

# Follow One Course Until Successful

Name \_\_\_\_\_ Current Title \_\_\_\_\_ Month \_\_\_\_\_

**Biggest Move-UP Goal** \_\_\_\_\_ **Move-Up Goal This Month** \_\_\_\_\_

★ **Star Goal** \_\_\_\_\_ **Wholesale Goal \$** \_\_\_\_\_

**Guest/Interviews Goal** \_\_\_\_\_ **New Faces Goal** \_\_\_\_\_

**Team Building Goal** \_\_\_\_\_ **Team Production Goal** \_\_\_\_\_

**Monthly/Weekly Retail Sales Goal \$** \_\_\_\_\_ / \$ \_\_\_\_\_

**Powerfully Outrageous Performance**

Paste  
Star Consultant Goal  
Prize Here

	Personal Appointments New Faces	Sales	Thank You Note	Customer Service Call	Re-Booking	Career Talk		Personal Appointments New Faces	Sales	Thank You Note	Customer Service Call	Re-Booking	Career Talk
1							26						
2							27						
3							28						
4							29						
5							30						
6							31						
7							32						
8							33						
9							34						
10							35						
11							36						
12							37						
13							38						
14							39						
15							40						
16							41						
17							42						
18							43						
19							44						
20							45						
21							46						
22							47						
23							48						
24							49						
25							50						

*Perfect Start*

*Power Surge Goal*

*Power Start*

*Cream of the Crop*

Monthly Results: Sales \_\_\_\_\_ Classes \_\_\_\_\_ Basics \_\_\_\_\_ Bookings \_\_\_\_\_

# 30 FACES IN 30 DAYS POWER START

Keep this in front of you. Work smart book those parties and see many faces all at once.



Name: \_\_\_\_\_  
Date: \_\_\_\_\_  
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Name: \_\_\_\_\_  
Date: \_\_\_\_\_  
Phone: \_\_\_\_\_

You are on your way to a beautiful future filled with customers and teammates.

# Hostess & Facial Prospect List

*New Faces Goal* \_\_\_\_\_

Name	Phone	Booked	Reminder Note Sent	Hostess Pk Sent	Preprofiled	Coached	Notes/Other Info
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
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23							
24							
25							

# Book

# 10!



Hostess Name: \_\_\_\_\_  
Class Date: \_\_\_\_\_  
Phone #: \_\_\_\_\_  
# of Guests: \_\_\_\_\_



Hostess Name: \_\_\_\_\_  
Class Date: \_\_\_\_\_  
Phone #: \_\_\_\_\_  
# of Guests: \_\_\_\_\_



Hostess Name: \_\_\_\_\_  
Class Date: \_\_\_\_\_  
Phone #: \_\_\_\_\_  
# of Guests: \_\_\_\_\_



Hostess Name: \_\_\_\_\_  
Class Date: \_\_\_\_\_  
Phone #: \_\_\_\_\_  
# of Guests: \_\_\_\_\_



Hostess Name: \_\_\_\_\_  
Class Date: \_\_\_\_\_  
Phone #: \_\_\_\_\_  
# of Guests: \_\_\_\_\_



Hostess Name: \_\_\_\_\_  
Class Date: \_\_\_\_\_  
Phone #: \_\_\_\_\_  
# of Guests: \_\_\_\_\_



Hostess Name: \_\_\_\_\_  
Class Date: \_\_\_\_\_  
Phone #: \_\_\_\_\_  
# of Guests: \_\_\_\_\_



Hostess Name: \_\_\_\_\_  
Class Date: \_\_\_\_\_  
Phone #: \_\_\_\_\_  
# of Guests: \_\_\_\_\_



Hostess Name: \_\_\_\_\_  
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Phone #: \_\_\_\_\_  
# of Guests: \_\_\_\_\_



Hostess Name: \_\_\_\_\_  
Class Date: \_\_\_\_\_  
Phone #: \_\_\_\_\_  
# of Guests: \_\_\_\_\_

Parties will take you to more faces,  
more girlfriends, more teammates,  
and your FUTURE.

Book 10 by the 5th and earn  
special recognition.  
Book 10 by the 10th and earn  
a special gift.



# Seminar Goals Tracking Sheet

## Be an All-Star

Star consultant Yearlong Consistency Challenge  
Year End —goal \$7,200 plus team-building credits

7,200

Sapphire

9,600

Ruby

12,000

Diamond

14,400

Emerald

19,200

Pearl



Achievement Category	1	2	3	4	Year-End Total
Contest Credits					
Star Earned					

## Queens Court of Personal Sales

\$36,000 Retail production from July 1<sup>st</sup> - June 30  
Shade in blocks as you achieve your goals.

\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300
\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300
\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300
\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300
\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300
\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300



## Queens Court of [G\ U]b[

24 New qualified personal team members July 1—June 30

Write each team members name under the bee & shade the bee when she is qualified.



\*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company during the contest period. This means that if they order \$200 in 3 different months they are qualified! \*\*




# Month In Review!


To be filled out AFTER the month has ended!

