## JULY 2015 GOALS



DIQ: 10 Active Team Members

Future Director: 8 Team Members

Team Leader: 5 Active Team Members ON TARGET CAR!!

Star Team Builder: 3 Active Team Members

Senior Beauty Consultant: 1 Active Team Member

Beauty Consultant







#### **NEW TEAM MEMBERS:**

TEAM PRODUCTION GOAL:	_
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Date	Wholesale	Wholesale Needed
1st		
5th		
10th		
15th		
20th		
25th		
30th		

Finished With:

MY SALES GOAL:							
DATE	SALES TODAY	SALES NEEDED					
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							
31							
nth	End of the A	/onth.					

Personal & Unit Seminar Goals	Beginning of the Month:	End of the Month:
Star Goal:	Total July 1:	Total July 31:
Court of Personal Sales:	Retail July 1:	On July 31:
Court of Personal Sharing:	# Qualified July 1:	# Qualified July. 31:
Car Production:	July 1:	July 31:
Team Size Goal:	# Team Members Sept. 1:	# Team Members Sept. 31:

#### MARY KAY CUSTOMER SERVICE:

1.800.272.9333

#### PERFECT START (15 Faces) OR POWER START (30 Faces) TRACKING SHEET Appt Date 2nd Appt Booked # of Total Shared the Client's Name & Phone Number New Team Referrals Retail Sales Opportunity Member TOTALS OF EACH COLUMN FOR THE MONTH:







SHAR	SHARING APPOINTMENTS HELD IN JULY										
DATE	SHARED WITH:	1ST WEEK	2ND WEEK	3RD WEEK	4TH WEEK	I HAVE A NEW TEAM MEMBER!					

NEW F	PERSONAL TEAM MEMBERS					
START DATE	NEW TEAM MEMBER	15TH DAY	1ST ORDER	QUALIFIED	2ND ORDER	PEARLS



#### Be a 1st Quarter Star!!

1st Quarter: June 16 - September 15

WEEK OF	Weekly Retail Sales Total	40% Profit Total	Weekly Wholesale Orders Total	# Qualified* New Team Members	Contest Credits
June 16 - June 20					
June 21 - June 27					
June 28 - July 4					
July 5 - July 11					
July 12 - July 18					
July 19 - July 25					
July 26 - August 1					
Aug. 2 - Aug. 8					
Aug. 9 - Aug. 15					
Aug. 16 - Aug. 22					
Aug. 23 - Aug. 29					
Aug. 30 - Sapt. 5					
Sept. 6 - Sept. 15					
TOTALS	\$	\$	\$	+	=

<sup>\*</sup> A Qualified new personal team members 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 contest credit points!

Star Level	Average Retail Sales Per Week
Sapphire	\$300
Ruby	\$400
Diamond	\$500
Emerald	\$600
Pearl	\$800 or more!

With every \$300 wholesale, fill in a square!! Once you hit SAPPHIRE STAR, add 600 with every new qualified\* team member!

300

#### Seminar 2015-2016 Personal National Court of Sales

\$20,000 Wholesale (\$40,000 Retail) July 1 - July 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
\$400	\$400	\$400	\$400	\$400 YOU DID IT!

Seminar 2015-2016 National Court of Sharing
24 Qualified Team Members with either 1. Initial \$600 Order in agreement month or following or 2. Star at least one quarter in the year.

Track	Yo	ur N	Vatio	ona	I Co	ourt	of S	Sha	ring	y wi	th E	ach	ı Ne	ew <sup>-</sup>	Tea	m N	lem	ber	Ju	ly 1	- Jı	ıne	30	
Comm. Earned																								
June																								
May																								
April																								
Mar.																								
Feb.																								
Jan.																								
Dec.																								
Nov.																								
Oct.																								
Sept.																								
Aug.																								
July																								
Initial Star Order																								
Initial Qualified Order																								
Agreement Month																								
New Team Member																								
	<del>-</del>	2.	ک	4.	5.	9.	7.	<u>∞</u>	9.	10.	Ξ.	12.	13.	14.	15.	16.	17.	<u>—————————————————————————————————————</u>	19.	20.	21.	22.	23.	24.

# 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.
- You and those 5 or more active do a combined wholesale production of \$5,000 in one calendar month
- 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

	Must be \$5,000) om Month 1)		Must be \$5,000) n 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				

# USE THIS WHEN YOU SUBMIT FOR DIQ!!



- DIQ (Director In Qualification) can be accomplished in 1-4 months!
- Must be a Star Consultant with \$1,800 cumulative wholesale in the current quarter or previous quarter.
- Must have 10 active team members in addition to yourself to submit.
- Through DIQ:
  - \* Have a total of \$18,000 or more cumulative unit wholesale production with at least \$4,000/month
  - \*DIQ must have at least \$1,800 in personal cumulative personal wholesale production. (Maximum of \$4,000 personal production towards \$18,000)
  - \*Have 24 or more active unit members (including DIQ)
  - \*At least 10 of the 24 active unit members must have \$600 in cumulative wholesale production in qualification (does not include the DIQ)

See the Advance Brochure on marykayintouch.com for more details.

Team Member	Active or Qualified	Month 1 Orders	Month 2 Orders	Month 3 Orders	Month 4 Orders	TOTAL
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 Carl)*						
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						
MY ORDERS						

# SHARING THE MARY KAY OPPORTUNITY

#### SHARING THE MARY KAY OPPORTUNITY WITH CONFIDENCE!

# 6 KEY QUALITIES IN SUCCESSFUL BEAUTY CONSULTANTS

You may have one or all of these qualities!

#### 1. BUSY PFOPLE

- They know how to prioritize
- Typically good time managers
- Easy to train
- The average consultant works a full time job, it married and/or has children

#### 2. MORE MONTH THAN MONEY

- Motivated to find a way to make more money
- · Goal oriented and ambitious
- Women tend to be 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
- Genuinely want to serve

#### 4. DON'T KNOW A LOT OF PEOPLE

- · Friends and family will not be best clients
- Wonderful way to meet new people and new circles of friends
- Developing clients is covered in training resources, tips, and ideas from other consultants

#### 5. FAMILY ORIENTED

- Motivated by the needs of their family
- Their family is their reason, not their excuse
- · Want more for their family
- Pass on good work ethic to children
- Want a balanced life with priorities in order

#### 6. DECISION MAKER

- Does not procrastinate
- Takes one step at a time on their time-table
- Live by their dreams and not their circumstances

# 6 REASONS PEOPLE CHOOSE A MARY KAY BUSINESS!

#### 1. MONEY

- 50% profit
- 2 avenues of income: selling & sharing
- Selling via Reorders (consumable), personal website, facials (avg. \$100), parties (avg. \$300), & On-The-Go Selling
- Team Building Income: 4,9 13% commissions & more with leadership including bonuses too!

#### 2. RECOGNITION

- Prizes weekly, monthly, quarterly, and yearly.
- Many people don't get recognized for a job well done.
- Praise people to success

#### 3. SELF ESTEEM & PERSONAL GROWTH

- Like a college education in people skills but getting paid while learning.
- Learn to step out of their comfort zone.
- Spiritual, Emotional, and Professional Growth.

#### 4. CARS

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

#### 5. ADVANTAGES & ADVANCEMENT

- · Advance at their own pace with flexibility
- Tax deductions, mileage, and so much more.
- No quotas or territories
- Family Security Retirement Plan for NSD's

#### 6. BEING YOUR OWN BOSS

- \$100 investment to get started
- Inventory is optional with a 90% buyback guarantee
- Get to decide your own income, schedule & future

# MY PERSONAL SHARING APPOINTMENTS MONTH: \_\_\_\_\_ Name Address Date Cell/ Email Notes 2 3 7 10 11 12 13 14 15

#### MY UNIT & PERSONAL SHARING APPOINTMENTS

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

#### MY UNIT & PERSONAL SHARING APPOINTMENTS

Date	Name Cell/ Email	Address Notes
	31	
	32	
	33	
	34	
	35	
	36	
	37	
	20	
	38	
	39	
	40	
	41	
	42	
	43	
	10	
	44	
	45	

# NEW CONSULTANTS

#### TIPS AS YOU'RE PASSING ON THE DREAM & GROWING YOUR TEAM!

#### AS A NEW BEAUTY CONSULTANT:

- · Boost Your Business with a Perfect or Power Start
- Earn Your Pearls of Sharing by doing your practice Sharing Appointments with your director.
- Perfect your I-story

#### As a Senior Beauty Consultant with 1-2 Active Team Members:

- Contact your director to share that you have a new team member! You may want to share things like:
  - Does she want to work her new business to get her products at a discount, do it more part-time, or does she want to pursue leadership?
  - 3 key things to know about your new team member (Married, Single, Children, Working, etc....)
  - How did you meet her?
- Announce your new team member and a picture in your Unit's Facebook group! You may want to also share on your personal Facebook page and tag her too with her permission.
- Be sure to plug your team members into all social media including Voxer, etc.
- Encourage your new team member to come to her first meeting to be pinned!
- Set a time with your new team member and your director for New Consultant Orientation either over the phone or in person.
- With your 2nd Active team member, you can order your red jacket!
   You'll find that under Business Tools/ Career Apparel
- Be sure to visit all of the fabulous education tools to help you get into RED on your Mary Kay InTouch under Education.

#### As a Star Team Builder with 3-4 Active Team Members:

- Plan your Red Jacket Debut to celebrate your team!
- Continue with the tips mentioned above for Senior Beauty Consultants.
- Master your skin care class and invite your team members to watch you!
- Celebrate your team members accomplishments via social media.
- Now is a great time to explore your Team & Reports under Business Tools
- Post your personal results on your unit's Facebook page! You are inspiring!
- Study the Advance Brochure under Resources to get familiar with car qualifications.
- Be a Star every quarter.

#### As a Team Leader with 5-7 Active Team Members:

- Keep doing all of the tips mentioned above.
- Now might be a great time to create a Facebook Group for your team!
- You may want to ask your director for some extra Welcome Packets.

#### As a Future Director with 8+ Active Team Members:

- Keep doing all of the tips mentioned above.
- Ask your director to share a "Friday Future Director Tips" for the unit via voxer, etc.
- Now is a great time to plan a potluck with your team and your director to share your vision!
- Study the Advance Brochure under Resources to familiarize yourself with DIQ Qualifications
- Be a Star to Submit for DIQ.

#### As a DIQ (DIRECTOR IN QUALIFICATION) WITH 10+ ACTIVE TEAM MEMBERS:

- Keep doing all of the tips mentioned above.
- You'll want to work closely with your Sales Director & think about a weekly conference call with your team!
- Get excited! You're going to be an Independent Sales Director soon!



