

“INNER CIRCLE WEEK” TRACKING SHEET!

Name _____ Week of _____ Brynne’s Fax 7-979-5014 –OR–TURN IN AT YOUR UNIT MEETING

Earn a TRIP TO THE PRIZE TABLE each week just by having an INNER CIRCLE WEEK!! (You must turn in your sheet to earn a prize).

<p>INNER CIRCLE WEEK...</p> <p>_____ 5+ FACES</p> <p>_____ 2+ INTERVIEWS</p> <p>_____ \$300+ IN RETAIL SALES</p>	<p>ELITE INNER CIRCLE WEEK...</p> <p>_____ 8+ FACES</p> <p>_____ 3+ INTERVIEWS</p> <p>_____ \$500+ IN RETAIL SALES</p>
--	--

WEEKLY RE-CAP:

Total Retail Sales Amount: _____

Total # of Faces: _____

Total # of Interviews: _____

Total # of New Leads: _____

What CD’s did you listen to: _____

Activity	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	*Weekly Total
New Bookings— This is the lifeline of your business—focus on 3-5 each wk								
Coaching Calls — It is important to coach the class well, does the hostess know what’s in it for her and have you called her guests								
Held a Selling Appointment—								
New Leads--- Must pass out your business card and/or sample and get her name and phone # to follow up or call for referrals								
Follow up on Warm Chatters— Call prospect from a warm chatter to set up an appointment								
Bathroom Model— Pass out a product bag and follow up within 3-4 days -Goal is to do 5-10 a month								
Silent Hostess— Have someone else selling for you every week...give her 20% of her sales in free product								
Customer Re-Order Calls— Follow up is key, find out what they are running low on								
On –The-Go-Appointments— Quick apt. to show customers what’s new								
Held a Recruiting Appointment— (a quality interview)								
Attended Sales Meeting— Training, guest events and conferences								
Guest Attended Guest Event or Meeting— Events are a great recruiting tool								
Call Mon. – Sat., Million \$\$\$ training 10 mins. 641-715-3900 code 44336#								
Listened to a Mary Kay Motivational CD – Go to www.brynneblalock.com under training/ audio								
Retail Sales— Run your money right...pay yourself each Sunday night— 40% of Sales with \$3000 wholesale on shelf or 20% of sales with less than \$3000 wholesale.								

