Month:

DAILY AFFIRMATION:

Building WALL toWALL Leaders

Join the Movement.
Build Wall to Wall Leaders.
Earn Your Brick on the Wall September 1, 2013—September 1, 2014

My Team Production Goal:
_____

Date	Production	Prod. Needed

Mary Kay Customer Service:

1-800-272-9333

5 or More Personal Team Members

1.
2.
3.
4.
5.
6.
7.
8.
9.
10.

Personal Retail Sales Goal:
_____

Date	Sales Total	Sales Needed

Goal: My 30 Faces (Full Circle Success Tracking Sheet)

	Appt. Date	Client's Name & Phone No.	# of Referrals	Total Retail Sales	2nd Appt. Booked	Interviews Scheduled
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
TOTALS OF EACH COLUMN FOR THE MONTH						

Be a Star!!

Week Of	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
TOTALS			$	+	=

* A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of $600 in wholesale Section 1 orders are postmarked and accepted by the company within the contest quarter.

Every NEW Qualified* Team Member Once You Reach Sapphire Star gives you an additional 600 points!

Star Level	Average Sales Goal Per Week
Sapphire	$300
Ruby	$400
Diamond	$500
Emerald	$600
Pearl	$800 or More

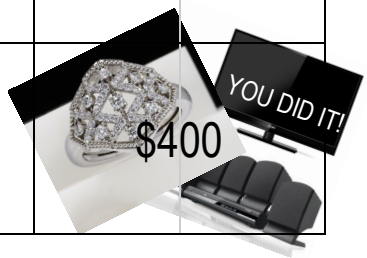
With every $300, color in your thermometer!! Once you hit SAPPHIRE, add 600 with every qualified team member!

9,600 PEARL
9,300
9,000
8,700
8,400
8,100
7,800 PEARL
7,400
7,100
6,600
6,300
6,000 PEARL
5,700
5,400
5,100
4,800 PEARL
4,500
4,200
3,900
3,600 EMERALD
3,300
3,000 DIAMOND
2,700
2,400 RUBY
2,100
1,800 SAPPHIRE
1,500
1,200
900
600
300

Seminar Personal National Court of Sales

$18,000 Wholesale ($36,000 Retail) July 1-June 30
With every $400 in wholesale orders, cross out a square! YOU CAN DO IT!

$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400
$400	$400	$400	$400	$400



Personal National Court of Sharing

24 Qualified Team Members! Enter What Your Team Members Ordered Each Month!

Name	Qualified	Agreement Month	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	Comm Earned

Track Your National Court of Sharing with Each New Team Member July1-June 30

Grand Achiever Tracking Sheet!

Use This To Track Your Cruze!

Earn Your Car or Take the Cash Compensation of $375/month!

HOW TO GET ON-TARGET:

1. You Must Be Active
2. Have 5 or more Active Personal Team Members.
3. You and those 5 or more do a combined wholesale production of $5,000 in one calendar month
4. These requirements must be met each month to be on-target.

YOU & YOUR FIRST 5 TO GO ON TARGET	1ST ORDER	2ND ORDER	3RD ORDER
YOUR PERSONAL ORDERS			
1			
2			
3			
4			
5			
TOTALS = $5,000 OR MORE!			
DON'T STOP!! KEEP GOING! You can COMPLETE THIS WITHIN ONE to FOUR MONTHS!			

Cross Out Each Box As You & Your Team Reach that Production!	$500	$1,000	$1,500	$2,000
$2,500	$3,000	$3,500	$4,000	$4,500
$5,000 KEEP GOING!	YOU CAN FINISH THIS IN 1,2,3 or 4 MONTHS! CRUZE OVER TO THE NEXT PAGE TO CONTINUE TRACKING YOU CAR!!			