# New Mary Kay Business Owners

	New Mary Kay Business Owners Check Off Each Task as it is Completed			Welcome/ Orientation Packet Mailed/ Emailed	p;	Plug into Email, Voxer, Social Media, etc	First Steps/ Ready Set Sell Explanation	Sep. Chekcing Acct, Website, Propay,	Business Debut/ First Party/ Booking Power Start	Se	Pearls of Sharing	Orders	
		New Consultant Name	Mailing Address	_	ation Pa	et Maile	, Voxer	ady Sel	cct, Wel	First Pa	Observe 3 Skin Care Classes	3 Shares	1st Order
ate	ne Call	Phone Number	Address, City ZIP		e/ Orient	nd Pack	o Email	eps/ Re	ekcing A	s Debut/	3 Skin Ca	3 Shares	2nd Order
Start Date	Welcome Call	Recruiter 15th Da	E-Mail		Welcome	Husband Packet Mailed	Plug int	First St	Sep. Ch	Busines	Observe	1st Team Member	3rd order
										_			

# New Mary Kay Business Owners

	New Mary Kay Business Owners Check Off Each Task as it is Completed			Welcome/ Orientation Packet Mailed/ Emailed	p;	Plug into Email, Voxer, Social Media, etc	First Steps/ Ready Set Sell Explanation	Sep. Chekcing Acct, Website, Propay,	Business Debut/ First Party/ Booking Power Start	Se	Pearls of Sharing	Orders	
		New Consultant Name	Mailing Address	_	ation Pa	et Maile	, Voxer	ady Sel	cct, Wel	First Pa	Observe 3 Skin Care Classes	3 Shares	1st Order
ate	ne Call	Phone Number	Address, City ZIP		e/ Orient	nd Pack	o Email	eps/ Re	ekcing A	s Debut/	3 Skin Ca	3 Shares	2nd Order
Start Date	Welcome Call	Recruiter 15th Da	E-Mail		Welcome	Husband Packet Mailed	Plug int	First St	Sep. Ch	Busines	Observe	1st Team Member	3rd order
										_			

# New Mary Kay Business Owners

	New Mary Kay Business Owners Check Off Each Task as it is Completed			Welcome/ Orientation Packet Mailed/ Emailed	p;	Plug into Email, Voxer, Social Media, etc	First Steps/ Ready Set Sell Explanation	Sep. Chekcing Acct, Website, Propay,	Business Debut/ First Party/ Booking Power Start	Se	Pearls of Sharing	Orders	
		New Consultant Name	Mailing Address	_	ation Pa	et Maile	, Voxer	ady Sel	cct, Wel	First Pa	Observe 3 Skin Care Classes	3 Shares	1st Order
ate	ne Call	Phone Number	Address, City ZIP		e/ Orient	nd Pack	o Email	eps/ Re	ekcing A	s Debut/	3 Skin Ca	3 Shares	2nd Order
Start Date	Welcome Call	Recruiter 15th Da	E-Mail		Welcome	Husband Packet Mailed	Plug int	First St	Sep. Ch	Busines	Observe	1st Team Member	3rd order
										_			



Contacts/ Referrals/ Lea	ids to BOOK!
Name	Contact
How We Met	Notes

Contacts/ Referrals/ Lea	ids to BOOK!
Name	Contact
How We Met	Notes

Contacts/ Referrals/ Lea	ids to BOOK!
Name	Contact
How We Met	Notes

Contacts/ Referrals/ Lea	ids to BOOK!
Name	Contact
How We Met	Notes

JULY

JULY BRAIN DUMP: IDEAS, CHALLENGES, INSPIRATION, ETC					

### **JULY 2015**

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
			1 Happy MK New Year
5	6	7	8
12	13	14	Last Day To Enroll Customers for Fall/ Holiday Look Book
19	20	21	22
26	27	28	29

THURSDAY	FRIDAY	SATURDAY								
2	3	4 Independence Day					The same			
							20	15		
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat 1	
			2	3	4	5	6	7	8	
9	10	11	9	10	11	12	13	14	115	
,			16	17	18	19	20	21	22	
				24	25	26	27	28	29	
			30 NO	31 TES	<b>3</b>					
16 17		18								
23	24	25								
23	24	23								
30	31									



1. 2.	JNDAY BRAIN DUMP for the week of JUNE 29 - JULY 5  This is a master to do list! List everything on your mind, emails to send, errands to do, etc  Prioritize your list:  HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

#### Weekly Plan Sheet from JUNE 29

weekly Plan Sheet Ironi			
Monday, June 29	Tuesday, June 30	Wednesday, July 1	Thursday, July 2
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7  :15	7 :15	
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15 :30	:15	:15
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	30	:30	:30
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15 :30	:15	:15
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1:15	1 :15	1:15	1:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:45	.50   :45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
45	4	4	4
:15	:15	<sup>4</sup>  :15	<del>4</del>  :15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15 :30	:15	:15
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	1.15	:15	:15
:30	:30 :45	:30	:30 :45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

			10 JOLI 3
Friday, July 3	Saturday, July 4	Sunday, July 5	
6	6	6	PLAN YOUR WEEK IN COLOR!
:15	:15	:15	Color each box with a color that excites you!
:45	:45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15	:15	
:30	:30	:30	Family Time
:45	:45	:45	Date Night
8	8	8	-
:15	:15	:15	Mary Kay Time: Meetings, Networking, Training, etc
:45	:45	:45	
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30	:30	:30	INCOME PRODUCING ACTIVITY
10	10	10	Booking Appointments
:15	:15	:15	Coaching Calls Team Phone Calls
:30	:30	:30	Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	
:45	:30	:45	BOOKINGS/ FACES RESULTS
12	12	12	BOOKINGS/ FACES RESULTS
:15	:15	:15	# Booking Held This Week:
:30	:30	:30	-
:45	:45	:45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15	:15	# Faces Tills Week:
:45	:45	:45	
2	2	2	PERSONAL SALES RESULTS
:15	:15	:15	
:30	:30	:30	Total Sales This Week:
:45	:45	:45	
:15	:15	:15	
:30	:30	:30	40% Profit:
:45	:45	:45	
4	4	4	
:15	:15	:15	TRACKING MY STAR
:30	:30	:30	Whalasala Ondona Thia Wash
5	5	5	Wholesale Orders This Week:
15	5   :15	5   :15	
:30	:30	:30	
:45	:45	:45	Amount Needed to Finish Star:
6	6	6	
:15	:15	:15	
:45	:30	:45	Unit Stars to Date:
7	7	7	
:15	:15	:15	
:30	:30	:30	SHARING THE OPPORTUNITY
:45	:45	:45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	
:45	:30	:45	New Personal Team Members
9	9	9	Toom Charing Annta:
:15	:15	:15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

Date: Monday, June 29

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you. & only you, are capable of being." - Mary Kay Ash

impossible dream & fullilling your total destiny to	become me person m	at you, & offiy you, are cap	Dable Of Dellig Mary Kay ASH		
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			Million \$ Call: 641.715.3900 44336# & 26717#		
1	6AM				
2	7004				
3				7AM	
4				OAM	
5				8AM	
6				9AM	
SIX MOST IMPORTANT TH	IINGS TO DO	TODAY - PER	SONAL/ FAMILY	77/101	
1				10AM	
2					
3				11AM	
4					
5				12PM	
6					
PHONE CALLS TO MAKE/	RETURN	ERRANDS TO	O DO TODAY	1PM	
				2PM	
				3PM	
NEW CONTACTS/ DEFEDI	DALC	THANK VOLU	LOVE NOTES TO:		
NEW CONTACTS/ REFERE	TALS	THAINK YOU/	LOVE NOTES TO:	4PM	
				ED.M	
				5PM	
				/ DM	
				6PM	
NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM	
			Details in Sharing Section		
				8PM	
				9PM	
MILEAGE TO RECORD:				10PM	

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
3	7
4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Tuesday, June 30

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you. & only you, are capable of being." - Mary Kay Ash

impossible dream & fullilling your total destiny to	become me person m	at you, & offiy you, are cap	Dable Of Dellig Mary Kay ASH		
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			Million \$ Call: 641.715.3900 44336# & 26717#		
1	6AM				
2	7004				
3				7AM	
4				OAM	
5				8AM	
6				9AM	
SIX MOST IMPORTANT TH	IINGS TO DO	TODAY - PER	SONAL/ FAMILY	77/101	
1				10AM	
2					
3				11AM	
4					
5				12PM	
6					
PHONE CALLS TO MAKE/	RETURN	ERRANDS TO	O DO TODAY	1PM	
				2PM	
				3PM	
NEW CONTACTS/ DEFEDI	DALC	THANK VOLU	LOVE NOTES TO:		
NEW CONTACTS/ REFERE	TALS	THAINK YOU/	LOVE NOTES TO:	4PM	
				ED.M	
				5PM	
				/ DM	
				6PM	
NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM	
			Details in Sharing Section		
				8PM	
				9PM	
MILEAGE TO RECORD:				10PM	

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
3	7
4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Wednesday, July 1

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

impossible dream & fullilling your total destiny to	become me berson m	at you, & offiy you, are cap	Dable of Dellig Ivially Kay ASH	
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		Million \$ Call: 641.715.3900 44336# & 26717#		
1			6AM	
2				7004
3				7AM
4				OAM
5				8AM
6				9AM
SIX MOST IMPORTANT TH	INGS TO DO	TODAY - PER	SONAL/ FAMILY	7741VI
1				10AM
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3				11AM
4				
5				12PM
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PHONE CALLS TO MAKE/	HONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY		1PM	
				2PM
				3PM
NEW CONTACTS/ DEFEDI	DALC	THANK VOLU	LOVE NOTES TO:	
NEW CONTACTS/ REFERRALS THANK YOU/ LOVE NOTES TO:		LOVE NOTES TO:	4PM	
				EDIA.
				5PM
				/ DM
				6PM
NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
			Details in Sharing Section	
				8PM
				9PM
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
3	7
4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

### Date: Thursday, July 2 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash TODAY'S SCHEDULE 5AM: Quiet Time/ Devotion/ Prayer Million \$ Call: 641.715.3900 44336# & 26717# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 MA8 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM

6PM

7PM

8PM

9PM

10PM

	5		
NEW BOOKINGS	RETAIL SAL	.ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
MILEAGE TO RECORD:			

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
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4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Friday, July 3 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 1 2

SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY

**RETAIL SALES TODAY:** 

**ERRANDS TO DO TODAY** 

THANK YOU/ LOVE NOTES TO:

3

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PHONE CALLS TO MAKE/ RETURN

**NEW CONTACTS/ REFERRALS** 

**NEW BOOKINGS** 

MILEAGE TO RECORD:

	TODAY'S SCHEDULE
have exercised your full potential, realizing your ble of being." - Mary Kay Ash	5AM: Quiet Time/ Devotion/ Prayer
	Million \$ Call: 641.715.3900 44336# & 26717#
Y KAY BUSINESS	6AM
	7AM
	8AM
	9AM
SONAL/ FAMILY	
	10AM
	11AM
	12PM
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	3PM
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LOVE NOTES TO:	4PM
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	/ DM
	6PM
SHARED MARY KAY WITH:	7014
Details in Sharing Section	7PM
	8PM
	9PM
	10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
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4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
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3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
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3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
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2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Saturday, July 4

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		Million \$ Call: 641.715.3900 44336# & 26717#		
1		6AM		
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3				7AM
4				000
5				8AM
6				9AM
SIX MOST IMPORTANT TH	IINGS TO DO	TODAY - PER	SONAL/ FAMILY	77101
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3				11AM
4				
5				12PM
6				
PHONE CALLS TO MAKE/	RETURN	ERRANDS TO	DO TODAY	1PM
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NEW CONTACTS/ REFERE	DAI C	THANK VOLL	LOVE NOTES TO:	
NEW CONTACTS/ RELEASE	NALS	THANK TOO!	LOVE NOTES TO:	4PM
				FDM
				5PM
				6PM
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NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
			-	
				8PM
				9PM
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
3	7
4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
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3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Sunday, July 5

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you. & only you, are capable of being." - Mary Kay Ash

impossible dream & fullilling your total destiny to	become me berson m	at you, & offiy you, are cap	Dable of Dellig Ivially Kay ASH	
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS		Million \$ Call: 641.715.3900 44336# & 26717#		
1			6AM	
2				7004
3				7AM
4				OAM
5				8AM
6				9AM
SIX MOST IMPORTANT TH	INGS TO DO	TODAY - PER	SONAL/ FAMILY	7741VI
1				10AM
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3				11AM
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5				12PM
6				
PHONE CALLS TO MAKE/	HONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY		1PM	
				2PM
				3PM
NEW CONTACTS/ DEFEDI	DALC	THANK VOLU	LOVE NOTES TO:	
NEW CONTACTS/ REFERRALS THANK YOU/ LOVE NOTES TO:		LOVE NOTES TO:	4PM	
				ED14
				5PM
				/ DM
				6PM
NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
			Details in Sharing Section	
				8PM
				9PM
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
3	7
4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
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FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
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3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	



