

# Mary Kay Weekly Plan Sheet

Name: \_\_\_\_\_

Week of: \_\_\_\_\_

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
6:00							
7:00							
8:00							
9:00							
10:00							
11:00							
12:00							
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Date \_\_\_\_\_ Consultant \_\_\_\_\_  
 Prospect Name \_\_\_\_\_  
 Address \_\_\_\_\_ City \_\_\_\_\_ St \_\_\_\_\_  
 Home # \_\_\_\_\_ Work # \_\_\_\_\_  
 Cell # \_\_\_\_\_ Best Time to Call: \_\_\_\_\_  
 E-mail Address \_\_\_\_\_

Consultant Comments:

- Qualities we look for in a Team Member:
1. Busy person
  2. Doesn't know a lot of people
  3. Is NOT the sales type
  4. Has "more month than money"
  5. Family oriented ... and,
  6. Decision maker

**Our Agenda:**

- Get to know you.
- Get to know me.
- Share some facts about our Career.
- Answer any questions you may have.
- And, because we've done the other 4 things, I'll ask for your opinion.

Tell me about you; family, job, education, hobbies, etc:

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What do you like best about what you do?

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What would you change, if anything?

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What do you need most in your life right now?

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Where would you like to see yourself 5 years from now?

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If I only had 5 minutes to share some facts with you about a Mary Kay career, what would you want to know?

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Let me tell you a little about me, and why I love what I do!

**MARKETING PLAN POINTS**  
 No Territories  
 No Quotas  
 Golden Rule  
 Flexibility/Be Your Own Boss  
 Priorities: God, Family, Career  
 Move at your own pace  
 90% Buyback  
 Career Advancement  
 Confidence and Self Esteem  
 Recognition & Prizes  
 Training  
 \$100 Gets You Started!  
 Which appeals to you the most?

**INCOME POSSIBILITIES**  
 50% Commission  
 Facials—1-2 people—1 hour Avg \$100/\$50 profit  
 Parties—3-6 people-2 hours Avg \$200/\$100 profit  
 2 Parties/week=\$400 retail/\$200 profit for about 4 hour time investment  
 Monthly profit = \$800 x 12 = 16,000/year  
 Reorders—Avg \$300/customer/year  
 100 Customers x \$150 profit is \$15,000 + \$16,000 = \$31,000  
 Other Sales: Web Page/On The Go/Silent Hostesses  
 Team Building Commissions-\$200-\$2000/month  
 Car Program: Car, 85% Insurance, taxes & plates (\$350/month)  
 Tax Deductions: Home office, supplies, car, supplies, equipment  
 Management: Additional Income—Average Director \$50,000 commissions + sales + prizes + trips +++ Able to continue to move up

Hypothetically, if you were to consider doing this, what are your Personal Strengths and why would you be good?  
 With the proper training, do you feel that you could learn to do what \_\_\_\_\_ does?  
 Do you have any other questions that I did not answer?  
 What, other than a little bit of fear, would keep you from starting Mary Kay? Next steps:



## My Future Team at a Glance

Prospect's Name	Phone	Customer?	Packet Given/Sent?	Interviewed	Post Card	Guest	Layering Notes	Hot	Warm	Cold	Order Amt
1											
2											
3											
4											
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19											
20											

## My Team at a Glance

Name/Consultant #	Phone	Active	Wholesale Order	Seminar Qualified	Star Goal	New Recruits	Career Level
1							
2							
3							
4							
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14							
15							
16							
17							
18							
<i>My Personal Accomplishments</i>							
<b>Total Team + My Goals</b>							

THINGS TO DO TODAY

Mary Kay

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

Call 5 Customers (reorders & follow-up)

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Call Personal Team Members

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Notes to Write (hostesses/team/prospects)

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Errands for the Day

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Personal/Family

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

Call to Schedule Classes/Facials

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Call Prospective Team Members

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Call Back for the Day

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Notes:

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

Date:

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10:00

10:30

# Queen's Court of Sharing!

"Bee-lieve" you can do it!

Color in the Bee when Recruit is Qualified with \$600 Wholesale Order (can be cumulative)

 #1 _____	 #9 _____	 #17 _____
 #2 _____	 #10 _____	 #18 _____
 #3 _____	 #11 _____	 #19 _____
 #4 _____	 #12 _____	 #20 _____
 #5 _____	 #13 _____	 #21 _____
 #6 _____	 #14 _____	 #22 _____
 #7 _____	 #15 _____	 #23 _____
 #8 _____	 #16 _____	 #24 _____

