F.O.C.U.S. Folder Follow One Course Until Successful! Month Consultant Name What I FOCUS on expands! Personal Monthly Goal: \$ (take home pay) Career Level Goal: _ (move up or maintain career level) **Monthly Retail Sales Goal** # of FULL CIRCLE CLASSES needed to be held to reach Sales Goal **Actual Monthly** Actual Number of Full Circle Retail Total: Classes held -Monthly Total: SELL SETS Wholsesale total:

"Nothing happens until somebody sells something" -Mary Kay Ash

	IPA'S	Faces	Classes	Sales	Bookings	Interviews	Recruits
Week 1							
Week 2							
Week 3							
Week 4							
Week 5							
Totals						·	

Highlight Your STAR Weeks

\$300 retail - Sapphire Star Week

\$400 retail - Ruby Star Week

\$500 retail - **Diamond** Star Week

\$600 retail - **Emerald** Star Week

\$1,000 retain - **DIVA** Superstar Week

Focus On The Numbers

Numbers will never let you down, people will. Know the numbers to make your goals happen!

Booking Avg - Book 2 to hold 1

Avg. Full Circle Class Sales w/ 4 people - \$200
Coaching Avg - 1 in 2 confirmed guests will show
Recruiting Avg - 1 in 5 will recruit if interviewed
and followed up with, within 24 hours.

Power Start

30 Faces in 30 Days!

Xtreme Team →

30 Faces in 30 Days PLUS -\$600 Wholesale X if Booked, Interviewed, & Full Circle

	Date	Name	Phone#	Sales	В	ı	FC
_1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
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27							
28							
29							
30							

Team Building							
Current Career Level:	_ Month End Career Level Goal:						
New Team Member Goal:	Interviews Needed:						

	Date	Name	Method	Next Step
1				
2				
3				
4				
5				
6				
7				
8				
9				
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11				
12				
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16				
17				
18				
19	•			
20				

Mental **BATH**- Booking, Affirmation, Training, Call Hotline!

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Booking						
Affirmation						
Training						
Hotline						
Booking						
Affirmation						
Training						
Hotline						
Booking						
Affirmation						
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Affirmation						
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Hotline						
Booking						
Affirmation						
Training						
Hotline						

Α	1 skin care class (min \$100 retail/3 faces)
В	1 facial or on-the-go appt (min \$75)
С	2 new bookings
D	\$100 retail reorders or website orders
Е	1 team building interview w/ questionaire
F	1 marketing cd/dvd w/ questionaire
G	1 guest to unit meeting/marketing night
Н	5 new names
l	1 new team member
J	Pre-profile 5 guests
K	New customer w/ purchase
L	New Basic Set Sold- cleanser,moisturizer,foun
М	Success Meeting Attendance
Ν	Conference Call Participation/Homework
0	Intelliverse (5 out of 7 days)
Р	Check E-mail (6 out of 7 days)
Q	Putting on your MK face (5 out of 7 days)

I.P.A.'s

Income Producing Activities!

Part-time:

Complete 7 IPA's 1 per day

Full-time:

Complete 13 IPA's 2 per day

Car Driver:

Complete 20 IPA's 3 per day Circle your goal!

	Т	W	TH	F	S	М	total
Week 1							
Week 2							
Week 3							
Week 4							
Week 5							

Write the letter in the box above as you complete them. Concentrate on Skin Care Classes!

Focus on the Numbers!

Make the phone your friend!

Contact Tracker - Cross out Contacts - Fill in Bookings

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