SUNDAY BRAIN DUMP for the week of JULY 6 - JULY 12  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

### Weekly Plan Sheet from JULY 6

Weekly Plan Sheet Ironi			
Monday, July 6	Tuesday, July 7	Wednesday, July 8	Thursday, July 9
6	6	6	6
	:15	:15	:15
	:30	:30	:30
:45	:45	:45	:45
7 :15	15	7:15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
10	:45	10	10
:15	10 :15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
	11	11	11
:15	:15	:15	:15
:45	:45	:45	:45
	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1:15	15:15	115	1:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
	:15	:15	:15
:30	:30	:30	:30
3	3	3	3
	:15	:15	:15
	:30	:30	:30
:45	:45	:45	:45
<b>4</b> :15	<b>4</b> :15	<b>4</b> :15	<b>4</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
6	6	6	6
	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7:15	7 :15	7 :15	<b>7</b>  :15
:30	:30	:30	:30
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8	8	8	8
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9	9	9	9
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:30	:30	:30	:30
		:45	:45

Friday, July 10	Saturday, July 11	Sunday, July 12	
6	6	6	DI ANI VOLID MEEN IN COLORS
:15	:15	:15	PLAN YOUR WEEK IN COLOR!  Color each box with a color that excites you!
:45	:30 :45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15	:15	Family Time
:45	:30 :45	:30 :45	
8	8	8	Date Night
:15	:15	:15	Mary Kay Time: Meetings, Networking, Training, etc
:45	:30 :45	:30 :45	Networking, Training, etc
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:45	:45	:30 :45	INCOME PRODUCING ACTIVITY
10	10	10	Booking Appointments
:15	:15	:15	Coaching Calls Team Phone Calls
:30	30	:30	Facials/ Parties
11	:45	:45 11	Customer Follow-Up Calls Sharing the Opportunity
:15	:15	:15	Sharing the Opportunity
:30	:30	:30	DOOMNOS/FAOFO DEGLITO
12	12	12	BOOKINGS/ FACES RESULTS
:15	:15	:15	# Booking Held This Week:
:30	:30	:30	-
:45	:45	:45	# Bookings Next Week:
1 :15	1:15	1 :15	# Faces This Week:
:30	:30	:30	
:45	:45	:45	PERSONAL SALES RESULTS
2 :15	2 :15	2 :15	PERSONAL SALES RESULTS
:30	:30	:30	Total Sales This Week:
:45	:45	:45	
3 :15	3	3 :15	
:30	:30	:30	40% Profit:
:45	:45	:45	
:15	4 :15	4 :15	TDACKING MV CTAD
:30	:15	:15	TRACKING MY STAR
:45	:45	:45	Wholesale Orders This Week:
5	5	5	
:15	:15	:15	
:45	:45	:45	Amount Needed to Finish Star:
6	6	6	
:15	:15	:15	
:45	:45	:45	Unit Stars to Date:
7	7	7	
:15	:15	:15	SHARING THE OPPORTUNITY
:45	:45	:45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	
:30 :45	:30 :45	:30 :45	New Personal Team Members
9	9	9	Team Sharing Annte
:15	:15	:15	Team Sharing Appts:
:30	:30	:30 :45	New Team Members:
:45	.40	.40	

## Date: Monday, July 6 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised yo impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mar SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUS

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Date: Monday, July 6 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash			TODAY'S SCHEDULE	
			5AM: Quiet Time/ Devotion/ Prayer	
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				Million \$ Call: 641.715.3900 44336# & 26717#
1		7 100/11 10//11	INTIVIT BOOMLEGO	6AM
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5	8AM			
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SIX MOST IMPORTANT TH	IINGS TO DO	TODAY - PER	RSONAL/ FAMILY	9AM
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3				11AM
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5				12PM
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			1PM	
				2PM
				3PM
NEW CONTACTS/ REFERI	RALS	THANK YOU	/ LOVE NOTES TO:	4PM
				5PM
				6PM
NEW BOOKINGS	BOOKINGS RETAIL SALES TODAY: SHARED MARY KAY WIT Details in Sharing Section		SHARED MARY KAY WITH: Details in Sharing Section	7PM
				8PM
				9PM
MIL EACE TO DECODE				1004
MILEAGE TO RECORD:				10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
3	7
4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
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FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Tuesday, July 7

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you. & only you, are capable of being." - Mary Kay Ash

impossible dream & fullilling your total destiny to	become me berson m	at you, & offiy you, are cap	Dable of Dellig Ivially Kay ASH	
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3				7AM
4				OAM
5				8AM
6				9AM
SIX MOST IMPORTANT TH	INGS TO DO	TODAY - PER	SONAL/ FAMILY	7741VI
1				10AM
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3				11AM
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5				12PM
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			1PM	
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				3PM
NEW CONTACTS/ DEFEDI	DALC	THANK VOLU	LOVE NOTES TO:	
NEW CONTACTS/ REFERE	TALS	THAINK YOU/	LOVE NOTES TO:	4PM
				EDIA.
				5PM
				/ DM
				6PM
NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
			Details in Sharing Section	
				8PM
				9PM
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
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3	7
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COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
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2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Wednesday, July 8
"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

,				Million \$ Call: 641.715.3900 44336# & 26717#
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				6AM
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2	7AM			
3				7AIVI
4				8AM
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6				9AM
SIX MOST IMPORTANT TH	IINGS TO DO	TODAY - PER	SONAL/ FAMILY	77.00
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3				11AM
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5				12PM
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY			1PM	
				2PM
				3PM
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NEW CONTACTS/ REFERE	RALS	THANK YOU/	LOVE NOTES TO:	4PM
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				6PM
NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH:	7014
	-		Details in Sharing Section	7PM
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				9PM
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MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
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COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
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FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
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UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	

## Date: Thursday, July 9 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 1 2 3 4 5 6 SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 2 3 4 5 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO:

NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
MILEAGE TO RECORD:			

TODAY 2 SCHEDULE
5AM: Quiet Time/ Devotion/ Prayer
Million \$ Call: 641.715.3900 44336# & 26717
6AM
7AM
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10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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NOTES/ THOUGHTS	

Date: Friday, Ju	ly 10			TODAY'S SCHEDULE
"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash			5AM: Quiet Time/ Devotion/ Prayer	
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NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM

MILEAGE TO RECORD:

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PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	

Date: Saturday, July 11

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

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TODAY'S SCHEDULE

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NOTES/ THOUGHTS	

Date: Sunday, July 12

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

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NEW BOOKINGS	RETAIL SAL	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
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MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

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3	6
NOTES/ THOUGHTS	

SUNDAY BRAIN DUMP for the week of JULY 13 - JULY 19  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

### Weekly Plan Sheet from JULY 13

Weekly Flair Sheet Holli	1		
Monday, July 13	Tuesday, July 14	Wednesday, July 15	Thursday, July 16
6	6	6	6
:15	15	0   :15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	30	:30	:30
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9:15	9 :15	9:15	9 :15
:30	30	:30	:30
:45	:45	:45	:45

			10 3 3 E 1 1 7
Friday, July 17	Saturday, July 18	Sunday, July 19	
6	6	6	PLAN YOUR WEEK IN COLOR!
:15	:15	:15	Color each box with a color that excites you!
:45	:30	:30	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15	:15	Family Time
:45	:45	:30 :45	•
8	8	8	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc
:45	:45	:45	Exercise, Hair, Nails, Coffee with
9 :15	9:15	9 :15	Friends, etc
:30	:30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments
10	10	10	Coaching Calls
:15	:15	:15	Team Phone Calls
:45	:30 :45	:30	Facials/ Parties
11	11	11	Customer Follow-Up Calls Sharing the Opportunity
:15	:15	:15	onaring the apportunity
:30	:30	:30	DOGUMAGO FA OFO DEGUMAG
:45	:45	:45	BOOKINGS/ FACES RESULTS
12 :15	12 :15	12 :15	# Booking Held This Week:
:30	:30	:30	-
:45	:45	:45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15	:15	# Faces Tills Week:
:45	:45	:45	
2	2	2	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week:
:30	:30	:30	Total Sales This Week:
:45	:45	3	
:15	:15	:15	
:30	:30	:30	40% Profit:
:45	:45	:45	
:15	<u>4</u> :15	4 :15	TRACKING MY STAR
:30	:30	:30	TRACKING WY STAR
:45	:45	:45	Wholesale Orders This Week:
5	5	5	
:15	:15	:15	
:45	:45	:30 :45	Amount Needed to Finish Star:
6	6	6	
:15	:15	:15	
:30	:30	:30	Unit Stars to Date:
:45	:45	:45	UTIIL STATS TO DATE
7 :15	7   :15	7 :15	
:30	:30	:30	SHARING THE OPPORTUNITY
:45	:45	:45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	:15	
:45	:30	:45	New Personal Team Members
9	9	9	Toam Sharing Annte
:15	:15	:15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

Date: Monday, July 13

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you. & only you, are capable of being." - Mary Kay Ash

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			Million \$ Call: 641.715.3900 44336# & 26717#	
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NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
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MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

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UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	

# Date: Tuesday, July 14 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible draam & fulfilling your total destiny to become the person that you & only you are concluded to being " Many Koy Ach."

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NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH:	7PM
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MILEAGE TO RECORD:			·	10PM

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NOTES/ THOUGHTS	

Date: Wednesday, July 15
"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

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NOTES/ THOUGHTS	

# Date: Thursday, July 16 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

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SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				Million \$ Call: 641.715.3900 44336# & 26717#
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TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date:Friday, Jul	v 17			TODAY'S SCHEDULE
"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash			5AM: Quiet Time/ Devotion/ Prayer	
SIX MOST IMPORTANT TH				Million \$ Call: 641.715.3900 44336# & 26717#
1		TODAT - WAI	CT KAT DUSINESS	6AM
2				
3				7AM
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5				8AM
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SIX MOST IMPORTANT TH	INGS TO DO	TODAY - DED	PSONAL / FAMILY	9AM
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2				10AM
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4			11AM	
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				12PM
6	DETUDN	EDDANDC TO		1011
PHONE CALLS TO MAKE/	RETURN	ERRANDS TO	J DO TODAY	1PM
				ODM.
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				3PM
NEW CONTACTS/ REFERF	RALS	THANK YOU/	LOVE NOTES TO:	4PM
				71 101
				5PM
				JI WI
				6PM
				0.111
NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM

MILEAGE TO RECORD:

8PM

9PM

10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
3	7
4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
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UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Saturday, July 18
"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

CIV MOCT IMPORTANT THINICS TO DO TODAY. MADVIVAY DUCINESS				Million \$ Call: 641.715.3900 44336# & 26717#
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			6AM	
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2				7AM
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4				8AM
5				
6				9AM
SIX MOST IMPORTANT TH	HINGS TO DO	TODAY - PER	SONAL/ FAMILY	
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2				
3				11AM
4				
5				12PM
6				
PHONE CALLS TO MAKE/ RETURN EF		ERRANDS TO	D DO TODAY	1PM
				2PM
				3PM
NEW CONTACTS/ REFER	RALS	THANK YOU/ LOVE NOTES TO:		4PM
				5PM
				6PM
NEW DOOKINGS	DETAIL CAL	FC TODAY	CHADED MADY KAY MITH	
NEW BOOKINGS	RETAIL SAL	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
				8PM
				9PM
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
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4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Sunday, July 19
"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