QUALIFICATIONS TO FINISH: You have 1-4 months to accomplish the following:

1. $20,000 Combined Personal/Team Section 1 Wholesale Production (cross out each box)
   (You may only contribute up to $4,000 wholesale)
2. Build your team to 14 Personal Active Team Members

MONTH 2 *(Must be $5,000)* (OR cont. from Month 1)		**MONTH 3** *(Must be $5,000)* (OR cont. from Month 1 & 2)		**MONTH 4** *(Must be $5,000)* (OR Cont. from Month 1,2,3)	
$5,500	$6,000	$10,500	$11,000	$15,500	$16,000
$6,500	$7,000	$11,500	$12,000	$16,500	$17,000
$7,500	$8,000	$12,500	$13,000	$17,500	$18,000
$8,500	$9,000	$13,500	$14,000	$18,500	$19,000
$9,500	$10,000 1/2 WAY THERE!	$14,500	$15,000	$19,500	$20,000 YOU DID IT!

#	Team Member	Month 1	Month 2	Month 3	Month 4
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15	Don't STOP at 14! Keep GOING!				
	Team Production				
	Your Personal Production				

Building WALL to WALL Leaders

MOVING INTO LEADERSHIP!

Be an Independent Sales Director!*:

Be a STAR!

Submit for DIQ with
you & 10 active team members

To Finish*: In 1-4 months, you & your 10 team members grow to 24!
(10 of the 24 active must have a minimum of $600 wholesale or more cumulative)
$18,000 Total Cumulative Wholesale
($4,500 minimum production each month)
(Minimum Personal Wholesale of $1,800 in DIQ)

Month 1: _____

Month 2: _____

Month 3: _____

Month 4: _____

* SEE ADVANCE BROCHURE for MORE DETAILS

Team Member	$225—$599 order	$600 order
1 Senior Beauty Consultant *(4% Love Check)**		
2 *(Order Your Red Jacket with 2nd Active Team Member)*		
3 Star Team Builder *(4% Love Check & $50 Rebate for Red Jacket)**		
4 *Start earning $50 Team Building Bonus with each New Qualified**		
5 Team Leader *(4%, 9%, or 13% Love Check & Go on Target for Car!)**		
6		
7		
8 Future Director *(4%, 9%, or 13% Love Check)**		
9		
10 Submit to become a DIQ *(Director in Qualification)**		
11		
12		
13		
14		
15		
16		
17		
18		
19		
20		
21		
22		
23		
24		

New Mary Kay Business Owners

Work with your director to support your new team members with this list!
Check off each activity as it is completed!

Start Date	Welcome Call	New Consultant Name / Phone Number / (Recruiter)	Mailing Address / City, State, ZIP / E-Mail	Welcome Packet Mailed	Entered Contact Info Phone/Email/	Personal Website/FirstPropay/First Steps	Discuss First Order Product Options	First Orders Placed (Amount)	Husband Packet Mailed (if married)	Six Practice Interviews List/ Completed	NCT—Business Basics	NCT—Booking/Coaching	NCT—Selling/ First Party Booked	NCT—Team Building
				√	√	√	√	First	√	√	√	√	√	√
								Second						
								Third						

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				√	√	√	√	First	√	√	√	√	√	√
								Second						
								Third						

CONFIDENTLY SHARE THE MARY KAY OPPORTUNITY

6 KEY QUALITIES IN SUCCESSFUL BEAUTY CONSULTANTS
(may have one or all of these qualities)

1. BUSY PEOPLE
- They know how to prioritize
- Good time managers
- Easy to train
- The average consultant works full time, is married and/or has to children.

2. MORE MONTH THAN MONEY
- Motivated to make more money
- Goal oriented & ambitious
- Can find access to some money
- Women are more creative with money

3. NOT THE SALES TYPE
- Not pushy, but informative.
- Like people and want to build relationships instead of just "getting" a sale.
- Not aggressive. Attract & not attack.

4. DON'T KNOW A LOT OF PEOPLE
- Friends & family are not best customers.
- Wonderful way to meet new people.
- Developing customers is covered in training and with ideas shared at success meetings

5. FAMILY ORIENTED
- Motivated by needs of family
- Don't use their family as an excuse but as a reason to do well.
- Want more for their family and want to be a good example for their children.
- Pass on good work ethic.
- Have a balanced life with God first, family second and career third.