**You're 1/2 way there**

**You Did It!**

Formatted by Elizabeth Lankford

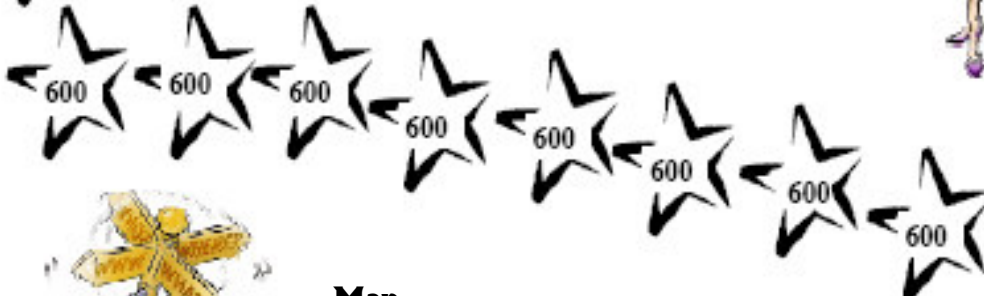
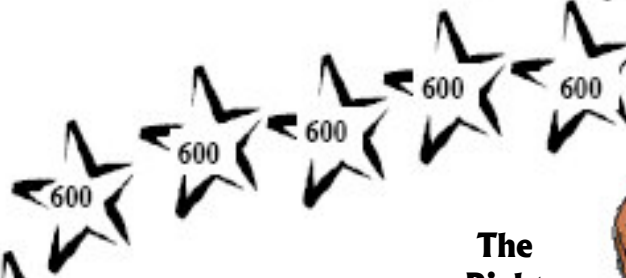
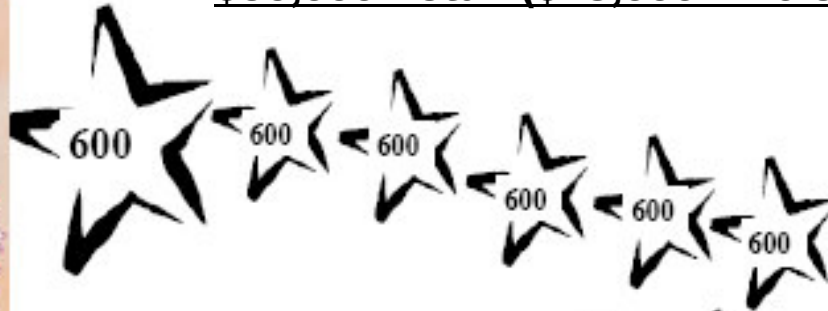
Queen's Court of Sharing: 24 Seminar Qualified Recruits (\$600 + cumulative orders) July through June