,				Million \$ Call: 641.715.3900 44336# & 26717#
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			6AM	
1				OAIVI
2				7AM
3				7AIVI
4				8AM
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6				9AM
SIX MOST IMPORTANT TH	IINGS TO DO	TODAY - PER	SONAL/ FAMILY	77.00
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3				11AM
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5				12PM
6				
PHONE CALLS TO MAKE/	RETURN	ERRANDS TO	) DO TODAY	1PM
				2PM
				3PM
NEW CONTACTO DEFEN	241.0	THANKANOLIA	LOVE NOTES TO	
NEW CONTACTS/ REFERE	RALS	THANK YOU/ LOVE NOTES TO:		4PM
				5PM
				6PM
NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH:	7014
	-		Details in Sharing Section	7PM
				8PM
				OF IVI
				9PM
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MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
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COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
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2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

SUNDAY BRAIN DUMP for the week of JULY 20 - JULY 26  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

## Weekly Plan Sheet from JULY 20

weekly Plan Sheet Ironi			
Monday, July 20	Tuesday, July 21	Wednesday, July 22	Thursday, July 23
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7 :15	7:15	7 :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
9:15	9 :15	9 :15	9 :15
:30	30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	30	:30	:30
11	:45 11	11	11
:15	11   :15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:45	:30	:30
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 :45	:30	:30
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15 :30	:15	:15
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6 :15	6 :15	6 :15	6 :15
:30	:15   :30	:30	:30
:45	45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8:15	8 :15	8 :15	8 :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

Friday, July 24	Saturday, July 25	Sunday, July 26	
6 :15	6 :115	6 :15	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
:30	:30	:30	· · · · · · · · · · · · · · · · · · ·
7	7	7	God: Devotion, Church, Bible Study, Faith
:15	:15	:15	•
:30	:30	:30	Family Time
8	8	:45	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30	:30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments
10	10 :15	10 :15	Coaching Calls Team Phone Calls
:30	:30	:30	Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11 :15	11 Lar	11	Sharing the Opportunity
:15	:15	:15	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	
:15	:15	:15	# Booking Held This Week:
:45	:30 :45	:30	# Bookings Next Week:
1	1	1	
:15	:15	:15	# Faces This Week:
:30	:30	:30	
2	2	2	PERSONAL SALES RESULTS
:15	:15	:15	
:30	:30	:30	Total Sales This Week:
3	:45	3	
:15	3  :15	:15	
:30	:30	:30	40% Profit:
:45	:45	:45	
115	:15	:15	TRACKING MY STAR
:30	:30	:30	TRACKING WIT STAK
:45	:45	:45	Wholesale Orders This Week:
5	5	5	
:15	:15	:15	
:45	:45	:45	Amount Needed to Finish Star:
6	6	6	
:15	:15	:15	
:45	:30 :45	:45	Unit Stars to Date:
7	7	7	
:15	:15	:15	CHADING THE ODDODTHALT!
:30	:30	:30	SHARING THE OPPORTUNITY RESULTS
	:45	:45	INLOULID
	8	8	
8 :15	8 :15	8:15	Personal Sharing Appts:
8	:15	:15	
8 :15 :30 :45	:15 :30 :45	:15 :30 :45	New Personal Team Members
8 :15 :30	:15	:15	
8 :15 :30 :45	:15 :30 :45 <b>9</b>	:15 :30 :45 9	New Personal Team Members

Date: Monday, July 20
"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

impossible dream & fullilling your total destiny to	become me berson m	at you, & offiy you, are cap	Dable of Dellig Ivially Kay ASH	
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			Million \$ Call: 641.715.3900 44336# & 26717#	
1			6AM	
2				7004
3				7AM
4				OAM
5				8AM
6				9AM
SIX MOST IMPORTANT TH	INGS TO DO	TODAY - PER	SONAL/ FAMILY	7741VI
1				10AM
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY		O DO TODAY	1PM	
				2PM
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NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
			Details in Sharing Section	
				8PM
				9PM
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
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4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
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3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
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3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
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2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

# Date: Tuesday, July 21 "Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your 5AM: Quiet Time/ Devotion/ Prayer

impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash				37 (W. Quiet Time/ Devotion/ 1 Tayer
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				Million \$ Call: 641.715.3900 44336# & 26717#
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NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH:	7PM
			Details in Sharing Section	71 101
				8PM
				9PM
MILEAGE TO RECORD:				10PM

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
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UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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NOTES/ THOUGHTS	

Date: Wednesday, July 22

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

impossible dream & fullilling your total destiny to	become me berson m	at you, & offiy you, are cap	Dable of Dellig Ivially Kay ASH	
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			Million \$ Call: 641.715.3900 44336# & 26717#	
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4				OAM
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SIX MOST IMPORTANT TH	INGS TO DO	TODAY - PER	SONAL/ FAMILY	7741VI
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3				11AM
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO DO TODAY		O DO TODAY	1PM	
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NEW CONTACTS/ DEFEDI	DALC	THANK VOLU	LOVE NOTES TO:	
NEW CONTACTS/ REFERRALS THANK YOU		THAINK YOU/	LOVE NOTES TO:	4PM
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NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
			Details in Sharing Section	
				8PM
				9PM
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
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FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
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UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
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3	6
NOTES/ THOUGHTS	

Date: Thursday, July 23

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

impossible dream & fullilling your total destiny to	become me berson m	at you, & offiy you, are cap	Dable of Dellig Ivially Kay ASH	
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SIX MOST IMPORTANT TH	INGS TO DO	TODAY - PER	SONAL/ FAMILY	7741VI
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NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
			Details in Sharing Section	
				8PM
				9PM
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
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UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
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3	6
NOTES/ THOUGHTS	

Date: Friday, July 24
"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash TODAY'S SCHEDULE 5AM: Quiet Time/ Devotion/ Prayer Million \$ Call: 641.715.3900 44336# & 26717# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 MA8 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 **11AM** 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM

6PM

7PM

8PM

9PM

10PM

# NEW BOOKINGS RETAIL SALES TODAY: SHARED MARY KAY WITH: Details in Sharing Section MILEAGE TO RECORD:

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
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UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Saturday, July 25
"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

CIV MOCT IMPORTANT TI	IINCS TO DO	TODAY MAR	DV N V DITCINIECE	Million \$ Call: 641.715.3900 44336# & 26717#
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			6AM	
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4				8AM
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6				9AM
SIX MOST IMPORTANT TH	HINGS TO DO	TODAY - PER	SONAL/ FAMILY	
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3				11AM
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5				12PM
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PHONE CALLS TO MAKE/	RETURN	ERRANDS TO	D DO TODAY	1PM
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				3PM
NEW CONTACTS/ REFER	RALS	THANK YOU/	LOVE NOTES TO:	4PM
				5PM
				6PM
NEW DOOKINGS	DETAIL CAL	FC TODAY	CHADED MADY KAY MITH	
NEW BOOKINGS	RETAIL SAL	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
				8PM
				9PM
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
3	7
4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Sunday, July 26
"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

,		, , , , , , , , , , , , , , , , , , ,		Million \$ Call: 641.715.3900 44336# & 26717#
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				6AM
1				OAIVI
2				7AM
3				7AIVI
4				8AM
5				ONIVI
6				9AM
SIX MOST IMPORTANT TH	INGS TO DO	TODAY - PER	SONAL/ FAMILY	77.00
1				10AM
2				
3				11AM
4				
5				12PM
6				
PHONE CALLS TO MAKE/	RETURN	ERRANDS TO	) DO TODAY	1PM
				2PM
				3PM
NEW CONTACTO DEFEN	2410	T	LOVE NOTES TO	
NEW CONTACTS/ REFERE	RALS	THANK YOU/ LOVE NOTES TO:		4PM
				5PM
				6PM
NEW BOOKINGS	RETAIL SAL	LES TODAY:	SHARED MARY KAY WITH:	
NEW BOOKINGS	TKE I7 IIE O7 IE		Details in Sharing Section	7PM
				on.
				8PM
				ODM
				9PM
MILEACE TO DECORD.				1004
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
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UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

1. 2.	JNDAY BRAIN DUMP for the week of JULY 27 - August 2  This is a master to do list! List everything on your mind, emails to send, errands to do, etc  Prioritize your list:  HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

## Weekly Plan Sheet from JULY 27

50         30<	weekly Plan Sheet from	JOLI ZI		
b         5         5         5         5         5         5         5         5         5         5         5         5         5         5         5         5         5         5         6	Monday, July 27	Tuesday, July 28	Wednesday, July 29	Thursday, July 30
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6         6         6         7         7         7         7         7         7         7         7         7         7         7         7         7         8         9	:15			
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30         36<	7	!		
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66         66         68<	:15			
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## to AUGUST 2

			10 A00031 Z
Friday, July 31	Saturday, August 1	Sunday, August 2	
6 :15	6 :115	6:15	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
.30 .45	:30	:30	God: Devotion, Church,
7 :15	7:15	7:15	Bible Study, Faith
:30	:30	:30	Family Time
8	8 :15	8 :15	Date Night  Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc
9	9	9	Exercise, Hair, Nails, Coffee with Friends, etc
:15	:15	:15	INCOME PRODUCING ACTIVITY
10	10	10	Booking Appointments Coaching Calls
:15	:15	:15	Team Phone Calls Facials/ Parties
:45 11	:45 11	.45 11	Customer Follow-Up Calls Sharing the Opportunity
:15	:15	:15	Sharing the Opportunity
:45	:45	:45	BOOKINGS/ FACES RESULTS
.15 .15	12 :15	:15	# Booking Held This Week:
:30 :45	:30 :45	:30 :45	# Bookings Next Week:
1:15	1:15	1:15	# Faces This Week:
:30	:30	:30	
2:15	2 :15	2:15	PERSONAL SALES RESULTS
:30	:30	:30 :45	Total Sales This Week:
3	3	3	
:15	:15	:15	40% Profit:
4	4	4	
:15	:15	:15	TRACKING MY STAR
:45	:45 5	:45 5	Wholesale Orders This Week:
:15	:15	:15	
:45	:45	:45	Amount Needed to Finish Star:
6 :15	:15	:15	
:30	:30 :45	:30 :45	Unit Stars to Date:
7:15	7 :15	7  :15	
:30	:30	:30	SHARING THE OPPORTUNITY RESULTS
8 :15	8 :15	8 :15	Personal Sharing Appts:
:30	:30	:30 :45	New Personal Team Members
9 ::15	9 ::15	9 :15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

Date: Monday, July 27

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

impossible dream & fullilling your total destiny to	become me person m	at you, & offiy you, are cap	Dable Of Dellig Mary Kay ASH	
SIX MOST IMPORTANT TH	Million \$ Call: 641.715.3900 44336# & 26717#			
1				6AM
2				7004
3				7AM
4				OAM
5				8AM
6				9AM
SIX MOST IMPORTANT TH	IINGS TO DO	TODAY - PER	SONAL/ FAMILY	77/101
1				10AM
2				
3				11AM
4				
5				12PM
6				
PHONE CALLS TO MAKE/ RETURN ERRANDS TO			O DO TODAY	1PM
				2PM
				3PM
NEW CONTACTS/ DEFEDI	DALC	THANK VOLU	LOVE NOTES TO:	
NEW CONTACTS/ REFERE	TALS	THANK YOU/ LOVE NOTES TO:		4PM
				EDW.
				5PM
				/ DM
				6PM
NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
			Details in Sharing Section	
				8PM
				9PM
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
3	7
4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
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3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
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3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Tuesday, July 28

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you. & only you, are capable of being." - Mary Kay Ash

impossible dream & fullilling your total destiny to	become me person m	at you, & offiy you, are cap	Dable Of Dellig Mary Kay ASH	
SIX MOST IMPORTANT TH	Million \$ Call: 641.715.3900 44336# & 26717#			
1				6AM
2				7004
3				7AM
4				OAM
5				8AM
6				9AM
SIX MOST IMPORTANT TH	IINGS TO DO	TODAY - PER	SONAL/ FAMILY	77/101
1				10AM
2				
3				11AM
4				
5				12PM
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PHONE CALLS TO MAKE/ RETURN ERRANDS TO			O DO TODAY	1PM
				2PM
				3PM
NEW CONTACTS/ DEFEDI	DALC	THANK VOLU	LOVE NOTES TO:	
NEW CONTACTS/ REFERE	TALS	THANK YOU/ LOVE NOTES TO:		4PM
				EDW.
				5PM
				/ DM
				6PM
NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
			Details in Sharing Section	
				8PM
				9PM
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
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UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Wednesday, July 29
"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

