

Build a \$10,000 Monthly Income in Six Months Holding Just 3 Classes Per Week!

Use this tried and proven plan originally shared by Tammy Crayk, Million Dollar Director, hold just 3 classes per week and you will be:

- Driving a Red Grand Am company car in three months
- Looking lovely in a Director's Suit in four months
- A Fabulous 50's Elite Director in six months

How This Plan Works

- The average skin care class has four guests.
- At twelve classes per month x 4 guests you will see 48 new faces a month!
- One in two ladies will buy a skin care set.
- The national average production for a skin care class is \$200.
- Twelve classes per month x \$200 in sales = \$2400 in retail sales per month.
- One in five will hear about Mary Kay as a career and become a consultant.

If just one of the five women you share Mary Kay with each month adopts this plan right behind you it will work almost effortlessly! Remember, you are probably going to get approximately 4 no's for every yes you receive. If you don't have four guests at each class re-examine your hostess program. If one in five interviewed recruit prospects don't sign up, you may need to re-evaluate the type of people you are trying to recruit.

1st Month – You are on your way!

- Hold 12 classes (3 per week) with an average of 4 guests per class.
 - Sell \$2,400 in new business (\$200 per class). \$960.00
 - Place a \$1200 Wholesale Order
 - Market Mary Kay as a career with 48 guests (4 people per class x 12 classes).
 - Recruit 5 new team members.
 - Average \$5000 personal team productions (based on conservative average of \$1000 per recruit)
 - Team building bonus (\$50 on qualified recruits #4 & #5) \$100.00
 - Your 13% check (for 5 team members plus your order) \$650.00
-
- Total Monthly Income** **\$1,710.00**

2nd Month – It is getting exciting!

• Hold 12 classes (3 per week) with an average of 4 guests per class.	
• Sell \$2,400 in new business (\$200 per class).	\$960.00
• Place a \$1200 Wholesale Order	
• Market Mary Kay as a career with 48 guests (4 people per class x 12 classes).	
• Recruit 5 new team members.	
• Average \$5000 personal team productions (based on conservative average of \$1000 per recruit)	
• Team building bonus (5 x \$50 on qualified recruits)	\$250.00
• Your 13% check (for 5 team members plus your order)	\$650.00
Total Monthly Income	\$1,860.00

3rd Month – Submit D.I.Q. Commitment Card on the 1st

• Hold 12 classes (3 per week) with an average of 4 guests per class.	
• Sell \$2,400 in new business (\$200 per class).	\$960.00
• Place a \$1200 Wholesale Order	
• Market Mary Kay as a career with 48 guests (4 people per class x 12 classes).	
• Recruit 5 new team members.	
• Average \$5000 personal team productions (based on conservative average of \$1000 per recruit)	
• Team building bonus (5 x \$50 on qualified recruits)	\$250.00
• Month 1 team members probably reordering about \$1200	
• Your 13% check (for 5 team members plus your order)	\$806.00
Total Monthly Income	\$2,016.00

Car production is complete with:

15 Personal Team Members

\$19,800 Total Car Team Production

5 new team members of your team members

First Month DIQ!

20 Members in your soon to be unit

This month \$12,400 in DIQ production

4th Month – It is really picking up!!

• Hold 12 classes (3 per week) with an average of 4 guests per class.	
• Sell \$2,400 in new business (\$200 per class).	\$960.00
• Place a \$1200 Wholesale Order	
• Market Mary Kay as a career with 48 guests (4 people per class x 12 classes).	
• Recruit 5 new team members.	
• Average \$5000 personal team productions (based on conservative average of \$1000 per recruit)	
• Team building bonus (5 x \$50 on qualified recruits)	\$250.00
• Month 1 & 2 team members probably reordering about \$3,500	
• Your 13% check (for 5 team members plus your order)	\$1,105.00
Total Monthly Income	\$2,315.00

DIQ is finished!

Finally DIQ production \$32,100

10 new team members of team members

New unit now at 35 consultants plus New Director

5th Month – Almost there!!

• Hold 12 classes (3 per week) with an average of 4 guests per class.	
• Sell \$2,400 in new business (\$200 per class).	\$960.00
• Place a \$1200 Wholesale Order	
• Market Mary Kay as a career with 48 guests (4 people per class x 12 classes).	
• Recruit 5 new team members.	
• Average \$5000 personal team productions (based on conservative average of \$1000 per recruit)	
• Month 1, 2 & 3 team members probably reordering about \$6,500	
• Your 13% check (for 5 team members plus your order)	\$1,495.00
• Director 13% check (including commission on your personal production)	\$3,601.00
• Unit Development Bonus on Qualified Recruits	\$300.00
• Unit Production Bonus	\$2,100.00
Total Monthly Income	\$8,456.00

15 new team members of team members

55 consultants

\$27,000 in production

6th Month – This is it!!

