

# HUNT FOR RED OCTOBER WEEK OF Sep 30—OCT. 6

For purposes of this special project, these worksheets will go from Monday thru the following Sunday.

1. Call or talk to 5 customers or new prospects per day, and award yourself points this way:  
**1 pt** - no answer, **2 pts** - just visit, **5 pts.** - sell reorder, **5 pts.** - book a facial, **10 pts** - book a class.

Mon	_____	_____	_____	_____	_____	
Tue	_____	_____	_____	_____	_____	
Wed	_____	_____	_____	_____	_____	
Thu	_____	_____	_____	_____	_____	
Fri	_____	_____	_____	_____	_____	Total pts _____

2. Book 3 new appointments to be held week of Oct. 7-13. Give yourself **20 pts** per appt.!!  
 (Must be dated with hostesses name listed)

Class #1	_____	date _____	
Class #1	_____	date _____	
Class #1	_____	date _____	Total pts _____

3. Hold 2 appointments this week ( \$50 in sales) Give yourself **25 pts** per appointment!!

Class #1	_____	date _____	
Class #1	_____	date _____	Total pts _____
Total # bookings at these appointments _____			

4. Invite guests to a local Makeover night. Give yourself **5 pts** for each person you ask and **50 pts** for each guest you bring.

Guest	_____	
Guest	_____	Total pts _____

5. Give yourself **2 pts** for each business card/treat bag given away this week and give yourself **15 pts** for each name and number you get back in response.

Gave out _____	Got back _____	Total pts _____
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6. Look up the "4 point recruiting plan" on Mary Kay Intouch. Write out each point. Give yourself **25 pts**

First Pt	_____	
Second Pt	_____	
Third Pt	_____	
Fourth Pt	_____	Total pts _____

**Seeing Red? You've Got Red In Your Future!**

# HUNT FOR RED OCTOBER WEEK OF OCT. 7– OCT. 13

Remember -- you can only start this when last weeks is completed and sent or given to your director.  
Good luck on this week!!!

1. Call or talk to 5 customers or new prospects per day, and award yourself points this way:  
**1 pt** - no answer, **2 pts** - just visit, **5 pts.** - sell reorder, **5 pts.** - book a facial, **10 pts** - book a class.

Mon \_\_\_\_\_  
Tue \_\_\_\_\_  
Wed \_\_\_\_\_  
Thu \_\_\_\_\_  
Fri \_\_\_\_\_ Total pts \_\_\_\_\_

2. Book 3 new appointments to be held within the next 2 weeks. Give yourself **10 pts.** per facial and **20 pts** per class booked!! (Must be dated with hostesses name listed)

Class #1 \_\_\_\_\_ date \_\_\_\_\_  
Class #2 \_\_\_\_\_ date \_\_\_\_\_  
Class #3 \_\_\_\_\_ date \_\_\_\_\_ Total pts \_\_\_\_\_

3. Hold 3 appointments this week (\$50 in sales) Give yourself **25 pts** per appointment!!

Class #1 \_\_\_\_\_ date \_\_\_\_\_  
Class #2 \_\_\_\_\_ date \_\_\_\_\_  
Class #3 \_\_\_\_\_ date \_\_\_\_\_ Total pts \_\_\_\_\_  
Total # bookings at these appointments \_\_\_\_\_

4. Make a list of 5 women you'd MOST LIKE to see as your business associates. Also write why you'd like her to be on your team. **25 pts** for each name. Give yourself **50 pts** for each one that you share a cup of coffee, and company marketing information.

Prospect #1 \_\_\_\_\_ Interv \_\_\_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Prospect #2 \_\_\_\_\_ Interv \_\_\_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Prospect #3 \_\_\_\_\_ Interv \_\_\_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Prospect #4 \_\_\_\_\_ Interv \_\_\_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Prospect #5 \_\_\_\_\_ Interv \_\_\_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_ Total pts \_\_\_\_\_

# HUNT FOR RED OCTOBER WEEK OF OCT. 14– OCT. 20

Remember -- you can only start this when last weeks is completed and sent or given to your director.

Good luck on this week!!!

1. Call or talk to 5 customers or new prospects per day, and award yourself points this way:

**1 pt** - no answer, **2 pts** - just visit, **5 pts.** - sell reorder, **5 pts.** - book a facial, **10 pts** - book a class.