,		, , , , , , , , , , , , , , , , , , ,		Million \$ Call: 641.715.3900 44336# & 26717#
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS				6AM
1				OAIVI
2				7AM
3				7AIVI
4				8AM
5				ONIVI
6				9AM
SIX MOST IMPORTANT TH	INGS TO DO	TODAY - PER	SONAL/ FAMILY	77.00
1				10AM
2				
3				11AM
4				
5				12PM
6				
PHONE CALLS TO MAKE/	RETURN	ERRANDS TO	) DO TODAY	1PM
				2PM
				3PM
NEW CONTACTO DEFEN	2410	T	LOVE NOTES TO	
NEW CONTACTS/ REFERE	RALS	THANK YOU/ LOVE NOTES TO:		4PM
				5PM
				6PM
NEW BOOKINGS	RETAIL SAL	LES TODAY:	SHARED MARY KAY WITH:	
NEW BOOKINGS	TKE I7 IIE O7 IE		Details in Sharing Section	7PM
				on.
				8PM
				ODM
				9PM
MILEACE TO DECORD.				1004
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
3	7
4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
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1	4
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SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Thursday, July 30

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash

impossible dream & fullilling your total destiny to	become me berson m	at you, & offiy you, are cap	Dable of Dellig Ivially Kay ASH			
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			Million \$ Call: 641.715.3900 44336# & 26717#			
1			6AM			
2				7004		
3				7AM		
4				OAM		
5				8AM		
6				9AM		
SIX MOST IMPORTANT TH	INGS TO DO	TODAY - PER	SONAL/ FAMILY	7741VI		
1				10AM		
2						
3				11AM		
4						
5				12PM		
6						
PHONE CALLS TO MAKE/	RETURN	ERRANDS TO DO TODAY		1PM		
				2PM		
				3PM		
NEW CONTACTS/ DEFEDI	DALC	THANK VOLU	LOVE NOTES TO:			
NEW CONTACTS/ REFERE	TALS	THAINK YOU/	LOVE NOTES TO:	4PM		
				EDIA.		
				5PM		
				/ DM		
				6PM		
NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM		
			Details in Sharing Section			
				8PM		
				9PM		
MILEAGE TO RECORD:				10PM		

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
3	7
4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Friday, July 31
"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you, & only you, are capable of being." - Mary Kay Ash TODAY'S SCHEDULE 5AM: Quiet Time/ Devotion/ Prayer Million \$ Call: 641.715.3900 44336# & 26717# SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS 6AM 1 2 7AM 3 4 MA8 5 6 9AM SIX MOST IMPORTANT THINGS TO DO TODAY - PERSONAL/ FAMILY 1 10AM 2 3 11AM 4 5 12PM 6 PHONE CALLS TO MAKE/ RETURN **ERRANDS TO DO TODAY** 1PM 2PM 3PM **NEW CONTACTS/ REFERRALS** THANK YOU/ LOVE NOTES TO: 4PM 5PM 6PM 7PM

8PM

9PM

10PM

NEW BOOKINGS	RETAIL SALES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section
MILEAGE TO RECORD:		

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
3	7
4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
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3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

Date: Saturday, August 1

"Make every day count! Make every hour count! Make every minute count! And don's stop until you have exercised your full potential, realizing your impossible dream & fulfilling your total destiny to become the person that you. & only you, are capable of being." - Mary Kay Ash

impossible dream & fullilling your total destiny to	become me berson m	at you, & offiy you, are cap	Dable of Dellig Ivially Kay ASH			
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			Million \$ Call: 641.715.3900 44336# & 26717#			
1			6AM			
2				7004		
3				7AM		
4				OAM		
5				8AM		
6				9AM		
SIX MOST IMPORTANT TH	INGS TO DO	TODAY - PER	SONAL/ FAMILY	7741VI		
1				10AM		
2						
3				11AM		
4						
5				12PM		
6						
PHONE CALLS TO MAKE/	RETURN	ERRANDS TO DO TODAY		1PM		
				2PM		
				3PM		
NEW CONTACTS/ DEFEDI	DALC	THANK VOLU	LOVE NOTES TO:			
NEW CONTACTS/ REFERE	TALS	THAINK YOU/	LOVE NOTES TO:	4PM		
				EDIA.		
				5PM		
				/ DM		
				6PM		
NEW BOOKINGS	RETAIL SAL	ES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM		
			Details in Sharing Section			
				8PM		
				9PM		
MILEAGE TO RECORD:				10PM		

TODAY'S SCHEDULE

5AM: Quiet Time/ Devotion/ Prayer

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
3	7
4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	

# Date: Sunday, August 2 "Make every day count! Make every hour count! Make every minute coun impossible dream & fulfilling your total destiny to become the person that you

"Make every day count! Make every hour cou impossible dream & fulfilling your total destiny	nt! Make every minute co to become the person th	ount! And don's stop until y nat you, & only you, are ca	ou have exercised your full potential, realizing your pable of being." - Mary Kay Ash	5AM: Quiet Time/ Devotion/ Prayer
SIX MOST IMPORTANT THINGS TO DO TODAY - MARY KAY BUSINESS			Million \$ Call: 641.715.3900 44336# & 26717#	
1			6AM	
2				
3				7AM
4				OAM
5				8AM
6				9AM
SIX MOST IMPORTANT T	HINGS TO DO	TODAY - PER	SONAL/ FAMILY	77 WI
1				10AM
2				
3				11AM
4				
5				12PM
6				
PHONE CALLS TO MAKE	/ RETURN	ERRANDS TO DO TODAY		1PM
				2PM
				3PM
NEW CONTACTS/ REFER	ΡΔΙς	THANK YOU	LOVE NOTES TO:	4DM
NEW CONTACTS/ REFER	MALO	THANK TOO	LOVE NOTES TO.	4PM
				5PM
				JF IVI
				6PM
NEW BOOKINGS	RETAIL SA	LES TODAY:	SHARED MARY KAY WITH: Details in Sharing Section	7PM
			3	
				8PM
				9PM
MILEAGE TO RECORD:				10PM

TODAY'S SCHEDULE

PERSONAL BOOKING CALLS FROM LEADS/ REFERRAL "I think you have to believe in your destiny; that you will succeed, you will meet a lot of rejection."	S/ CURRENT CUSTOMER BASE stion and it is not always a straight path, there will be detours - so enjoy the view - Michael York
1	5
2	6
3	7
4	8
COACHING CALLS (PRE-PROFILING, HOSTESS, FACIAL "A class worth booking is a class worth coaching" - Mary Kay Ash	LS COMING UP, ETC)
1	4
2	5
3	6
FOLLOW-UP & CUSTOMER SERVICE CALLS "It costs five times as much to attract a new customer as it does to maintain an establish	shed one. So determine to make your customers the happiest in town" - Mary Kay Ash
1	4
2	5
3	6
SHARING THE OPPORTUNITY / TEAM BUILDING CALLS "Treat your business as a gift. Give it with love & concern for women - not out of ex	
1	3
2	4
UNIT & NEW CONSULTANT PHONE CALLS "The wonderful feeling that comes from helping people gives meaning to your	accomplishments." - Mary Kay Ash
1	4
2	5
3	6
NOTES/ THOUGHTS	



AUGUST BRAIN DUMP: IDEAS, CHALLENGES, IN	SPIRATION, ETC

## AUGUST 2015

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
2	3	4	5
9	Fall/ Holiday Early Ordering for PCP Participants	11	12
16 Fall/ Holiday Product Launch	17	18	19
30	24	25	26

THURSDAY	FRIDAY	SATURDAY							
		1					The state of the s		
							_	22	
							ER 2		
			Sun	Mon	Tues 1	Wed 2	Thurs 3	Fri 4	Sat 5
			6	7	8	9	10	11	12
6	7	8	13	14	15	16	17	18	19
			20	21	22	23	24	25	26
			27	28	29	30			
			NO	TES	3				
13	14	15							
20	21	22							
20									
27	28	29							

1. 2.	JNDAY BRAIN DUMP for the week of AUGUST 3 - AUGUST 9  This is a master to do list! List everything on your mind, emails to send, errands to do, etc  Prioritize your list:  HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

weekly Plan Sheet Ironi	7,000013		
Monday, August 3	Tuesday, August 4	Wednesday, August 5	Thursday, August 6
6	6	6	6
:15	0  :15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15 :30	:15	:15
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	30	:30	:30
:45	:45	:45	:45
9:15	9 :15	<b>9</b> :15	9 :15
:30	30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	30	:30	:30 Luc
11	:45 11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	115	:15	:15
:30	:30 :45	:30	: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 :45	:30	:30
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6 :15	6 :15	6 :15	6 :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 :15	8 :15	8 :15	8 :15
:30	30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	30	:30	:30 Luc
:45	:45	:45	:45