• Hold 12 classes (3 per week) with an average of 4 guests per class.	
• Sell \$2,400 in new business (\$200 per class).	\$960.00
• Place a \$1200 Wholesale Order	
• Market Mary Kay as a career with 48 guests (4 people per class x 12 classes).	
• Recruit 5 new team members.	
• Average \$5000 personal team productions (based on conservative average of \$1000 per recruit)	
• Month 1, 2, 3 & 4 team members probably reordering about \$9,000	
• Your 13% check (for 5 team members plus your order)	\$1,820.00
• Director 13% check (including commission on your personal production)	\$4,576.00
• Unit Development Bonus on Qualified Recruits	\$300.00
• Unit Production Bonus	\$3,100.00
Total Monthly Income	\$10,756.00

Fabulous 50's Elite Complete
20 new non-personal unit members
Unit is now 80 consultants
Total Unit Production \$37,200

The Keys to Success

- Your 5 monthly recruits need to be able to get started and have the desire to succeed.
- Recruits should come from your classes.
- Your recruits should hold classes and recruit from them.
- Give an introduction of Mary Kay as a career at every class with all guests.
- Your recruits should also give an introduction on Mary Kay at classes.
- If you fall behind one week make it up in the next by holding extra classes.
- If your numbers aren't meeting with the averages listed on the first page discuss skill building with your Director right away. Don't fall behind.

6 Month Activity Summary

Month	1	2	3	4	5	6
Classes held	12	12	12	12	12	12
Faces Seen	48	48	48	48	48	48
New Skin Care Customers and Interviews held	24	24	24	24	24	24
Personal Sales	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400
Personal Wholesale Orders	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200
Personal recruits	5	5	5	5	5	5
Personal Recruit Production	\$ 5,000	\$ 5,000	\$ 6,200	\$ 8,500	\$ 11,500	\$ 14,000
Granddaughters			5	10	15	20
Granddaughters Production			\$ 5,000	\$ 10,000	\$ 15,000	\$ 20,000
# of Personal Team Members	5	10	15	20	25	30
Car Production	\$ 6,200	\$ 6,200				
Car Production & DIQ Production			\$ 7,400			
DIQ Production			\$ 5,000	\$ 19,700		
New Director Unit Production					\$ 27,700	\$ 35,200
Profit on Sales	\$ 960	\$ 960	\$ 960	\$ 960	\$ 960	\$ 960
Personal 13% Commission	\$ 650	\$ 650	\$ 806	\$ 1,105	\$ 1,495	\$ 1,820
Team Building Bonus	\$ 100	\$ 250	\$ 250	\$ 250		
Director 13% Commission					\$ 3,601	\$ 4,576
Director Unit Volume Bonus					\$ 2,100	\$ 3,100
Director Unit Development Bonus					\$ 300	\$ 300
# of Unit Members				35	\$ 55	\$ 80
Total Earning	\$ 1,710	\$ 1,860	\$ 2,016	\$ 2,315	\$ 8,456	\$ 10,756

Follow this plan exactly and make sure to check off every thing as you accomplish it.

Month #1 Personal Activity

This Months Personal Retail Sales

- | | | | |
|---------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 700 | <input type="radio"/> 1300 | <input type="radio"/> 1900 |
| <input type="radio"/> 200 | <input type="radio"/> 800 | <input type="radio"/> 1400 | <input type="radio"/> 2000 |
| <input type="radio"/> 300 | <input type="radio"/> 900 | <input type="radio"/> 1500 | <input type="radio"/> 2100 |
| <input type="radio"/> 400 | <input type="radio"/> 1000 | <input type="radio"/> 1600 | <input type="radio"/> 2200 |
| <input type="radio"/> 500 | <input type="radio"/> 1100 | <input type="radio"/> 1700 | <input type="radio"/> 2300 |
| <input type="radio"/> 600 | <input type="radio"/> 1200 | <input type="radio"/> 1800 | <input type="radio"/> 2400 |

This Months Personal Section 1 Orders

- | | | | |
|---------------------------|---------------------------|---------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 400 | <input type="radio"/> 700 | <input type="radio"/> 1000 |
| <input type="radio"/> 200 | <input type="radio"/> 500 | <input type="radio"/> 800 | <input type="radio"/> 1100 |
| <input type="radio"/> 300 | <input type="radio"/> 600 | <input type="radio"/> 900 | <input type="radio"/> 1200 |

This Months Skin Care Classes

- | | | | |
|-------------------------|-------------------------|-------------------------|--------------------------|
| <input type="radio"/> 1 | <input type="radio"/> 4 | <input type="radio"/> 7 | <input type="radio"/> 10 |
| <input type="radio"/> 2 | <input type="radio"/> 5 | <input type="radio"/> 8 | <input type="radio"/> 11 |
| <input type="radio"/> 3 | <input type="radio"/> 6 | <input type="radio"/> 9 | <input type="radio"/> 12 |

This Months Recruits

- | | |
|---|-------|
| 1 | _____ |
| 2 | _____ |
| 3 | _____ |
| 4 | _____ |
| 5 | _____ |

Team Activity

This Months Team Orders

- | | | | | |
|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 200 | <input type="radio"/> 1200 | <input type="radio"/> 2200 | <input type="radio"/> 3200 | <input type="radio"/> 4200 |
| <input type="radio"/> 400 | <input type="radio"/> 1400 | <input type="radio"/> 2400 | <input type="radio"/> 3400 | <input type="radio"/> 4400 |
| <input type="radio"/> 600 | <input type="radio"/> 1600 | <input type="radio"/> 2600 | <input type="radio"/> 3600 | <input type="radio"/> 4600 |
| <input type="radio"/> 800 | <input type="radio"/> 1800 | <input type="radio"/> 2800 | <input type="radio"/> 3800 | <input type="radio"/> 4800 |
| <input type="radio"/> 1000 | <input type="radio"/> 2000 | <input type="radio"/> 3000 | <input type="radio"/> 1000 | <input type="radio"/> 5000 |

When you recruit 5 new team members they should produce at least \$5,000 in production. That is only an average of \$1,000 each! Remember, inventory is a key success factor, so you shouldn't "encourage" a new consultant to start that small!