# Queen's Court of Personal Sales

**\$36,000 Retail (\$18,000 Wholesale)**



**YOU  
DID IT!**



**Map  
Your  
Success  
Plan!**

**The  
Right  
Tools  
get you  
There!**



**Consistency  
Is the Key**

**START**

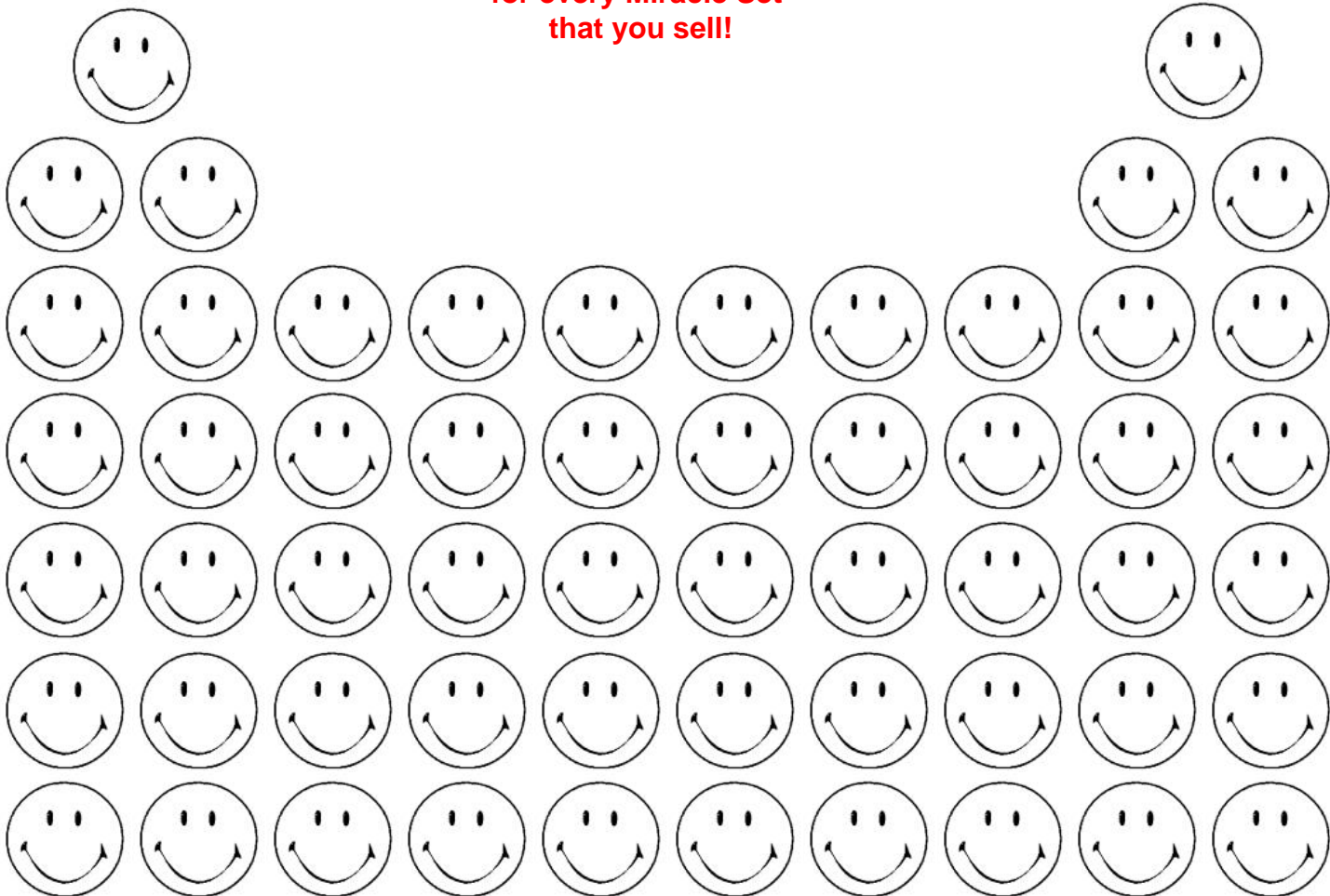


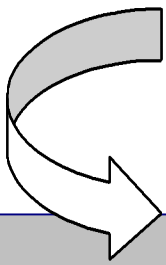
# 100 & PINK

*is all I can think*

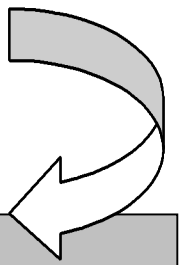


**Color in one face  
for every Miracle Set  
that you sell!**





# Working Full Circle



## Hostess Information

Hostess Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Class Location: \_\_\_\_\_

Thank You: \_\_\_\_\_

## Class Information

Class Date: \_\_\_\_\_

Guest List: \_\_\_\_\_

Pre-Profiled: \_\_\_\_\_

Reminder Card Sent (date): \_\_\_\_\_

Gave Hostess Packet:      Yes      No

What is her goal? \_\_\_\_\_

## Directions to Class Location:

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## Coaches Hostess

- q How to invite Guests
- q Refreshments
- q Class Area
- q Confirmed Guest Attendance
- q Confirmed Set-Up and Directions
- q Childcare Arrangements
- q Encouraged Outside Sales
- q Explained Credit
- q Promptness

## Guest List

Name	Phone Number	PCP	Pre-Profiled	Reminder Card Sent

## After Class

- q Thank You!
- q Posted to Weekly Summary Sheets
- q Filled Pink Tickets and Other Sheets
- q Added names to Preferred Customer List
- q Followed Up with Team Member Prospects

## Self-Evaluation

- How many sets sold? \_\_\_\_\_
- How many bookings made? \_\_\_\_\_
- How many interviews? \_\_\_\_\_
- What do I need to change? \_\_\_\_\_

Please make notes on reverse.



# Grand Achiever Tracking



Personal Team Members	Month #1 Wholesale Orders	Month #2 Wholesale Orders	Month #3 Wholesale Orders	Month #4 Wholesale Orders
Self				
#1				
#2				
#3				
#4				
#5				
#6				
#7				
#8				
#9				
#10				
#11				
#12				
#13				
#14				
<b>Monthly TOTAL</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>

**GOAL:**

**\$ 20,000.00**

Qualify to become a Free Chevy Malibu Driving "Grand Achiever " over a 1, 2, 3 or 4 month period:

Begin with 5 personal active team members and grow to 14+. And you need to have a total of at least \$20,000 in team wholesale ordered , (avg. \$5,000 a month).

Only \$4,000 of your personal ordering, throughout the four months, will be allowed to count toward the \$20,000 goal.

See InTouch and talk with your Director for complete details.

Created by Cathy Koning ~ [www.cathykoning.net](http://www.cathykoning.net)



# *Future Hostesses and Facials*

Name

Phone

Address

Last Contact

Notes

1.

2.

3.

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