### to AUGUST 9

Friday, August 7	Saturday, August 8	Sunday, August 9	
6:15	6 :15	6 :15	PLAN YOUR WEEK IN COLOR!
:30	:30	:30	Color each box with a color that excites you!
:45	:45	:45	God: Devotion, Church, Bible Study, Faith
7:15	7  :15	7  :15	
:30	:30	:30	Family Time
:45	:45	:45	Date Night
8:15	8 :15	:15	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc
:45	:45	:45	Exercise, Hair, Nails, Coffee with
9:15	9 :15	9:15	Friends, etc
:30	:30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments
10	10  :15	10	Coaching Calls
:15	] :15 ] :30	:15	Team Phone Calls Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15 :30	:15	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	
:15	:15	:15	# Booking Held This Week:
:45	:30 :45	:30	# Bookings Next Week:
1	1	1	
:15	:15	:15	# Faces This Week:
:45	:30 :45	:30	
.40	1.45	.45	
2	2	2	PERSONAL SALES RESULTS
2 :15	2:15	2 :15	
:15	:15	:15	PERSONAL SALES RESULTS  Total Sales This Week:
:15 :30 :45	:15 :30 :45	:15 :30 :45	
:15 :30 :45 3 :15	:15	:15	Total Sales This Week:
:115 :30 :45 <b>3</b> :115 :30	:15 :30 :45 3 :15 :30	:15 :30 :45 3 :15 :30	
:115 :30 :45 <b>3</b> :115 :30	:15 :30 :45 3 :15 :30	:15 :30 :45 3 :15 :30	Total Sales This Week:
:15 :30 :45 3 :15	:15 :30 :45 3 :15 :30	:15 :30 :45 3 :15 :30	Total Sales This Week:  40% Profit:
:15 :30 :45 3 :15 :30 :45	:15 :30 :45 3 :15 :30 :45	:15 :30 :45 3 :15 :30 :45 4	Total Sales This Week:  40% Profit:  TRACKING MY STAR
:115 :30 :45 3 :15 :30 :45 4 :15 :30 :45	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45	:15 :30 :45 3 :15 :30 :45 4 :15 :30	Total Sales This Week:  40% Profit:
:115 :30 :45 3 :115 :30 :45 4 :115 :30	:15 :30 :45 3 :15 :30 :45 4 :15 :30	:15 :30 :45 3 :15 :30 :45 4 :15	Total Sales This Week:  40% Profit:  TRACKING MY STAR
:115 :30 :45 3 :115 :30 :45 4 :115 :30 :45 5	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 4 :15 :30 :45	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5	Total Sales This Week:  40% Profit:  TRACKING MY STAR  Wholesale Orders This Week:
:115 :30 :45 3 :115 :30 :45 4 :115 :30 :45 5 :115 :30 :45	:15 :30 :45  3 :15 :30 :45  4 :15 :30 :45  5 :15 :30 :45	:115 :30 :45 3 :115 :30 :45 4 :15 :30 :45 5 :115 :30 :45 5 :115 :30 :45	Total Sales This Week:  40% Profit:  TRACKING MY STAR
:115 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :115 :30 :45 6	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6	:115 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 5 :15 :30 :45 6	Total Sales This Week:  40% Profit:  TRACKING MY STAR  Wholesale Orders This Week:
:115 :30 :45 3 :115 :30 :45 4 :115 :30 :45 5 :115 :30 :45	:15 :30 :45  3 :15 :30 :45  4 :15 :30 :45  5 :15 :30 :45	:115 :30 :45 3 :115 :30 :45 4 :15 :30 :45 5 :115 :30 :45 5 :115 :30 :45	Total Sales This Week:  40% Profit:  TRACKING MY STAR  Wholesale Orders This Week:  Amount Needed to Finish Star:
:115 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :115 :30 :45 6 :115 :30 :45	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15 :30 :45	:115 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :115 :30 :45 6 :115 :30 :45 :45	Total Sales This Week:  40% Profit:  TRACKING MY STAR  Wholesale Orders This Week:
:115 :30 :45 3 :115 :30 :45 4 :115 :30 :45 5 :115 :30 :45 6 :115 :30 :45 7	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :115 :30 :45 6 :15 :30 :45 7	:115 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15 :30 :45 7	Total Sales This Week:  40% Profit:  TRACKING MY STAR  Wholesale Orders This Week:  Amount Needed to Finish Star:
:115 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :115 :30 :45 6 :115 :30 :45	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15 :30 :45	:115 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :115 :30 :45 6 :115 :30 :45 :45	Total Sales This Week:  40% Profit:  TRACKING MY STAR  Wholesale Orders This Week:  Amount Needed to Finish Star:  Unit Stars to Date:  SHARING THE OPPORTUNITY
:115 :30 :45 3 :115 :30 :45 4 :115 :30 :45 5 :115 :30 :45 6 :115 :30 :45 7 :115 :30 :45	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :115 :30 :45 6 :15 :30 :45 7 :15	:15 :30 :45 3 :115 :30 :45 4 :115 :30 :45 5 :115 :30 :45 6 :115 :30 :45 7 :115	Total Sales This Week:  40% Profit:  TRACKING MY STAR  Wholesale Orders This Week:  Amount Needed to Finish Star:  Unit Stars to Date:
:115 :30 :45 3 :115 :30 :45 4 :115 :30 :45 5 :115 :30 :45 6 :115 :30 :45 7 :115 :30 :45 7 :115 :30 :45 8	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15 :30 :45 7 :15 :30 :45 7 :15 :30 :45 8	:115 :30 :45 3 :115 :30 :45 4 :115 :30 :45 5 :115 :30 :45 6 :115 :30 :45 7 :115 :30 :45 7 :115 :30 :45 8	Total Sales This Week:  40% Profit:  TRACKING MY STAR  Wholesale Orders This Week:  Amount Needed to Finish Star:  Unit Stars to Date:  SHARING THE OPPORTUNITY RESULTS
:115 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :115 :30 :45 6 :115 :30 :45 7 :115 :30 :45 8 :115	:15         :30         :45         3         :15         :30         :45         4         :15         :30         :45         5         :15         :30         :45         6         :15         :30         :45         7         :15         :30         :45         8         :15	:115 :30 :45 3 :115 :30 :45 4 :115 :30 :45 5 :115 :30 :45 6 :115 :30 :45 7 :115 :30 :45 8 :115	Total Sales This Week:  40% Profit:  TRACKING MY STAR  Wholesale Orders This Week:  Amount Needed to Finish Star:  Unit Stars to Date:  SHARING THE OPPORTUNITY RESULTS  Personal Sharing Appts:  ———————————————————————————————————
:115         :30         :45         4         :15         :30         :45         5         :15         :30         :45         6         :15         :30         :45         7         :15         :30         :45         8         :15         :30         :45	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15 :30 :45 7 :15 :30 :45 7 :15 :30 :45 8	:115 :30 :45 3 :115 :30 :45 4 :115 :30 :45 5 :115 :30 :45 6 :115 :30 :45 7 :115 :30 :45 7 :115 :30 :45 8	Total Sales This Week:  40% Profit:  TRACKING MY STAR  Wholesale Orders This Week:  Amount Needed to Finish Star:  Unit Stars to Date:  SHARING THE OPPORTUNITY RESULTS
:115 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :115 :30 :45 7 :15 :30 :45 8 :115 :30 :45 8 :15 :30 :45 9	:15 :30 :45 3 :15 :30 :45 4 :15 :30 :45 5 :15 :30 :45 6 :15 :30 :45 7 :15 :30 :45 8 :15 :30 :45 8 :15 :30 :45	:115 :30 :45 3 :115 :30 :45 4 :115 :30 :45 5 :115 :30 :45 6 :115 :30 :45 7 :115 :30 :45 8 :115 :30 :45 8 :115 :30 :45 9	Total Sales This Week:  40% Profit:  TRACKING MY STAR  Wholesale Orders This Week:  Amount Needed to Finish Star:  Unit Stars to Date:  SHARING THE OPPORTUNITY RESULTS  Personal Sharing Appts:  New Personal Team Members
:115         :30         :45         4         :15         :30         :45         5         :15         :30         :45         6         :15         :30         :45         7         :15         :30         :45         8         :15         :30         :45	:15         :30         :45         3         :15         :30         :45         4         :15         :30         :45         5         :15         :30         :45         6         :15         :30         :45         7         :15         :30         :45         8         :15         :30         :45	:115 :30 :45 3 :115 :30 :45 4 :115 :30 :45 5 :115 :30 :45 6 :115 :30 :45 7 :115 :30 :45 8 8 :115 :30 :45	Total Sales This Week:  40% Profit:  TRACKING MY STAR  Wholesale Orders This Week:  Amount Needed to Finish Star:  Unit Stars to Date:  SHARING THE OPPORTUNITY RESULTS  Personal Sharing Appts:  ———————————————————————————————————

SUNDAY BRAIN DUMP for the week of AUGUST 10 - AUGUST 16  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

weekly Plan Sheet Ironi			
Monday, August 10	Tuesday, August 11	Wednesday, August 12	Thursday, August 13
	6	6	6
	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	7
'	7 :15	7 :15	<i>I</i>  :15
	:30	:30	:30
:45	:45	:45	:45
	8	8	8
:15	:15	:15	:15
:45	:45	:45	:45
	9	9	9
:15	:15	:15	:15
	:30	:30	:30
10	10	10	10
:15	:15	:15	:15
	:30	:30	:30
:45	:45	:45	:45
	11	11	11
:15	:15	:15	:15
:45	:45	:45	:45
	12	12	12
	:15	:15	:15
	:30	:30	:30
	:45	:45	:45
1:15	1:15	1:15	1:15
	:30	:30	:30
:45	:45	:45	:45
	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
	3	3	3
!	:15	:15	:15
	:30	:30	:30
:45	:45	:45	:45
!	<b>4</b> :15	<b>4</b> :15	<b>4</b> :15
	:30	:30	:30
:45	:45	:45	:45
l :	5	5	5
	:15	:15	:15
:30	:30	:30	:30
	6	6	6
	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
l :	7 :15	7:15	<b>7</b>  :15
	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
	:15	:15	:15
	:30	:30	:30 Luc
9	9	9	9
	:15	:15	<del>'</del>  :15
	:30	:30	:30
:45	:45	:45	:45

## to AUGUST 16

			107100001 10
Friday, August 14	Saturday, August 15	Sunday, August 16	
6	6	6	PLAN YOUR WEEK IN COLOR!
:30	:30	30	Color each box with a color that excites you!
:45	:45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15	:15	Family Time
:30	:30	:30	Family Time
:45	:45	:45	Date Night
8	8	8	-
:15	:15	:15	Mary Kay Time: Meetings,
:45	30 :45	:30 :45	Networking, Training, etc
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	<del>'</del>	Friends, etc
:30	:30	30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments
10	10	10	Coaching Calls
:15	:15	:15	Team Phone Calls
:30	:30	:30	Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	
30	30	30	DOOKINGS/ FACES DESIJITS
45	:45	:45	BOOKINGS/ FACES RESULTS
12	12  :15	12  -15	# Booking Held This Week:
:30	30	30	" booking ricid rills week
:45	:45	:45	# Bookings Next Week:
1	1	1	
:15	:15	:15	# Faces This Week:
:30	:30	:30	
:45	:45	:45	DEDCOMAL CALEC DECLUTO
2	2	2	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week:
:45	:30 :45	:30 :45	Total Sales This Week.
2	2	3	
:15	:15	15	
:30	30	30	40% Profit:
:45	:45	:45	
4	4	4	
:15	:15	:15	TRACKING MY STAR
:30	:30	30	
:45	:45	:45	Wholesale Orders This Week:
5	5	5	
:15	:15	:15 Lean	
:45	30 :45	:30 :45	Amount Needed to Finish Star:
6	6	6	, and an record to this in ordi.
15	0   :15	0   :15	
:30	:30	:30	
:45	:45	:45	Unit Stars to Date:
7	7	7	
:15	:15	:15	CHADING THE ODDOOT!
:30	:30	:30	SHARING THE OPPORTUNITY
:45	:45	:45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15 :30	:15	
:30 :45	:30   :45	:30 :45	New Personal Team Members
9	9	9	
:15	:15	<del>'</del>	Team Sharing Appts:
:30	:30	:30	
:45	:45	:45	New Team Members:

SUNDAY BRAIN DUMP for the week of AUGUST 17 - AUGUST 23  1. This is a master to do list! List everything on your mind, emails to send, errands to do, etc  2. Prioritize your list: HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  3. Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

weekly Plan Sheet Ironi	İ	1	
Monday, August 17	Tuesday, August 18	Wednesday, August 19	Thursday, August 20
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	7
7 :15	7 :15	7 :15	<i>I</i>  :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	30	:30	:30
10	:45 10	10	10
:15	15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11	11	11
:15	:15 :30	:15	:15
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	30	:30	:30
1	:45	:45	1
:15	1 :15	1:15	I  :15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15 :30	:15	:15
:45	.30   .45	:45	:45
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
4	4	4	4
:15	<del>4</del>   :15	<sup>4</sup>  :15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7 :15	7 :15	<b>7</b>  :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15 :30	:15	:15
:30	:30   :45	:30 :45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