Month 1 – Skin Care Class Hostesses, Dates, Sales and Guests

Hostess #1	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #2	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #3	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #4	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #5	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #6	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #7	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #8	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #9	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #10	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #11	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #12	Date:	Sales: \$
1.	2.	
3.	4.	

Month #2 Personal Activity

This Months Personal Retail Sales

- | | | | |
|---------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 700 | <input type="radio"/> 1300 | <input type="radio"/> 1900 |
| <input type="radio"/> 200 | <input type="radio"/> 800 | <input type="radio"/> 1400 | <input type="radio"/> 2000 |
| <input type="radio"/> 300 | <input type="radio"/> 900 | <input type="radio"/> 1500 | <input type="radio"/> 2100 |
| <input type="radio"/> 400 | <input type="radio"/> 1000 | <input type="radio"/> 1600 | <input type="radio"/> 2200 |
| <input type="radio"/> 500 | <input type="radio"/> 1100 | <input type="radio"/> 1700 | <input type="radio"/> 2300 |
| <input type="radio"/> 600 | <input type="radio"/> 1200 | <input type="radio"/> 1800 | <input type="radio"/> 2400 |

This Months Personal Section 1 Orders

- | | | | |
|---------------------------|---------------------------|---------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 400 | <input type="radio"/> 700 | <input type="radio"/> 1000 |
| <input type="radio"/> 200 | <input type="radio"/> 500 | <input type="radio"/> 800 | <input type="radio"/> 1100 |
| <input type="radio"/> 300 | <input type="radio"/> 600 | <input type="radio"/> 900 | <input type="radio"/> 1200 |

This Months Skin Care Classes

- | | | | |
|-------------------------|-------------------------|-------------------------|--------------------------|
| <input type="radio"/> 1 | <input type="radio"/> 4 | <input type="radio"/> 7 | <input type="radio"/> 10 |
| <input type="radio"/> 2 | <input type="radio"/> 5 | <input type="radio"/> 8 | <input type="radio"/> 11 |
| <input type="radio"/> 3 | <input type="radio"/> 6 | <input type="radio"/> 9 | <input type="radio"/> 12 |

This Months Recruits

- | | |
|---|-------|
| 1 | _____ |
| 2 | _____ |
| 3 | _____ |
| 4 | _____ |
| 5 | _____ |

Team Activity-Personal Team now 10!

This Months Team Orders

- | | | | | |
|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 200 | <input type="radio"/> 1200 | <input type="radio"/> 2200 | <input type="radio"/> 3200 | <input type="radio"/> 4200 |
| <input type="radio"/> 400 | <input type="radio"/> 1400 | <input type="radio"/> 2400 | <input type="radio"/> 3400 | <input type="radio"/> 4400 |
| <input type="radio"/> 600 | <input type="radio"/> 1600 | <input type="radio"/> 2600 | <input type="radio"/> 3600 | <input type="radio"/> 4600 |
| <input type="radio"/> 800 | <input type="radio"/> 1800 | <input type="radio"/> 2800 | <input type="radio"/> 3800 | <input type="radio"/> 4800 |
| <input type="radio"/> 1000 | <input type="radio"/> 2000 | <input type="radio"/> 3000 | <input type="radio"/> 1000 | <input type="radio"/> 5000 |

Month 2 – Skin Care Class Hostesses, Dates, Sales and Guests

Hostess #1	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #2	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #3	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #4	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #5	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #6	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #7	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #8	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #9	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #10	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #11	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #12	Date:	Sales: \$
1.	2.	
3.	4.	

Month #3 Personal Activity

This Months Personal Retail Sales

- | | | | |
|---------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 700 | <input type="radio"/> 1300 | <input type="radio"/> 1900 |
| <input type="radio"/> 200 | <input type="radio"/> 800 | <input type="radio"/> 1400 | <input type="radio"/> 2000 |
| <input type="radio"/> 300 | <input type="radio"/> 900 | <input type="radio"/> 1500 | <input type="radio"/> 2100 |
| <input type="radio"/> 400 | <input type="radio"/> 1000 | <input type="radio"/> 1600 | <input type="radio"/> 2200 |
| <input type="radio"/> 500 | <input type="radio"/> 1100 | <input type="radio"/> 1700 | <input type="radio"/> 2300 |
| <input type="radio"/> 600 | <input type="radio"/> 1200 | <input type="radio"/> 1800 | <input type="radio"/> 2400 |

This Months Personal Section 1 Orders

- | | | | |
|---------------------------|---------------------------|---------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 400 | <input type="radio"/> 700 | <input type="radio"/> 1000 |
| <input type="radio"/> 200 | <input type="radio"/> 500 | <input type="radio"/> 800 | <input type="radio"/> 1100 |
| <input type="radio"/> 300 | <input type="radio"/> 600 | <input type="radio"/> 900 | <input type="radio"/> 1200 |

This Months Skin Care Classes

- | | | | |
|-------------------------|-------------------------|-------------------------|--------------------------|
| <input type="radio"/> 1 | <input type="radio"/> 4 | <input type="radio"/> 7 | <input type="radio"/> 10 |
| <input type="radio"/> 2 | <input type="radio"/> 5 | <input type="radio"/> 8 | <input type="radio"/> 11 |
| <input type="radio"/> 3 | <input type="radio"/> 6 | <input type="radio"/> 9 | <input type="radio"/> 12 |

This Months Recruits

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____

Car Production finished!