Mon \_\_\_\_\_  
Tue \_\_\_\_\_  
Wed \_\_\_\_\_  
Thu \_\_\_\_\_  
Fri \_\_\_\_\_ Total pts \_\_\_\_\_

2. Book 4 new appointments to be held within the next 3 weeks. Give yourself **20 pts** per booking. (Must be dated with hostesses name listed)

Class #1 \_\_\_\_\_ date \_\_\_\_\_  
Class #2 \_\_\_\_\_ date \_\_\_\_\_  
Class #3 \_\_\_\_\_ date \_\_\_\_\_  
Class #4 \_\_\_\_\_ date \_\_\_\_\_ Total pts \_\_\_\_\_

3. Hold 2 appointments this week (\$50 in sales) Give yourself **15 pts.** per facial and **25 pts.** per class!!

Class #1 \_\_\_\_\_ date \_\_\_\_\_  
Class #2 \_\_\_\_\_ date \_\_\_\_\_ Total pts \_\_\_\_\_

Total # bookings at these appointments \_\_\_\_\_

4. Send a team building brochure or e-card, to 7 of your best customers. Be sure to write a note that you think they'd be great & that you would love to share some info on the company with them over a cup of coffee. Give yourself **10 pts** each & **15 pts** for each person with whom you follow up, within the week, and **25 pts** for each interview you do.

Customer #1 \_\_\_\_\_ Follow up? \_\_\_ Interview? \_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Customer #2 \_\_\_\_\_ Follow up? \_\_\_ Interview? \_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Customer #3 \_\_\_\_\_ Follow up? \_\_\_ Interview? \_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Customer #4 \_\_\_\_\_ Follow up? \_\_\_ Interview? \_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Customer #5 \_\_\_\_\_ Follow up? \_\_\_ Interview? \_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Customer #6 \_\_\_\_\_ Follow up? \_\_\_ Interview? \_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Customer #7 \_\_\_\_\_ Follow up? \_\_\_ Interview? \_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_ Total pts \_\_\_\_\_

# HUNT FOR RED OCTOBER WEEK OF OCT. 21– OCT. 27

Remember -- you can only start this when last weeks is completed and sent or given to your director.  
Good luck on this week!!!

1. Call or talk to 5 customers or new prospects per day, and award yourself points this way:  
**1 pt** - no answer, **2 pts** - just visit, **5 pts.** - sell reorder, **5 pts.** - book a facial, **10 pts** - book a class.

Mon \_\_\_\_\_  
Tue \_\_\_\_\_  
Wed \_\_\_\_\_  
Thu \_\_\_\_\_  
Fri \_\_\_\_\_ Total pts \_\_\_\_\_

2. Book 3 new appointments to be held within the next 2 weeks. Give yourself 10 pts. per facial, **20 pts** per class!! (Must be dated with hostesses name listed)

Class #1 \_\_\_\_\_ date \_\_\_\_\_  
Class #2 \_\_\_\_\_ date \_\_\_\_\_  
Class #3 \_\_\_\_\_ date \_\_\_\_\_ Total pts \_\_\_\_\_

3. Hold 3 appointments this week (\$50 in sales) Give yourself **15 pts** per facial, **25 pts** per class!!

Class #1 \_\_\_\_\_ date \_\_\_\_\_  
Class #2 \_\_\_\_\_ date \_\_\_\_\_  
Class #3 \_\_\_\_\_ date \_\_\_\_\_ Total pts \_\_\_\_\_  
Total # bookings at these appointments \_\_\_\_\_

4. Give yourself **100 pts** for holding 5 interviews this week. Only give yourself **25 pts** if 4 or less were interviewed.

Prospect #1 \_\_\_\_\_ Comments \_\_\_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Prospect #2 \_\_\_\_\_ Comments \_\_\_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Prospect #3 \_\_\_\_\_ Comments \_\_\_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Prospect #4 \_\_\_\_\_ Comments \_\_\_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Prospect #5 \_\_\_\_\_ Comments \_\_\_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_ Total pts \_\_\_\_\_

5. COUNT DOWN! How many hostesses have you had this month since Sept. 30th? Give yourself **2 pts** for each thank you note you sent them.

# of Hostesses \_\_\_\_\_ Thank You Note \_\_\_\_\_ Total pts \_\_\_\_\_

# HUNT FOR RED OCTOBER WEEK OF OCT. 28-NOV. 3

Remember -- you can only start this when last weeks is completed and sent or given to your director.  
Good luck on this week!!!

1. Call or talk to 5 customers or new prospects per day, and award yourself points this way:  
**1 pt** - no answer, **2 pts** - just visit, **5 pts.** - sell reorder, **5 pts.** - book a facial, **10 pts** - book a class.