			10 / 10 00 0 1 2 0
Friday, August 21	Saturday, August 22	Sunday, August 23	
6	6	6	PLAN YOUR WEEK IN COLOR!
:30	:30	:30	Color each box with a color that excites you!
:45	45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15	:15	Family Times
:30	:30	:30	Family Time
:45	:45	:45	Date Night
115	8	8	Many Kay Times Meetings
:15	:15 :30	:15	Mary Kay Time: Meetings, Networking, Training, etc
:45	45	:45	
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30	:30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments
10	10	10	Coaching Calls
:15	:15 :30	:15	Team Phone Calls
:45	:45	:30 :45	Facials/ Parties
11	11	11	Customer Follow-Up Calls Sharing the Opportunity
:15	:15	:15	Sharing the Opportunity
:30	:30	:30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	
:15	:15	:15	# Booking Held This Week:
:30 :45	:30 :45	:30 :45	# Bookings Next Week:
1	1	1	# bookings Next Week
:15	:15	:15	# Faces This Week:
:30	:30	:30	
:45	:45	:45	
2	2	2	PERSONAL SALES RESULTS
:15	:15	:15	Total Sales This Week:
:30	:30	:30	Total Sales This Week:
:45	:45	3	
.15	3   :15	3  :15	
:30	:30	:30	40% Profit:
:45	:45	:45	
4	4	4	
:15	:15	:15	TRACKING MY STAR
:30	:30	:30	
:45	:45	:45	Wholesale Orders This Week:
5 :15	5  :15	5 :15	
:30	30	30	
:45	:45	:45	Amount Needed to Finish Star:
6	6	6	
:15	:15	:15	
:30	:30	:30	Unit Stare to Dato:
:45	:45	:45	Unit Stars to Date:
7	7	7	
:15	:15 :30	:15	SHARING THE OPPORTUNITY
:45	45	:30	RESULTS
8	8	8	
:15	:15	:15	Personal Sharing Appts:
:30	:30	:30	New Personal Team Members
:45	:45	:45	
9	9	9	Team Sharing Appts:
:15	:15	:15	
:30	30	:30	New Team Members:
:45	:45	:45	

weekly Plan Sheet Iron		İ	
Monday, August 24	Tuesday, August 25	Wednesday, August 26	Thursday, August 27
6	6	6	6
:15	:15	:15	:15
:30	:30	30	30
7	·45 7	·45 7	·45 7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8 :15	8 :15	8 :15	8 :15
:30	30	30	30
:45	:45	:45	:45
9	9	9	9
:15	:15	115	:15
:30	:30 :45	:30 :45	:30 :45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11 :15	11 15	11  :15	11  :15
:30	:30	30	30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:45	:30   :45	:30 :45	:30 :45
1	1	1	1
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
2:15	2 115	2 :15	2 :15
:30	:30	30	30
:45	:45	:45	:45
3	3	3	3
:15	:15	115	:15
:30 :45	:30 :45	:30 :45	:30 :45
4	4	4	4
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
5 :15	5 :15	5 :15	5  :15
:30	30	30	30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:30	:30 :45	:30 :45	:30 :45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
8:15	8 :15	8 :15	8 :15
:30	:30	30	30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	30 35 35	:30 :45	:30 :45
:45	.40	.40	.40

	1		
Friday, August 28	Saturday, August 29	Sunday, August 30	
6	6	6	PLAN YOUR WEEK IN COLOR!
:30	:15	:15	Color each box with a color that excites you!
:45	:30 :45	:30   :45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15	:15	
:30	:30	:30	Family Time
:45	:45	:45	Date Night
115	8 115	8 :15	Many Kay Timo: Mootings
:30	30	30	Mary Kay Time: Meetings, Networking, Training, etc
:45	:45	:45	
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30	:30	30	INCOME PRODUCING ACTIVITY
10	10	:45 10	Booking Appointments
:15	:15	15	Coaching Calls Team Phone Calls
:30	:30	:30	Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	3 11 3
:30	:30	:30	DOOMNOO! FACEO DECLUTO
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12  :15	12	# Booking Held This Week:
:30	30	30	# Dooking Held This Week
:45	:45	:45	# Bookings Next Week:
1	1	1	
:15	:15	:15	# Faces This Week:
:30	:30	:30	
:45	:45	:45	PERSONAL SALES RESULTS
2	2	2	PERSONAL SALES RESULTS
:15	:15 :30	:15	Total Sales This Week:
:45	45	:45	
3	3	3	
:15	:15	:15	400/ Des 61
:30	:30	:30	40% Profit:
:45	:45	:45	
4	4	4	TDACKING MAY CTAD
:15	:15 :30	:15	TRACKING MY STAR
:45	:45	:45	Wholesale Orders This Week:
5	5	5	The state of the s
:15	:15	:15	
:30	:30	:30	Amount No. 1 11 51 11 Ct
:45	:45	:45	Amount Needed to Finish Star:
6	6	6	
:15	:15 :30	:15	
:45	45	:30   :45	Unit Stars to Date:
7	7	7	
:15	:15	:15	
:30	:30	:30	SHARING THE OPPORTUNITY
:45	:45	:45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15 :30	:15	
:30 :45	:30   :45	:30   :45	New Personal Team Members
9	9	9	To any Charley Arrests
:15	:15	:15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	TYOW TOUTH MICHIDOLS.

# SEPTEMBER

SEPTEMBER BRAIN DUMP: IDEAS, CHALLENGES, INSPIRATION, ETC		

# SEPTEMBER 2015

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
		1	2
6	7 Labor Day	8	9
13	14	15 1st Quarter Ends	16 2nd Quarter Begins
20	21	22	23
27	28	29	30

THURSDAY	FRIDAY	SATURDAY						-	
3	4	5							
				OC	TO	BEI	R 20	)15	
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
			4	5	6	7	8	9	10
10	11	12	11	12	13	14	15	16	17
10	11	12	18	19	20	21	22	23	24
			25	26	27	28	29	30	31
			NO	TES	3				
17	18	19							
24	25	26							

weekly Plan Sheet Ironi	7.00001 01		
Monday, August 31	Tuesday, September 1	Wednesday, September 2	Thursday, September 3
6	6	]  6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7  :15
:30	30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	30	:30	:30
9	9	9	9
:15	9   :15	<del>'</del>	9  :15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	30	:30	:30
11	:45 11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	115	:15	:15
:45	:30 :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
:45	:30 :45	:45	:30
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15 :30	:15	:15
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6 :15	6 :15	6 :15	6 :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 :15	8 :15	8 :15	8 :15
:30	30	:30	:30
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	30	:30	:30 Luc
:45	:45	:45	:45

#### to SEPTEMBER 6

			10 SEI TEMBER 0
Friday, September 4	Saturday, September 5	Sunday, September 6	
6 :15	6 :15	6 :15	PLAN YOUR WEEK IN COLOR!
:30	:30	:30	Color each box with a color that excites you!
:45	:45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15	:15	Family Time
:30	:30	:30	Family Time
:45	:45	:45	Date Night
8	8	8	-
:15	:15	:15	Mary Kay Time: Meetings,
:30	30	:30	Networking, Training, etc
:45	:45	:45	Exercise, Hair, Nails, Coffee with
9 :15	9 :15	9 :15	Friends, etc
:30	30	:30	
:45	:45	:45	INCOME PRODUCING ACTIVITY
10	10	10	Booking Appointments
:15	:15	:15	Coaching Calls Team Phone Calls
:30	:30	:30	Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	onaring the opportunity
:30	:30	:30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	
:15	:15	:15	# Booking Held This Week:
:30	:30	:30	" D . I
:45	:45	:45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15	:15	# Faces Tills Week
:30 :45	:30 :45	:30 :45	
2	2	2	PERSONAL SALES RESULTS
:15	2   :15	2   :15	T ENGGLY LE GALLEGA NEGGETO
:30	30	30	Total Sales This Week:
:45	:45	:45	
3	3	3	
:15	:15	:15	
:30	:30	:30	40% Profit:
:45	:45	:45	
4	4	4	
:15	:15	:15	TRACKING MY STAR
:30	30	:30	
:45	:45	:45	Wholesale Orders This Week:
5	5	5	
:15	:15	:15	
:45	:30 :45	:30 :45	Amount Needed to Finish Star:
	6	6	Amount Needed to Fillish Star.
6 :15	6   :15	6   :15	
:30	30	:30	
:45	:45	:45	Unit Stars to Date:
7	7	7	
:15	:15	:15	
:30	:30	:30	SHARING THE OPPORTUNITY
:45	:45	:45	RESULTS
8	8	8	Dorsonal Sharing Appts
:15	:15	:15	Personal Sharing Appts:
:30	:30	:30	New Personal Team Members
:45	:45	:45	
9	9	9	Team Sharing Appts:
:15	:15	:15	
:30	30	:30	New Team Members:
:45	:45	:45	

1. 2.	JNDAY BRAIN DUMP for the week of SEPTEMBER 7 - SEPTEMBER 13  This is a master to do list! List everything on your mind, emails to send, errands to do, etc  Prioritize your list:  HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

#### Weekly Plan Sheet from SEPTEMBER 7

weekly Plan Sheet from	SEL LEMBER 7		
Monday, September 7	Tuesday, September 8	Wednesday, September 9	Thursday, September 10
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7 :15	7 :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:45	:45	:45	:45
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
10	:45	10	10
:15	10	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
11	11		11
:15	:15	:15	:15
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
1:15	:15	:15	1:15
:30	:30	:30	:30
:45	:45	:45	:45
2	2	2	2
:15	:15	:15	:15
:30	:45	:45	:30
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4:15	:15	:15	<b>4</b> :15
:30	:30	:30	:30
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:45	:30	:45	:45
6	6	6	6
:15	:15		:15
:30	:30	:30	:30
:45	:45	:45	:45
7 :15	7 :15	7  :15	7 :15
:30	:30	:30	:30
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30 :45	:30 :45	:45	:30
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

#### to SEPTEMBER 13

			O SEL LEWIDER 13
Friday, September 11	Saturday, September 12	Sunday, September 13	
6 :15	6 :15	6 :15	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
:30	:30	:30	· · · · · · · · · · · · · · · · · · ·
·45 7	:45	7	God: Devotion, Church, Bible Study, Faith
:15	:15	:15	
:30	:30	:30	Family Time
8	8	:45	Date Night
:15	:15	:15	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30	:30	:30	INCOME PRODUCING ACTIVITY
10	10	10	Booking Appointments
:15	:15	:15	Coaching Calls Team Phone Calls
:30	:30	30	Facials/ Parties
11	11	:45 11	Customer Follow-Up Calls Sharing the Opportunity
:15	:15	:15	Sharing the Opportunity
:30	:30	:30	DOOMNOO! EAGES DESUITE
12	12	12	BOOKINGS/ FACES RESULTS
:15	:15	:15	# Booking Held This Week:
:30	:30	:30	" Danking Nast Wash
:45	1	:45	# Bookings Next Week:
:15	:15	:15	# Faces This Week:
:30	:30	:30	
2	2	2	PERSONAL SALES RESULTS
:15	:15	:15	
:30	:30	:30	Total Sales This Week:
:45	:45	:45	
:15	:15	3  :15	
:30	:30	:30	40% Profit:
:45	4	:45	
:15	:15	:15	TRACKING MY STAR
:30	:30	:30	
:45	:45	:45 [-	Wholesale Orders This Week:
5:15	5:15	5 :15	
:30	:30	:30	
:45	:45	:45	Amount Needed to Finish Star:
:15	6:15	6 :15	
:30	:30	:30	Hall Chang to Date
:45	:45	:45	Unit Stars to Date:
:15	:15	7 :15	
:30	:30	30	SHARING THE OPPORTUNITY
:45	:45	:45	RESULTS
8 :15	8 :15	8 :15	Personal Sharing Appts:
:30	:30	30	New Personal Team Members
:45	:45	:45	
:15	9:15	9 :15	Team Sharing Appts:
:30	:30	30	New Team Members:
:45	:45	:45	New Team Members.