15 team members

\$19,800 total Car Team Production

5 new team members of team members!

Team Activity – Personal Team Now 15!

This Months Team Orders

- | | | | |
|----------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 200 | <input type="radio"/> 1800 | <input type="radio"/> 3400 | <input type="radio"/> 2000 |
| <input type="radio"/> 400 | <input type="radio"/> 2000 | <input type="radio"/> 3600 | <input type="radio"/> 5200 |
| <input type="radio"/> 600 | <input type="radio"/> 2200 | <input type="radio"/> 3800 | <input type="radio"/> 5400 |
| <input type="radio"/> 800 | <input type="radio"/> 2400 | <input type="radio"/> 4000 | <input type="radio"/> 5600 |
| <input type="radio"/> 1000 | <input type="radio"/> 2600 | <input type="radio"/> 4200 | <input type="radio"/> 5800 |
| <input type="radio"/> 1200 | <input type="radio"/> 2800 | <input type="radio"/> 4400 | <input type="radio"/> 6000 |
| <input type="radio"/> 1400 | <input type="radio"/> 3000 | <input type="radio"/> 4600 | <input type="radio"/> 6200 |
| <input type="radio"/> 1600 | <input type="radio"/> 3200 | <input type="radio"/> 4800 | |

This month's team orders includes new members (\$5000) and month 1 team members reordering (\$1,200) because they are holding classes.

This Months Team Orders

	New Unit Member	Recruiter	Date	Initial Order
1.	_____	_____	_____	\$ _____
2.	_____	_____	_____	\$ _____
3.	_____	_____	_____	\$ _____
4.	_____	_____	_____	\$ _____
5.	_____	_____	_____	\$ _____

This Month's "Granddaughter" Orders

- | | | | |
|----------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 200 | <input type="radio"/> 1600 | <input type="radio"/> 3000 | <input type="radio"/> 4400 |
| <input type="radio"/> 400 | <input type="radio"/> 1800 | <input type="radio"/> 3200 | <input type="radio"/> 4600 |
| <input type="radio"/> 600 | <input type="radio"/> 2200 | <input type="radio"/> 3400 | <input type="radio"/> 4800 |
| <input type="radio"/> 800 | <input type="radio"/> 2200 | <input type="radio"/> 3600 | <input type="radio"/> 5000 |
| <input type="radio"/> 1000 | <input type="radio"/> 2400 | <input type="radio"/> 3800 | |
| <input type="radio"/> 1200 | <input type="radio"/> 2600 | <input type="radio"/> 4000 | |
| <input type="radio"/> 1400 | <input type="radio"/> 2800 | <input type="radio"/> 4200 | |

Month 3 – Skin Care Class Hostesses, Dates, Sales and Guests

Hostess #1	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #2	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #3	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #4	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #5	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #6	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #7	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #8	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #9	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #10	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #11	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #12	Date:	Sales: \$
1.	2.	
3.	4.	

Month #4 Personal Activity

This Months Personal Retail Sales

- | | | | |
|---------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 700 | <input type="radio"/> 1300 | <input type="radio"/> 1900 |
| <input type="radio"/> 200 | <input type="radio"/> 800 | <input type="radio"/> 1400 | <input type="radio"/> 2000 |
| <input type="radio"/> 300 | <input type="radio"/> 900 | <input type="radio"/> 1500 | <input type="radio"/> 2100 |
| <input type="radio"/> 400 | <input type="radio"/> 1000 | <input type="radio"/> 1600 | <input type="radio"/> 2200 |
| <input type="radio"/> 500 | <input type="radio"/> 1100 | <input type="radio"/> 1700 | <input type="radio"/> 2300 |
| <input type="radio"/> 600 | <input type="radio"/> 1200 | <input type="radio"/> 1800 | <input type="radio"/> 2400 |

This Months Personal Section 1 Orders

- | | | | |
|---------------------------|---------------------------|---------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 400 | <input type="radio"/> 700 | <input type="radio"/> 1000 |
| <input type="radio"/> 200 | <input type="radio"/> 500 | <input type="radio"/> 800 | <input type="radio"/> 1100 |
| <input type="radio"/> 300 | <input type="radio"/> 600 | <input type="radio"/> 900 | <input type="radio"/> 1200 |

This Months Skin Care Classes

- | | | | |
|-------------------------|-------------------------|-------------------------|--------------------------|
| <input type="radio"/> 1 | <input type="radio"/> 4 | <input type="radio"/> 7 | <input type="radio"/> 10 |
| <input type="radio"/> 2 | <input type="radio"/> 5 | <input type="radio"/> 8 | <input type="radio"/> 11 |
| <input type="radio"/> 3 | <input type="radio"/> 6 | <input type="radio"/> 9 | <input type="radio"/> 12 |

This Months Recruits

- | | |
|---|-------|
| 1 | _____ |
| 2 | _____ |
| 3 | _____ |
| 4 | _____ |
| 5 | _____ |

Team Activity-Personal Team now 20!

