15 :30	6 :15 :30 :45	6 :15 :30 :45	Unit Stars to Date:
7 :15 :30	7 :15 :30	7 :15 :30	SHARING THE OPPORTUNITY RESULTS
:45 8 :15 :30	45 8 :15 :30	:45 8 :15 :30	Personal Sharing Appts:
:30 :45 9 :15	30 45 9 115	:30 :45 9 :15	New Personal Team Mbrs: Team Sharing Appts:
:30 :45	30 345	:30	New Team Members:

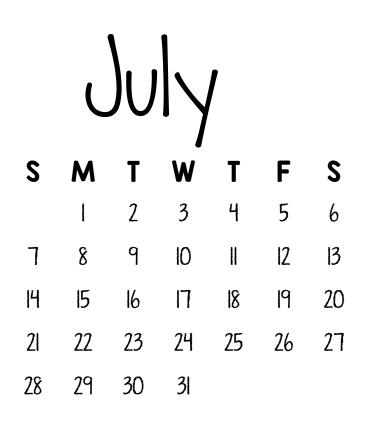
PLAN YOUR WEEK IN COLOR!

Color each box with a color that

excites you!

Notes	

Future Planning



Notes



- July I 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 I Diamond Seminar

August						
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September

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29	30					

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

Notes Sept 2 - Labor Day Sept 2 - Holiday 2024 Look Book Begins Mailing Sept 5-II - Top Director Trip Maui, Hawaii Sept 10 - Holiday 2024 Early Order Begins for PCP/Stars Sept II - Patriot Day Sept I3 - Mary Kay Anniversary Sept I5 - Ist Qtr Star Ends Sept I5 - Ist Qtr Star Ends Sept I5 - Holiday 2024 All IBC's Can Order Sept I6 - 2nd Qtr Star Begins Sept I6 - Holiday 2024 Official Product Launch Sept I7 - Winter 2024 PCP Enrollment Begins Sept 22 - First Day of Fall

October

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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							
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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/Star	rs
Nov II - 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	

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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
	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	

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Thursday	Friday	Saturd	lay				2	02	24	
4 Independence Day (All Comp Offices Closed)	5	6		S 4	M 5	T 6	W T	T 8	F 2 9	5 3 10
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18	19 Holiday 2024 PCP Enrollment Begins	20								
25	26 Fall 2024 Director Early Order	27								
	Seminar 2024 Emerald									

August

Sunday	Monday	Tuesday	Wednesday
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Seminar 2	024-Ruby	Seminar 203	24-Sapphire
	12	13	14
18	19	20	21
25	26	27	28

Thursday	Friday	Friday Saturday			5			24	
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Constinen 2021 Diemonol	2 Sausia an 2	3		2	3	4	5	6	7
Seminar 2024 -Diamond	Seminar 2	024-KUDY 	8	9	10		12	13 20	14 21
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8	9 Fall 2024 Look Book Begins Mailing	10 Fall 2024 Early Order Begins For PCP/Stars	29	30					
Seminar 20.	24-Sapphire				10	te	9		
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	3							

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	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	Г	18
22 1st Day of Fall	23	24	25
29	30		

			2024						F	
	Thursday	Friday	Saturday	5	1	ct	- 2 W	02 T	74 F	5
5		6	7				2	3	4	5
	Тор	Director Trip 2024, Maui, Ha	awaii	6	7	8	9	10	11	12
				13	14	15	16	17	18	19
				20	21	22	23	24	25	26
12		13 Mary Kay 61st Anniversary	14	27	28	29	30	31		
	Top Direc	: tor Prestige Trip 2024, Kor	na, Hawaii							
						Na	ote	29	,	
19		20	21							
26		27	28							

October

Sunday	Monday	Tuesday	Wednesday
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13	14 Columbus Day	15	16 Bosses Day
20	21	22	23
27	28	29	30



Thursday	Friday	Caturday							_
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						ote			
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	Veteran's Day	12	13
17	18	19	20
24	25	26	27

December 2024

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Thursday	Friday	Saturday	December 2						
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7	8 Winter 2024 Look Book Begins Mailing	9							
				[νc	te	S		
4	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							
L	4		1						

December

Sunday	Monday	Tuesday	Wednesday
Ι	2 Cyber Monday	3	4
8	9	10	II
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	
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Thursday	Friday	Saturday	Jar		
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			19 2		
12	13	14	26 2		
19	20	2.1 Ist Day of Winter			
26	27	28	1		
			—		
2 Hanukkah Ends			1		

Notes



JANUARY – JUNE 2024 www.epiclegacy.team