 How many Guests/Interviews \_\_\_\_\_ Did I meet or excel my goal? (Y/N) If not how can I fix it?


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 How Many New Faces Goal \_\_\_\_\_ Did I meet or excel my goal? (Y/N) If not how can I fix it?


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 Monthly Retail Sales goal \$ \_\_\_\_\_ Weekly \$ \_\_\_\_\_ Did I meet or excel my goal? (Y/N) If not how can I fix it \_\_\_\_\_


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 Team Building Goal \_\_\_\_\_ Did I meet or excel my goal? (Y/N) If not how can I fix it? \_\_\_\_\_


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 Team Production Goal \_\_\_\_\_ Did I meet or excel my goal? (Y/N) If not how can I fix it? \_\_\_\_\_


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 Wholesale Goal \_\_\_\_\_ Did I meet or excel my goal? (Y/N) If not how can I fix it? \_\_\_\_\_

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 Star Consultant Goal \_\_\_\_\_ Did I meet or excel my goal? (Y/N) If not how can I fix it? \_\_\_\_\_

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 Did I do anything different this month to make my month run smoother? (Y/N) Explain \_\_\_\_\_

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## Monthly Totals

Personal Team Wholesale \$ \_\_\_\_\_

+ Your Personal Wholesale Order + \$ \_\_\_\_\_

Total Team Production = \$ \_\_\_\_\_

Personal Team Wholesale : \$ \_\_\_\_\_ X \_\_\_\_\_ % = \$ \_\_\_\_\_ Commission Check

+Qualified Team Building Bonus: \_\_\_\_\_ X \$50/\$100 = \$ \_\_\_\_\_ Total Bonuses

= \$ \_\_\_\_\_ Total Commission



My Promise to Mary Kay Ash  
For Independent Beauty Consultants

In conducting my Mary Kay business, I commit to:

1. Conduct myself with dignity — in speech, behavior and dress — in order that I may uphold and project a professional image.
2. Dedicate myself to enriching the lives of individuals, fostering their growth through the sharing of wisdom and adherence to the Golden Rule and philosophies on which the Mary Kay business opportunity was founded.
3. Be the essence of dependability — honoring all commitments and promises that I make.
4. Respect and practice punctuality, believing that being late constitutes thievery of another person's most precious possession — time!
5. Never let greed or pettiness influence me to do wrong.
6. Always uphold and support my sister Independent Beauty Consultants, maintaining harmonious and mutually beneficial working relationships by working through problems and situations — perceived or real — with the goal of reaching mutual peace.
7. Be in a continuous program of learning, and always be willing to share that knowledge with my sister Independent Beauty Consultants.
8. Support recruiting practices within the guidelines of the Golden Rule, knowing that by following these guidelines I can help avoid misunderstandings and potential recruiting disputes.
9. Honestly and accurately represent Mary Kay® products and the business opportunity, only using claims substantiated by the Company.
10. Act as an ambassador of goodwill to my customers.
11. Sell Mary Kay® products in a manner consistent with their quality and value.
12. Maintain the highest standards of integrity, honesty and responsibility in dealings with the Company, my customers and other Independent Beauty Consultants.
13. Never let my dignity be shattered by losing my temper.



Signature \_\_\_\_\_

Date \_\_\_\_\_



# My Weekly Plan

My Time    Family Time    IPAs    MK Time    Faith    Job    Recruiting


	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
6:00 AM							
7:00 AM							
8:00 AM							
9:00 AM							
10:00 AM							
11:00 AM							
12:00 PM							
1:00 PM							
2:00 PM							
3:00 PM							
4:00 PM							
5:00 PM							
6:00 PM							
7:00 PM							
8:00 PM							
9:00 PM							
10:00 PM							

# Party Your Way to SUCCESS in Mary Kay!



	Classes	Interviews	Team Members
Sr. Consultants	4	8	1-2
Red Jackets	8	15	3-4
Team Leader	12	25	5
Fut.Dir/DIQ	25	50	10
Grand Achiever	35	70	14
Director	33	65	24

<b>Perfect Start</b> 5 Parties in 2 Weeks
<b>Power Start</b> 10 Parties in 30 Days!

<p><b>senior consultant</b></p>  <p><b>4 parties</b> 1-2 active team members</p>	<p><b>star team builder</b></p>  <p><b>8 parties</b> 3-4 active team members</p>	<p><b>team leader</b></p>  <p><b>12 parties</b> 5 active team members</p>
<p><b>future director DIQ</b></p>  <p><b>25 parties</b> 10 active team members</p>	<p><b>grand achiever</b></p>  <p><b>25 parties</b> 14 active team members</p>	<p><b>director</b></p> <p>Once you have completed 25 parties and entered DIQ you and your team members each hold 3 parties to complete Directorship.</p> <p>10 Team Members + Yourself = 11 33/11 = 3 Parties/Team Member</p> <p><b>33 parties, 24 active team members</b></p>

The means to EVERY end in Mary Kay is contained within the Party!!!