This Months Team Orders

- | | | | | |
|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 200 | <input type="radio"/> 2000 | <input type="radio"/> 3800 | <input type="radio"/> 5600 | <input type="radio"/> 7400 |
| <input type="radio"/> 400 | <input type="radio"/> 2200 | <input type="radio"/> 4000 | <input type="radio"/> 5800 | <input type="radio"/> 7600 |
| <input type="radio"/> 600 | <input type="radio"/> 2400 | <input type="radio"/> 4200 | <input type="radio"/> 6000 | <input type="radio"/> 7800 |
| <input type="radio"/> 800 | <input type="radio"/> 2600 | <input type="radio"/> 4400 | <input type="radio"/> 6200 | <input type="radio"/> 8000 |
| <input type="radio"/> 1000 | <input type="radio"/> 2800 | <input type="radio"/> 4600 | <input type="radio"/> 6400 | <input type="radio"/> 8200 |
| <input type="radio"/> 1200 | <input type="radio"/> 3000 | <input type="radio"/> 4800 | <input type="radio"/> 6600 | <input type="radio"/> 8400 |
| <input type="radio"/> 1400 | <input type="radio"/> 3200 | <input type="radio"/> 5000 | <input type="radio"/> 6800 | <input type="radio"/> 8600 |
| <input type="radio"/> 1600 | <input type="radio"/> 3400 | <input type="radio"/> 5200 | <input type="radio"/> 7000 | |
| <input type="radio"/> 1800 | <input type="radio"/> 3600 | <input type="radio"/> 5400 | <input type="radio"/> 7200 | |

These figures include new team members (\$5,000) and month 1 and 2 team members reordering (\$3,500) because they are holding classes.

New Granddaughters

	New Unit Member	Recruiter	Date	Initial Order
1.	_____	_____	_____	\$ _____
2.	_____	_____	_____	\$ _____
3.	_____	_____	_____	\$ _____
4.	_____	_____	_____	\$ _____
5.	_____	_____	_____	\$ _____
6.	_____	_____	_____	\$ _____
7.	_____	_____	_____	\$ _____
8.	_____	_____	_____	\$ _____
9.	_____	_____	_____	\$ _____
10.	_____	_____	_____	\$ _____

Granddaughter Orders

- | | | | | | |
|----------------------------|----------------------------|----------------------------|-----------------------------|-----------------------------|-----------------------------|
| <input type="radio"/> 200 | <input type="radio"/> 2800 | <input type="radio"/> 5400 | <input type="radio"/> 8000 | <input type="radio"/> 10800 | <input type="radio"/> 13400 |
| <input type="radio"/> 400 | <input type="radio"/> 3000 | <input type="radio"/> 5600 | <input type="radio"/> 8200 | <input type="radio"/> 11000 | <input type="radio"/> 13600 |
| <input type="radio"/> 600 | <input type="radio"/> 3200 | <input type="radio"/> 5800 | <input type="radio"/> 8400 | <input type="radio"/> 11200 | <input type="radio"/> 13800 |
| <input type="radio"/> 800 | <input type="radio"/> 3400 | <input type="radio"/> 6000 | <input type="radio"/> 8600 | <input type="radio"/> 11400 | <input type="radio"/> 14000 |
| <input type="radio"/> 1000 | <input type="radio"/> 3600 | <input type="radio"/> 6200 | <input type="radio"/> 8800 | <input type="radio"/> 11600 | <input type="radio"/> 14200 |
| <input type="radio"/> 1200 | <input type="radio"/> 3800 | <input type="radio"/> 6400 | <input type="radio"/> 9000 | <input type="radio"/> 11800 | <input type="radio"/> 14400 |
| <input type="radio"/> 1400 | <input type="radio"/> 4000 | <input type="radio"/> 6600 | <input type="radio"/> 9200 | <input type="radio"/> 12000 | <input type="radio"/> 14600 |
| <input type="radio"/> 1600 | <input type="radio"/> 4200 | <input type="radio"/> 6800 | <input type="radio"/> 9400 | <input type="radio"/> 12200 | <input type="radio"/> 14800 |
| <input type="radio"/> 1800 | <input type="radio"/> 4400 | <input type="radio"/> 7000 | <input type="radio"/> 9600 | <input type="radio"/> 12400 | <input type="radio"/> 15000 |
| <input type="radio"/> 2000 | <input type="radio"/> 4600 | <input type="radio"/> 7200 | <input type="radio"/> 9800 | <input type="radio"/> 12600 | |
| <input type="radio"/> 2200 | <input type="radio"/> 4800 | <input type="radio"/> 7400 | <input type="radio"/> 10000 | <input type="radio"/> 12800 | |
| <input type="radio"/> 2400 | <input type="radio"/> 5000 | <input type="radio"/> 7600 | <input type="radio"/> 10200 | <input type="radio"/> 13000 | |
| <input type="radio"/> 2600 | <input type="radio"/> 5200 | <input type="radio"/> 7800 | <input type="radio"/> 10400 | <input type="radio"/> 13200 | |

Month 4 – Skin Care Class Hostesses, Dates, Sales and Guests

Hostess #1	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #2	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #3	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #4	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #5	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #6	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #7	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #8	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #9	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #10	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #11	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #12	Date:	Sales: \$
1.	2.	
3.	4.	