6. DECISION MAKERS
- Do not procrastinate
- Take one step at a time on their time-table
- Live by their dreams and not circumstances

6 REASONS PEOPLE CHOOSE A MARY KAY BUSINESS

1. MONEY
- 50% profit
- 2 avenues of income: selling & sharing
- Selling via reorders (consumable), website, facials (average is $100), parties (average is $300), on the go selling, dovetail
- Team Buildling income: 4,9,13% commissions & more with leadership (bonuses, etc)

2. RECOGNITION
- Prizes weekly, monthly, quarterly, yearly
- Many people do not get recognition for a job well done.
- Praise people to success

3. SELF-ESTEEM/ PERSONAL GROWTH
- Like a college education in people skills but you get paid while you are learning.
- Only way to grow is to step out of your comfort zone & get heart racing
- Spiritual, Emotional, & Professional growth

4. CAR
- Approx 85% insurance is paid by Mary Kay.
- Build a team from 5 to 14 in 1-4 months and meet wholesale requirements.
- Cash option: $375, $500, $900, or $1,400 monthly

5. ADVANTAGES & ADVANCEMENTS
- Advance at your own pace/ flexibility
- Tax deductions, mileage, and so much more
- No quotas or territories
- Retirement available to NSD's

6. BE YOUR OWN BOSS
- $100 Investment
- Inventory is optional with 90% buyback
- Decide your income, schedule, & future.

My Personal Sharing Appointments (Highlight New Team Members)

Date:	Name Cell/ Email	Address/Notes
	1	
	2	
	3	
	4	
	5	
	6	
	7	
	8	
	9	
	10	
	11	
	12	
	13	
	14	
	15	

My Personal Sharing Appointments (Highlight New Team Members)

Date:	Name Cell/ Email	Address/Notes
	16	
	17	
	18	
	19	
	20	
	21	
	22	
	23	
	24	
	25	
	26	
	27	
	28	
	29	
	30	

My Personal Sharing Appointments (Highlight New Team Members)

Date:	Name Cell/ Email	Address/Notes
	31	
	32	
	33	
	34	
	35	
	36	
	37	
	38	
	39	
	40	
	41	
	42	
	43	
	44	
	45	

Contacts/Referrals/Leads to Call and Book!

Name	Cell/ Email/ Address/ Notes

Contacts/Referrals/Leads to Call and Book!

Name	Cell/ Email/ Address/ Notes

Contacts/Referrals/Leads to Call and Book!

Name	Cell/ Email/ Address/ Notes

NOTES

Month

SUNDAY	MONDAY	TUESDAY	WEDNESDAY

THURSDAY	FRIDAY	SATURDAY

Month:

SUNDAY	MONDAY	TUESDAY	WEDNESDAY

THURSDAY	FRIDAY	SATURDAY

Month

SUNDAY	MONDAY	TUESDAY	WEDNESDAY

THURSDAY	FRIDAY	SATURDAY

Weekly Plan Sheet from

Monday	Tuesday	Wednesday	Thursday,
7	**7**	**7**	**7**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	**8**	**8**	**8**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	**9**	**9**	**9**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	**10**	**10**	**10**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	**11**	**11**	**11**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	**12**	**12**	**12**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	**1**	**1**	**1**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	**2**	**2**	**2**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	**3**	**3**	**3**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	**4**	**4**	**4**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	**5**	**5**	**5**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	**6**	**6**	**6**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	**7**	**7**	**7**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8	**8**	**8**	**8**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

“Lead by example, example, example” - Mary Kay Ash

Friday	Saturday	Sunday,
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
:30	:30	:30
:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
:30	:30	:30
:45	:45	:45
8	8	8
:15	:15	:15
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MY WEEK INCLUDES:

Color Your Weekly Plan Sheet with the Coordinating Colors to Plan Your Week and Work your Plan!

Schedule 15, 30, or 60 minute time slots for each GREEN activity.

