So you work another J.O.B. (commonly referred as the Journey of the Broke) that you hate? Not being paid enough to cover the bills or the extras?

Want to work your Mary Kay business part-time or full-time but you just can't seem to get everything done?


You start with becoming a Master at organizing your time. Plan this next month to follow the suggestion below and you will see an enormous increase in your business!

Let's look at where your time is going now:

| Sleep | 56.0 hours | (8 hours/night) |
| :--- | ---: | :--- |
| Work | 40.0 hours | (8 hours/day) |
| Driving | 5.0 hours |  |
| Grooming | $\mathbf{7 . 0}$ hours | (1 hour/day) |
| Eating/Cooking | $\mathbf{7 . 0}$ hours | (1 hour/day) |
| Cleaning/Laundry | $\mathbf{7 . 0}$ hours | (1 hour/day) |
| Church | $\mathbf{3 . 0}$ hours |  |
| Shopping/Errands | $\mathbf{3 . 0}$ hours |  |
| Family/Friends/Personal | $\underline{21.0}$ hours | (3 hours/day) |
|  |  |  |
|  |  |  |

(168) Actual hours in the week
19.0 hours remaining - do you know where this time is going??

As you can see, the hours above are estimated high. Some of us don't clean for seven hours and some of us spend more time in one area and less in another.

## Adjust your plan sheet to fit your schedule.

Now let's look at a proven weekly plan for earning a car:

| $\mathbf{3}$ classes per week | $\mathbf{6 . 0}$ hours |
| :--- | :--- |
| $\mathbf{3}$ interviews per week | $\mathbf{3 . 0}$ hours |
| Success Meeting | $\mathbf{2 . 0}$ hours |
| Office/Inventory/Paperwork | $\mathbf{1 . 5}$ hours |
| Bookings/Scheduling | $\mathbf{3 . 0}$ hours |
| Telephone - Reorders/Misc. | $\underline{2.0}$ hours |

17.5 hours there's still time remaining!

## (Attached is an example of a planned week)

|  | SUN | MON | TUE | WED | THU | FRI | SAT |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 8:00 |  |  |  |  |  |  |  |
| 9:00 |  | 0 | T | H | E | R |  |
| 10:00 |  | - | J | 0 | B | - | CLASS |
| 11:00 |  | - | - | - | - | - |  |
| 12:00 |  | - |  | - | - |  |  |
| 1:00 |  | - | - | - | - | - |  |
| 2:00 |  | , |  |  |  |  | CLASS |
| 3:00 |  | - | - | - | - | - |  |
| 4:00 |  | - | - | - | - | - |  |
| 5:00 |  | - |  | - |  | - |  |
| 6:00 |  |  |  |  | HOLD 2 INTERVIEWS |  |  |
| 7:00 | PAPERWORK MISC PHONE | Meeting + 1 interview | BOOKINGS | CLASS |  |  |  |
| 8:00 |  |  |  |  |  |  |  |
| 9:00 |  |  |  |  |  |  |  |

Or you could just dedicate 1 Saturday a week to conduct your business and celebrate your success on Monday evening at your meeting!


TAKE A MOMENT AND PLAN YOUR WEEK

|  | SUN | MON | TUE | WED | THU | FRI | SAT |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 8:00 |  |  |  |  |  |  |  |
| 9:00 |  | 0 | T | H | E | $\mathbf{R}$ |  |
| 10:00 |  |  | J | 0 | B |  |  |
| 11:00 |  |  |  |  |  |  |  |
| 12:00 |  |  |  |  |  |  |  |
| 1:00 |  |  |  |  |  |  |  |
| 2:00 |  |  |  |  |  |  |  |
| 3:00 |  |  |  |  |  |  |  |
| 4:00 |  |  |  |  |  |  |  |
| 5:00 |  |  |  |  |  |  |  |
| 6:00 |  |  |  |  |  |  |  |
| 7:00 |  |  |  |  |  |  |  |
| 8:00 |  |  |  |  |  |  |  |
| 9:00 |  |  |  |  |  |  |  |