Month #5 Personal Activity

This Months Personal Retail Sales

- | | | | |
|---------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 700 | <input type="radio"/> 1300 | <input type="radio"/> 1900 |
| <input type="radio"/> 200 | <input type="radio"/> 800 | <input type="radio"/> 1400 | <input type="radio"/> 2000 |
| <input type="radio"/> 300 | <input type="radio"/> 900 | <input type="radio"/> 1500 | <input type="radio"/> 2100 |
| <input type="radio"/> 400 | <input type="radio"/> 1000 | <input type="radio"/> 1600 | <input type="radio"/> 2200 |
| <input type="radio"/> 500 | <input type="radio"/> 1100 | <input type="radio"/> 1700 | <input type="radio"/> 2300 |
| <input type="radio"/> 600 | <input type="radio"/> 1200 | <input type="radio"/> 1800 | <input type="radio"/> 2400 |

This Months Personal Section 1 Orders

- | | | | |
|---------------------------|---------------------------|---------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 400 | <input type="radio"/> 700 | <input type="radio"/> 1000 |
| <input type="radio"/> 200 | <input type="radio"/> 500 | <input type="radio"/> 800 | <input type="radio"/> 1100 |
| <input type="radio"/> 300 | <input type="radio"/> 600 | <input type="radio"/> 900 | <input type="radio"/> 1200 |

This Months Skin Care Classes

- | | | | |
|-------------------------|-------------------------|-------------------------|--------------------------|
| <input type="radio"/> 1 | <input type="radio"/> 4 | <input type="radio"/> 7 | <input type="radio"/> 10 |
| <input type="radio"/> 2 | <input type="radio"/> 5 | <input type="radio"/> 8 | <input type="radio"/> 11 |
| <input type="radio"/> 3 | <input type="radio"/> 6 | <input type="radio"/> 9 | <input type="radio"/> 12 |

This Months Recruits

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____

This Month's Personal Team Orders – Personal Team 25!

- | | | | | | |
|----------------------------|----------------------------|----------------------------|----------------------------|-----------------------------|-----------------------------|
| <input type="radio"/> 200 | <input type="radio"/> 2200 | <input type="radio"/> 4200 | <input type="radio"/> 6200 | <input type="radio"/> 8200 | <input type="radio"/> 10200 |
| <input type="radio"/> 400 | <input type="radio"/> 2400 | <input type="radio"/> 4400 | <input type="radio"/> 6400 | <input type="radio"/> 8400 | <input type="radio"/> 10400 |
| <input type="radio"/> 600 | <input type="radio"/> 2600 | <input type="radio"/> 4600 | <input type="radio"/> 6600 | <input type="radio"/> 8600 | <input type="radio"/> 10600 |
| <input type="radio"/> 800 | <input type="radio"/> 2800 | <input type="radio"/> 4800 | <input type="radio"/> 6800 | <input type="radio"/> 8800 | <input type="radio"/> 10800 |
| <input type="radio"/> 1000 | <input type="radio"/> 3000 | <input type="radio"/> 5000 | <input type="radio"/> 7000 | <input type="radio"/> 9000 | <input type="radio"/> 11000 |
| <input type="radio"/> 1200 | <input type="radio"/> 3200 | <input type="radio"/> 5200 | <input type="radio"/> 7200 | <input type="radio"/> 9200 | <input type="radio"/> 11200 |
| <input type="radio"/> 1400 | <input type="radio"/> 3400 | <input type="radio"/> 5400 | <input type="radio"/> 7400 | <input type="radio"/> 9400 | <input type="radio"/> 11400 |
| <input type="radio"/> 1600 | <input type="radio"/> 3600 | <input type="radio"/> 5600 | <input type="radio"/> 7600 | <input type="radio"/> 9600 | <input type="radio"/> 11600 |
| <input type="radio"/> 1800 | <input type="radio"/> 3800 | <input type="radio"/> 5800 | <input type="radio"/> 7800 | <input type="radio"/> 9800 | |
| <input type="radio"/> 2000 | <input type="radio"/> 4000 | <input type="radio"/> 6000 | <input type="radio"/> 8000 | <input type="radio"/> 10000 | |

Granddaughter Orders

- | | | | | | |
|----------------------------|----------------------------|----------------------------|-----------------------------|-----------------------------|-----------------------------|
| <input type="radio"/> 200 | <input type="radio"/> 2800 | <input type="radio"/> 5400 | <input type="radio"/> 8000 | <input type="radio"/> 10800 | <input type="radio"/> 13400 |
| <input type="radio"/> 400 | <input type="radio"/> 3000 | <input type="radio"/> 5600 | <input type="radio"/> 8200 | <input type="radio"/> 11000 | <input type="radio"/> 13600 |
| <input type="radio"/> 600 | <input type="radio"/> 3200 | <input type="radio"/> 5800 | <input type="radio"/> 8400 | <input type="radio"/> 11200 | <input type="radio"/> 13800 |
| <input type="radio"/> 800 | <input type="radio"/> 3400 | <input type="radio"/> 6000 | <input type="radio"/> 8600 | <input type="radio"/> 11400 | <input type="radio"/> 14000 |
| <input type="radio"/> 1000 | <input type="radio"/> 3600 | <input type="radio"/> 6200 | <input type="radio"/> 8800 | <input type="radio"/> 11600 | <input type="radio"/> 14200 |
| <input type="radio"/> 1200 | <input type="radio"/> 3800 | <input type="radio"/> 6400 | <input type="radio"/> 9000 | <input type="radio"/> 11800 | <input type="radio"/> 14400 |
| <input type="radio"/> 1400 | <input type="radio"/> 4000 | <input type="radio"/> 6600 | <input type="radio"/> 9200 | <input type="radio"/> 12000 | <input type="radio"/> 14600 |
| <input type="radio"/> 1600 | <input type="radio"/> 4200 | <input type="radio"/> 6800 | <input type="radio"/> 9400 | <input type="radio"/> 12200 | <input type="radio"/> 14800 |
| <input type="radio"/> 1800 | <input type="radio"/> 4400 | <input type="radio"/> 7000 | <input type="radio"/> 9600 | <input type="radio"/> 12400 | <input type="radio"/> 15000 |
| <input type="radio"/> 2000 | <input type="radio"/> 4600 | <input type="radio"/> 7200 | <input type="radio"/> 9800 | <input type="radio"/> 12600 | |
| <input type="radio"/> 2200 | <input type="radio"/> 4800 | <input type="radio"/> 7400 | <input type="radio"/> 10000 | <input type="radio"/> 12800 | |
| <input type="radio"/> 2400 | <input type="radio"/> 5000 | <input type="radio"/> 7600 | <input type="radio"/> 10200 | <input type="radio"/> 13000 | |
| <input type="radio"/> 2600 | <input type="radio"/> 5200 | <input type="radio"/> 7800 | <input type="radio"/> 10400 | <input type="radio"/> 13200 | |