- Blue: Quiet Time/Faith
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- Green: Booking Appts
- Green: Facials/Parties
- Green: Coaching Calls
- Green: Customer Service Calls/Reorders/Sales
- Green: Sharing MK

SALES & STAR

Retail Sales This Week: $ _____

Wholesale In This Week: $ _____

Star Goal: _____

Star Total To Date: $_____

BOOKINGS/FACES

Bookings Held This Week: _____

Bookings Next Week: _____

____ Faces Pampered

TEAM BUILDING

Sharing Appts: _____

New Personals Team Members:_____

"For we walk by faith, not by sight." 2 Corinthians 5:7

Weekly Plan Sheet from

Monday	Tuesday	Wednesday	Thursday
7	**7**	**7**	**7**
:15	:15	:15	:15
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8	**8**	**8**	**8**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	**9**	**9**	**9**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	**10**	**10**	**10**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	**11**	**11**	**11**
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:30	:30	:30	:30
:45	:45	:45	:45
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:30	:30	:30	:30
:45	:45	:45	:45
1	**1**	**1**	**1**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	**2**	**2**	**2**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	**3**	**3**	**3**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	**4**	**4**	**4**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
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:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
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:30	:30	:30	:30
:45	:45	:45	:45
7	**7**	**7**	**7**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
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:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
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:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
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:45	:45	:45	:45
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:45	:45	:45	:45
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:15	:15	:15	:15
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:45	:45	:45	:45
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:45	:45	:45	:45
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:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6	**6**	**6**	**6**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	**7**	**7**	**7**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
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:30	:30	:30	:30
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:45	:45	:45
9	9	9
:15	:15	:15
:30	:30	:30
:45	:45	:45
10	10	10
:15	:15	:15
:30	:30	:30
:45	:45	:45
11	11	11
:15	:15	:15
:30	:30	:30
:45	:45	:45
12	12	12
:15	:15	:15
:30	:30	:30
:45	:45	:45
1	1	1
:15	:15	:15
:30	:30	:30
:45	:45	:45
2	2	2
:15	:15	:15
:30	:30	:30
:45	:45	:45
3	3	3
:15	:15	:15
:30	:30	:30
:45	:45	:45
4	4	4
:15	:15	:15
:30	:30	:30
:45	:45	:45
5	5	5
:15	:15	:15
:30	:30	:30
:45	:45	:45
6	6	6
:15	:15	:15
:30	:30	:30
:45	:45	:45
7	7	7
:15	:15	:15
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:45	:45	:45
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Sharing Appts: _____

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:45	:45	:45	:45
8	**8**	**8**	**8**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9	**9**	**9**	**9**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10	**10**	**10**	**10**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	**11**	**11**	**11**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	**12**	**12**	**12**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1	**1**	**1**	**1**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2	**2**	**2**	**2**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
3	**3**	**3**	**3**
:15	:15	:15	:15
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4	**4**	**4**	**4**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
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:45	:45	:45	:45
6	**6**	**6**	**6**
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
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Messages/Phone Calls To Return Today:

Five Love/Thank You Notes To:
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Today's Retail Sales:	New Names/Referrals:	New Bookings:

Today's Schedule
5AM—Wake up, Prayer & Devotion
Million $ Call: 641.715.3900 44336#
6AM
7AM
8AM
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Coaching Calls (Hostesses, Guest Lists, Facials Tomorrow)
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9AM
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Customer Service Calls Made
1.
2.
3.
4.
5.
Team/Sharing Calls Made
1.
2.
3.
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5.
Coaching Calls (Hostesses, Guest Lists, Facials Tomorrow)
1.
2.
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Daily Notes/Gratitude/Assistant-To-Do
Learn From Yesterday, Live For Today, Hope For Tomorrow. - Albert Einstein

Date:

Designing the Life of My Dreams with Faith, Persistence, & Determination!

Six Most Important Things to do Today—Mary Kay
1.
2.
3.
4.
5.
6.

Six Most Important Things to do Today—Personal/Family
1.
2.
3.
4.
5.
6.

Messages/Phone Calls To Return Today:

Five Love/Thank You Notes To:
1.
2.
3.
4.
5.

Today's Retail Sales:	New Names/Referrals:	New Bookings:

Today's Schedule
5AM—Wake up, Prayer & Devotion
Million $ Call: 641.715.3900 44336#
6AM
7AM
8AM
9AM
10AM
11AM
12PM
1PM
2PM
3PM
4PM
5PM
6PM
7PM
8PM
9PM
10PM Review the day tomorrow!

Personal Booking Calls (Classes/Facials/Interviews) from Leads/Referrals/Current Customer Base
1.
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