

Bubble Sheet Tracking

Profit \$3000 to \$10,000 in the next 6 months?

Finish your best year ever!

Help our Unit have the biggest year ever!

BUBBLE SHEETS!

Focusing on them will win or earn you everything you want with very little tracking!

You pick ... what you want to do for the week!

1 sheet a week ... 56 contacts ... takes approx 30 minutes to one hour of calls

2 sheets a week ... 112 contacts ... takes approx. 1 to 2 hours of calls

3 sheets a week ... 168 contacts ... takes 2 to 3 hours of calls

What's best for you?

STICK WITH IT! YOU WILL WIN EVERYTHING!

Instructions:

- Make a slash (/) for an attempt to reach someone...doesn't matter if they answer or if you leave a voice mail message
- If they answer do (X), say no move on!
- When they book ... fill in the circle
- Count all face to face connections including Warm Chatter
- Texting a booking invitation counts as long as it isn't mass texting but goes to an individual (make a note if you texted to track this too)
- Face Book bookings counts ONLY if it was a personal message ... just putting it on your Face Book doesn't count!

The average time to do a bubble sheets...30 min to one hour (that includes the ones that book). Some of that will depend on you and how long you talk to each person.

NSD Tammy Crayk projects:

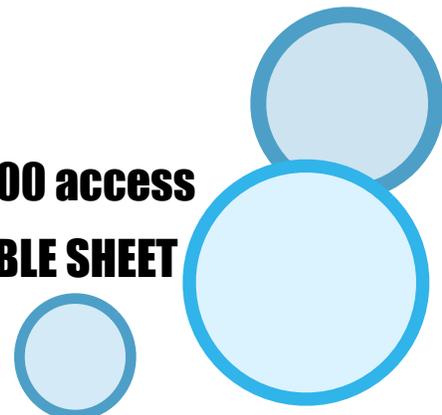
- Each sheet produces 10 yesses, blacked in circles!
- Each sheet products approx.. \$1000 in sales
- In 6 months that is 240 bookings (doing one sheet a week)
- It leads to 120 faces as 1/2 will not be a no-show,
- 110 initial bookings, 55 held
- 12 new team member (from working full circle), 2/3 will place an order and get going!
 - 9 solid recruits! Possibly Future Director for you
- \$6000 in sales at \$50 per person, \$2400 profit! \$480 in commissions at 4%. \$2880 total profit....for just doing 1 bubble sheet a week! Sapphire star both qtrs.!

Mary Kay is NOT Magical ... it is Mathematical

Every bubble sheet \$1000 retail!

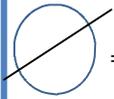
- How are you going to get them done?
 - ½ sheet a day? For 1 hour a day? 23 a day Mon-Sat

To here more details on THE BUBBLE SHEET call 641-715-3800 access code 610206# then hit 7 to hear Tammy Crayk on the BUBBLE SHEET

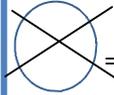


BUBBLE SHEET

Contact Tracker



= contact *attempted, but no contact made



= contact made, and no booking obtained



= contact made and booking obtained

1 sheet completed each week = Team Leader in 6 months

2 sheets completed each week = Team Leader in 3 months
and Free Car in 6 months

3 sheets completed each week = Team Leader in 2
months, free car in 4 months, and Director in 6 months.

(See explanation below)

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* When texting, you must get a response to count it as an attempt

Explanation: Numbers are based upon contacts who are 21 or older (unless married), who are quality prospects. You should obtain at least 10 bookings per completed sheet.