New Granddaughters

	New Unit Member	Recruiter	Date	Initial Order
1.	_____	_____	_____	\$ _____
2.	_____	_____	_____	\$ _____
3.	_____	_____	_____	\$ _____
4.	_____	_____	_____	\$ _____
5.	_____	_____	_____	\$ _____
6.	_____	_____	_____	\$ _____
7.	_____	_____	_____	\$ _____
8.	_____	_____	_____	\$ _____
9.	_____	_____	_____	\$ _____
10.	_____	_____	_____	\$ _____
11.	_____	_____	_____	\$ _____
12.	_____	_____	_____	\$ _____
13.	_____	_____	_____	\$ _____
14.	_____	_____	_____	\$ _____
15.	_____	_____	_____	\$ _____

Month 5 – Skin Care Class Hostesses, Dates, Sales and Guests

Hostess #1	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #2	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #3	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #4	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #5	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #6	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #7	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #8	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #9	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #10	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #11	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #12	Date:	Sales: \$
1.	2.	
3.	4.	

Month #6 Personal Activity

This Months Personal Retail Sales

- | | | | |
|---------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 700 | <input type="radio"/> 1300 | <input type="radio"/> 1900 |
| <input type="radio"/> 200 | <input type="radio"/> 800 | <input type="radio"/> 1400 | <input type="radio"/> 2000 |
| <input type="radio"/> 300 | <input type="radio"/> 900 | <input type="radio"/> 1500 | <input type="radio"/> 2100 |
| <input type="radio"/> 400 | <input type="radio"/> 1000 | <input type="radio"/> 1600 | <input type="radio"/> 2200 |
| <input type="radio"/> 500 | <input type="radio"/> 1100 | <input type="radio"/> 1700 | <input type="radio"/> 2300 |
| <input type="radio"/> 600 | <input type="radio"/> 1200 | <input type="radio"/> 1800 | <input type="radio"/> 2400 |

This Months Personal Section 1 Orders

- | | | | |
|---------------------------|---------------------------|---------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 400 | <input type="radio"/> 700 | <input type="radio"/> 1000 |
| <input type="radio"/> 200 | <input type="radio"/> 500 | <input type="radio"/> 800 | <input type="radio"/> 1100 |
| <input type="radio"/> 300 | <input type="radio"/> 600 | <input type="radio"/> 900 | <input type="radio"/> 1200 |

This Months Skin Care Classes

- | | | | |
|-------------------------|-------------------------|-------------------------|--------------------------|
| <input type="radio"/> 1 | <input type="radio"/> 4 | <input type="radio"/> 7 | <input type="radio"/> 10 |
| <input type="radio"/> 2 | <input type="radio"/> 5 | <input type="radio"/> 8 | <input type="radio"/> 11 |
| <input type="radio"/> 3 | <input type="radio"/> 6 | <input type="radio"/> 9 | <input type="radio"/> 12 |

This Months Recruits

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____

This Month's Personal Team Orders – Personal Team 30!

- | | | | | | |
|----------------------------|----------------------------|----------------------------|-----------------------------|-----------------------------|-----------------------------|
| <input type="radio"/> 200 | <input type="radio"/> 2800 | <input type="radio"/> 5400 | <input type="radio"/> 8000 | <input type="radio"/> 10800 | <input type="radio"/> 13400 |
| <input type="radio"/> 400 | <input type="radio"/> 3000 | <input type="radio"/> 5600 | <input type="radio"/> 8200 | <input type="radio"/> 11000 | <input type="radio"/> 13600 |
| <input type="radio"/> 600 | <input type="radio"/> 3200 | <input type="radio"/> 5800 | <input type="radio"/> 8400 | <input type="radio"/> 11200 | <input type="radio"/> 13800 |
| <input type="radio"/> 800 | <input type="radio"/> 3400 | <input type="radio"/> 6000 | <input type="radio"/> 8600 | <input type="radio"/> 11400 | <input type="radio"/> 14000 |
| <input type="radio"/> 1000 | <input type="radio"/> 3600 | <input type="radio"/> 6200 | <input type="radio"/> 8800 | <input type="radio"/> 11600 | <input type="radio"/> 14200 |
| <input type="radio"/> 1200 | <input type="radio"/> 3800 | <input type="radio"/> 6400 | <input type="radio"/> 9000 | <input type="radio"/> 11800 | <input type="radio"/> 14400 |
| <input type="radio"/> 1400 | <input type="radio"/> 4000 | <input type="radio"/> 6600 | <input type="radio"/> 9200 | <input type="radio"/> 12000 | <input type="radio"/> 14600 |
| <input type="radio"/> 1600 | <input type="radio"/> 4200 | <input type="radio"/> 6800 | <input type="radio"/> 9400 | <input type="radio"/> 12200 | <input type="radio"/> 14800 |
| <input type="radio"/> 1800 | <input type="radio"/> 4400 | <input type="radio"/> 7000 | <input type="radio"/> 9600 | <input type="radio"/> 12400 | <input type="radio"/> 15000 |
| <input type="radio"/> 2000 | <input type="radio"/> 4600 | <input type="radio"/> 7200 | <input type="radio"/> 9800 | <input type="radio"/> 12600 | |
| <input type="radio"/> 2200 | <input type="radio"/> 4800 | <input type="radio"/> 7400 | <input type="radio"/> 10000 | <input type="radio"/> 12800 | |
| <input type="radio"/> 2400 | <input type="radio"/> 5000 | <input type="radio"/> 7600 | <input type="radio"/> 10200 | <input type="radio"/> 13000 | |
| <input type="radio"/> 2600 | <input type="radio"/> 5200 | <input type="radio"/> 7800 | <input type="radio"/> 10400 | <input type="radio"/> 13200 | |