Mon \_\_\_\_\_  
Tue \_\_\_\_\_  
Wed \_\_\_\_\_  
Thu \_\_\_\_\_  
Fri \_\_\_\_\_ Total pts \_\_\_\_\_

2. Book 3 new appointments to be held within the next 2 weeks. Give yourself **10 pts** per facial, **20 pts** per class!! (Must be dated with hostesses name listed)

Class #1 \_\_\_\_\_ date \_\_\_\_\_  
Class #2 \_\_\_\_\_ date \_\_\_\_\_  
Class #3 \_\_\_\_\_ date \_\_\_\_\_ Total pts \_\_\_\_\_

3. Hold 3 appointments this week (\$50 in sales) Give yourself **15 pts** per facial, **25 pts** per class!!

Class #1 \_\_\_\_\_ date \_\_\_\_\_  
Class #2 \_\_\_\_\_ date \_\_\_\_\_  
Class #3 \_\_\_\_\_ date \_\_\_\_\_ Total pts \_\_\_\_\_  
Total # bookings at these appointments \_\_\_\_\_

4. Sit down with 2 past hostesses this week and tell them the marketing plan and show them some of your past accomplishments sheets and ask their opinion. Say to them "Have you ever considered doing what I do." Give yourself **25 pts**

Hostess #1 \_\_\_\_\_ Comments \_\_\_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Hostess #2 \_\_\_\_\_ Comments \_\_\_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_ Total pts \_\_\_\_\_

5. Drop a note of sincere appreciation to 5 really terrific customers letting them know how much their business means to you. Give yourself **20 pts** for doing this.

\_\_\_\_\_ Total pts \_\_\_\_\_

6. Give yourself **2 pts** for each business card given away this week and give yourself **15 pts** for each name and number you get back in response to your card.

Gave out \_\_\_\_\_ Got back \_\_\_\_\_ Total pts \_\_\_\_\_

# HUNT FOR RED OCTOBER WEEK OF NOV. 4– NOV. 10

Remember -- you can only start this when last weeks is completed and sent or given to your director.

Good luck on this week!!!

1. Call or talk to 5 customers or new prospects per day, and award yourself points this way:  
**1 pt** - no answer, **2 pts** - just visit, **5 pts.** - sell reorder, **5 pts.** - book a facial, **10 pts** - book a class.

Mon \_\_\_\_\_  
Tue \_\_\_\_\_  
Wed \_\_\_\_\_  
Thu \_\_\_\_\_  
Fri \_\_\_\_\_ Total pts \_\_\_\_\_

2. Book 4 new appointments to be held within the next 3 weeks. Give yourself **10 pts.**  
**20 pts** per class!! (Must be dated with hostesses name listed)

Class #1 \_\_\_\_\_ date \_\_\_\_\_  
Class #2 \_\_\_\_\_ date \_\_\_\_\_  
Class #3 \_\_\_\_\_ date \_\_\_\_\_  
Class #4 \_\_\_\_\_ date \_\_\_\_\_ Total pts \_\_\_\_\_

3. Hold 2 appointments this week (\$50 in sales) Give yourself **15 pts.** per facial **25 pts.** per class!!

Class #1 \_\_\_\_\_ date \_\_\_\_\_  
Class #2 \_\_\_\_\_ date \_\_\_\_\_ Total pts \_\_\_\_\_  
Total # bookings at these appointments \_\_\_\_\_

4. Take team building brochure, and copies of 3 accomplishment sheets and mail to someone you like, & would love an opportunity like yours, in any other state but the one you live in. Give yourself **40 pts.** Total pts \_\_\_\_\_

5. Mary Kay says there is 1 new Beauty Consultant at each class. We just don't ask. This week softly say to 1 person you select at each class or facial "I think you'd be great! I'd love to share with you how we make our money." (Smile). Be sure to give them company literature. Give yourself 20 pts per name, address & response completed.

Customer #1 \_\_\_\_\_ Response \_\_\_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_  
Customer #2 \_\_\_\_\_ Response \_\_\_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_ Total pts \_\_\_\_\_

6. **BONUS 40 pts** for bringing someone with recruiting qualities to your meeting this week. Someone just like you! Share with her the reason you decided to become a consultant and that you'd love to share it with her.

Customer #1 \_\_\_\_\_ Response \_\_\_\_\_  
Address \_\_\_\_\_ phone # \_\_\_\_\_ Total pts \_\_\_\_\_