Granddaughter Orders

- | | | | | | |
|----------------------------|----------------------------|----------------------------|-----------------------------|-----------------------------|-----------------------------|
| <input type="radio"/> 200 | <input type="radio"/> 3400 | <input type="radio"/> 6400 | <input type="radio"/> 9600 | <input type="radio"/> 12800 | <input type="radio"/> 17800 |
| <input type="radio"/> 400 | <input type="radio"/> 3600 | <input type="radio"/> 6600 | <input type="radio"/> 9800 | <input type="radio"/> 13000 | <input type="radio"/> 18000 |
| <input type="radio"/> 600 | <input type="radio"/> 3800 | <input type="radio"/> 6800 | <input type="radio"/> 10000 | <input type="radio"/> 13200 | <input type="radio"/> 18200 |
| <input type="radio"/> 800 | <input type="radio"/> 4000 | <input type="radio"/> 7000 | <input type="radio"/> 10200 | <input type="radio"/> 13400 | <input type="radio"/> 18400 |
| <input type="radio"/> 1000 | <input type="radio"/> 4200 | <input type="radio"/> 7200 | <input type="radio"/> 10400 | <input type="radio"/> 13600 | <input type="radio"/> 18600 |
| <input type="radio"/> 1200 | <input type="radio"/> 4400 | <input type="radio"/> 7400 | <input type="radio"/> 10600 | <input type="radio"/> 13800 | <input type="radio"/> 18800 |
| <input type="radio"/> 1400 | <input type="radio"/> 4600 | <input type="radio"/> 7600 | <input type="radio"/> 10800 | <input type="radio"/> 14000 | <input type="radio"/> 19000 |
| <input type="radio"/> 1600 | <input type="radio"/> 4800 | <input type="radio"/> 7800 | <input type="radio"/> 11000 | <input type="radio"/> 14200 | <input type="radio"/> 19200 |
| <input type="radio"/> 1800 | <input type="radio"/> 5000 | <input type="radio"/> 8000 | <input type="radio"/> 11200 | <input type="radio"/> 14400 | <input type="radio"/> 19400 |
| <input type="radio"/> 2000 | <input type="radio"/> 5200 | <input type="radio"/> 8200 | <input type="radio"/> 11400 | <input type="radio"/> 14600 | <input type="radio"/> 19600 |
| <input type="radio"/> 2200 | <input type="radio"/> 5400 | <input type="radio"/> 8400 | <input type="radio"/> 11600 | <input type="radio"/> 14800 | <input type="radio"/> 19800 |
| <input type="radio"/> 2400 | <input type="radio"/> 5600 | <input type="radio"/> 8600 | <input type="radio"/> 11800 | <input type="radio"/> 15000 | <input type="radio"/> 20000 |
| <input type="radio"/> 2600 | <input type="radio"/> 5600 | <input type="radio"/> 8800 | <input type="radio"/> 12000 | <input type="radio"/> 17000 | |
| <input type="radio"/> 2800 | <input type="radio"/> 5800 | <input type="radio"/> 9000 | <input type="radio"/> 12200 | <input type="radio"/> 17200 | |
| <input type="radio"/> 3000 | <input type="radio"/> 6000 | <input type="radio"/> 9200 | <input type="radio"/> 12400 | <input type="radio"/> 17400 | |
| <input type="radio"/> 3200 | <input type="radio"/> 6200 | <input type="radio"/> 9400 | <input type="radio"/> 12600 | <input type="radio"/> 17600 | |

New Granddaughters

	New Unit Member	Recruiter	Date	Initial Order
1.	_____	_____	_____	\$ _____
2.	_____	_____	_____	\$ _____
3.	_____	_____	_____	\$ _____
4.	_____	_____	_____	\$ _____
5.	_____	_____	_____	\$ _____
6.	_____	_____	_____	\$ _____
7.	_____	_____	_____	\$ _____
8.	_____	_____	_____	\$ _____
9.	_____	_____	_____	\$ _____
10.	_____	_____	_____	\$ _____
11.	_____	_____	_____	\$ _____
12.	_____	_____	_____	\$ _____
13.	_____	_____	_____	\$ _____
14.	_____	_____	_____	\$ _____
15.	_____	_____	_____	\$ _____

Month 6 – Skin Care Class Hostesses, Dates, Sales and Guests

Hostess #1	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #2	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #3	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #4	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #5	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #6	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #7	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #8	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #9	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #10	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #11	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #12	Date:	Sales: \$
1.	2.	
3.	4.	