1. 2.	JNDAY BRAIN DUMP for the week of SEPTEMBER 14 - SEPTEMBER 20  This is a master to do list! List everything on your mind, emails to send, errands to do, etc  Prioritize your list:  HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

### Weekly Plan Sheet from SEPTEMBER 14

Weekly Plan Sneet from SEPTEIVIDER 14						
Monday, September 14	Tuesday, September 15	Wednesday, Sept. 16	Thursday, September 17			
6	6	6	6			
:15	:15	:15	:15			
:30	:30	:30	:30			
:45	:45	:45	:45			
7	7	7	7			
:15	:15 :30	:15	:15			
:45	:45	:45	:45			
8	8	8	8			
:15	:15	:15	:15			
:30	:30	:30	:30			
:45	:45	:45	:45			
9:15	9 :15	<b>9</b> :15	:15			
:30	30	:30	:30			
:45	:45	:45	:45			
10	10	10	10			
:15	:15	:15	:15			
:30	:30	:30	:30 .45			
11	:45 11	11	11			
:15	:15	:15	:15			
:30	:30	:30	:30			
:45	:45	:45	:45			
12	12	12	12			
:15	:15	:15	:15			
:45	:30 :45	:30	:30			
1	1	1	1			
:15	:15	:15	:15			
:30	:30	:30	:30			
:45	:45	:45	:45			
2	2	2	2			
:15	:15 :30	:15	:15			
:45	:45	:45	:45			
3	3	3	3			
:15	:15	:15	:15			
:30	:30	:30	:30			
:45	:45	:45	:45			
4 :15	4 :15	<b>4</b> :15	<b>4</b> :15			
:30	30	:30	:30			
:45	:45	:45	:45			
5	5	5	5			
:15	:15	:15	:15			
:30 :45	:30 :45	:30	:30			
6	6	6	6			
:15	:15	:15	:15			
:30	:30	:30	:30			
:45	:45	:45	:45			
7	7	7	7			
:15	:15 :30	:15	:15			
:45	:30	:45	:45			
8	8	8	8			
:15	:15	:15	:15			
:30	:30	:30	:30			
:45	:45	:45	:45			
9:15	9 :15	<b>9</b> :15	<b>9</b> :15			
:30	:15 :30	:30	:30			
:45	:45	:45	:45			

#### to SEPTEMBER 20

			O SEI TEMBER 20
Friday, September 18	Saturday, September 19	Sunday, September 20	
6 :15	6 :15	6 :15	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
:30	:30	:30	
:45	:45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15	:15	Family Time
:30	:30	:30	ranniy nine
:45	:45	:45	Date Night
8	8	8	-
:15	:15	:15	Mary Kay Time: Meetings,
:30	:30 :45	:30 :45	Networking, Training, etc
:45			Exercise, Hair, Nails, Coffee with
9 :15	9 :15	9 :15	Friends, etc
:30	30	:30	
:45	:45	:45	INCOME PRODUCING ACTIVITY
10	10	10	Booking Appointments
:15	:15	:15	Coaching Calls Team Phone Calls
:30	:30	:30	Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11	11	11	Sharing the Opportunity
:15	:15	:15	Chaining the opportunity
:30	:30	:30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	
:15	:15	:15	# Booking Held This Week:
:30	:30	:30	" B 11 N 11W 1
:45	:45	:45	# Bookings Next Week:
1	1	1	# Faces This Week:
:15	:15	:15	# Faces This Week
:30 :45	:30 :45	:30 :45	
2	2	2	PERSONAL SALES RESULTS
:15	2   :15	2   :15	
:30	30	:30	Total Sales This Week:
:45	:45	:45	
3	3	3	·
:15	:15	:15	
:30	:30	:30	40% Profit:
:45	:45	:45	
4	4	4	
:15	:15	:15	TRACKING MY STAR
:30	30	:30	
:45	:45	:45	Wholesale Orders This Week:
5	5	5	
:15	:15	:15	
:45	:30 :45	:30 :45	Amount Needed to Finish Star:
	6	6	Amount Needed to Fillish Star.
6 :15	6   :15	6   :15	
:30	30	:15	
:45	:45	:45	Unit Stars to Date:
7	7	7	
:15	/  :15	:15	
:30	:30	:30	SHARING THE OPPORTUNITY
:45	:45	:45	RESULTS
8	8	8	Dorsonal Charina Annia:
:15	:15	:15	Personal Sharing Appts:
:30	:30	:30	New Personal Team Members
:45	:45	:45	New Fersonal Team Members
9	9	9	Team Sharing Appts:
:15	:15	:15	
30	30	:30	New Team Members:
:45	:45	:45	

1. 2.	JNDAY BRAIN DUMP for the week of SEPTEMBER 21 - SEPTEMBER 27  This is a master to do list! List everything on your mind, emails to send, errands to do, etc  Prioritize your list:  HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

#### Weekly Plan Sheet from SEPTEMBER 21

weekly Plan Sneet from	JEI TEIMDER ZI		
Monday, September 21	Tuesday, September 22	Wednesday, Sept. 23	Thursday, September 24
6	6	6	6
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:45	:45	:45	:45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
9:15	9 :15	9 :15	9 :15
:30	:30	:30	:30
:45	:45	:45	:45
10	10	10	10
:15	:15	:15	:15
:30	:30	:30	:30
11	11	11	11
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:45	:45	:30	:30
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	:45	:30	:30
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
4	4	4	4
:15	:15	:15	:15
:45	:45	:45	:45
5	5	5	5
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
6 :15	:15	6:15	6 :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 :15	:15	8 :15	8 :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

### to SEPTEMBER 27

			O SEI TEMBER 27
Friday, September 25	Saturday, September 26	Sunday, September 27	
6 :15	6 :15	6 :15	PLAN YOUR WEEK IN COLOR!
:30	:30	:30	Color each box with a color that excites you!
:45	:45	:45	God: Devotion, Church,
7	7	7	Bible Study, Faith
:15	:15	:15	Family Time
:30	:30	:30	Family Time
:45	:45	:45	Date Night
8	8	8	-
:15	:15	:15	Mary Kay Time: Meetings,
:30	:30	:30	Networking, Training, etc
:45	:45	:45	Exercise, Hair, Nails, Coffee with
9	9	9	Friends, etc
:15	:15	:15	
30	30	:30	INCOME PRODUCING ACTIVITY
:45	:45	:45	Booking Appointments
10	10	10	Coaching Calls
:15	:15 Lea	:15	Team Phone Calls
:30	30	30	Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11 :15	11  :15	11  :15	Sharing the Opportunity
:30	:15  :30	:15	
:45	.50   :45	:45	BOOKINGS/ FACES RESULTS
12	12	12	DOOKINGS/ FACES RESULTS
:15	12   :15	12   :15	# Booking Held This Week:
:30	30	:30	# Dooking Heid This Week
:45	45	:45	# Bookings Next Week:
1	1	1	" Bookings Weak Week
:15	'   :15	'   :15	# Faces This Week:
:30	30	30	
:45	:45	:45	
2	2	2	PERSONAL SALES RESULTS
:15	:15	:15	
:30	:30	:30	Total Sales This Week:
:45	:45	:45	
3	3	3	
:15	:15	:15	
:30	:30	:30	40% Profit:
:45	:45	:45	
4	4	4	
:15	:15	:15	TRACKING MY STAR
:30	:30	:30	
:45	:45	:45	Wholesale Orders This Week:
5	5	5	
:15	:15	:15	
:30	:30	:30	Amount Nooded to Finish Char
:45	:45	:45	Amount Needed to Finish Star:
6	6	6	
:15	:15	:15	
:30	30	:30	Unit Stars to Date:
:45	:45	:45	S.iii Oldi S to Dulo.
7	7	7	
:15	:15 :30	:15	SHARING THE OPPORTUNITY
:45	:30   :45	:30 :45	RESULTS
	8	8	
15	8   :15	8   :15	Personal Sharing Appts:
:30	: 15   :30	:30	
:45	.50   :45	:45	New Personal Team Members
9	9	9	T 01 1 1 1
:15	<del>'</del>	<del>'</del>	Team Sharing Appts:
:30	30	:30	
:45	:45	:45	New Team Members:

1. 2.	JNDAY BRAIN DUMP for the week of SEPTEMBER 28 - OCTOBER 4  This is a master to do list! List everything on your mind, emails to send, errands to do, etc  Prioritize your list:  HIGH: Has to do with people -or- MEDIUM: Paper or Process that Supports People -or- LOW: Delegate it!  Pull 3 High and 3 Medium from your to do list and transfer them to your daily business & personal to do lists.

#### Weekly Plan Sheet from SEPTEMBER 28

	SEPTEIVIDER 20		
Monday, September 28	Tuesday, September 29	Wednesday, Sept. 30	Thursday, October 1
6	6	6	6
:15	:15	:15	:15
:30	:45	:30	:30
7	7	7	7
:15	:15	:15	:15
:30	:30 :45	:30	:30 :45
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
10 :15	10	10 :15	10 :15
:30	:30	:30	:30
:45	:45	:45	:45
11 :15	11 :15	11 :15	11 :15
:30	:30	:30	:30
:45	:45	:45	:45
12	12	12	12
:15	:15	:15	:15
:45	:45	:45	:45
1	1	1	1
:15	:15	:15	:15
:30	:45	:30	:30
2	2	2	2
:15	:15	:15	:15
:30	:30	:30	:30
3	3	3	3
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45
<b>4</b> :15	<u>4</u> :15	<b>4</b> :15	4 :15
:30	:30	:30	:30
:45	:45	:45	:45
5 :15	5:15	5 :15	5:15
:30	:30	:30	:30
:45	:45	:45	:45
6	6	6	6
:15	:15	:15	:15
:45	:45	:45	:45
7	7	7	7
:15	:15	:15	:15
:30	:30	:30	:30
8	8	8	8
:15	:15	:15	:15
:30	:30	:30	:30
9	9	9	9
:15	:15	:15	:15
:30	:30	:30	:30
:45	:45	:45	:45

## to OCTOBER 4

			10 OOTOBER 1
Friday, October 2	Saturday, October 3	Sunday, October 4	
6 :15	6 :15	6 :15	PLAN YOUR WEEK IN COLOR! Color each box with a color that excites you!
:30	:30	:30	· · · · · · · · · · · · · · · · · · ·
:45	:45	:45	God: Devotion, Church, Bible Study, Faith
7 :15	7 :15	7  :15	, , , , , , , , , , , , , , , , , , ,
:30	:30	:30	Family Time
:45	:45	:45	Date Night
8	8	8	-
:15	:15 :30	:15 :30	Mary Kay Time: Meetings, Networking, Training, etc
:45	:45	:45	-
9	9	9	Exercise, Hair, Nails, Coffee with
:15	:15	:15	Friends, etc
:30 :45	30 :45	:30 :45	INCOME PRODUCING ACTIVITY
10	10	10	Booking Appointments
:15	:15	:15	Coaching Calls Team Phone Calls
:30	:30	:30	Facials/ Parties
:45	:45	:45	Customer Follow-Up Calls
11 :15	11 :15	11	Sharing the Opportunity
:30	:30	30	
:45	:45	:45	BOOKINGS/ FACES RESULTS
12	12	12	"D 1: 1111TI: W 1
:15	:15 :30	:15	# Booking Held This Week:
:45	:45	:45	# Bookings Next Week:
1	1	1	
:15	:15	:15	# Faces This Week:
:30	:30	30	
2	2	2	PERSONAL SALES RESULTS
:15	:15	:15	
:30	:30	:30	Total Sales This Week:
:45	:45	:45	
3 :15	3 :15	3 .15	
:30	:30	30	40% Profit:
:45	:45	:45	
4	4	4	
:15	:15	:15	TRACKING MY STAR
:45	30 :45	:30 :45	Wholesale Orders This Week:
5	5	5	Wholesale Orders This Week.
:15	:15	:15	
:30	:30	:30	Amount Needed to Finish Star:
:45	:45	:45	Amount Needed to Fillish Stal.
15	0  :15	15	
:30	:30	:30	Halt Chara to Date
:45	:45	:45	Unit Stars to Date:
7 .15	7 15	7	
:30	30	30	SHARING THE OPPORTUNITY
:45	:45	:45	RESULTS
8	8	8	Personal Sharing Appts:
:15	:15	115	
:45	30 :45	:30 :45	New Personal Team Members
9	9	9	Toom Sharing Annto:
:15	:15	:15	Team Sharing Appts:
:30	:30	:30	New Team Members:
:45	:45	:45	

NOTES	



NOTES	

NEXT QUARTER BRAIN DUMP:	
OCTOBER	
NOVEMBER	
DECEMBER	

# OCTOBER 2015

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
4	5	6	7
11	12 Columbus Day	13	14
18	19	20	21
25	26	27	28

THURSDAY	FRIDAY	SATURDAY						
1	2	3				The second second		3
			N	IOVE	MBE	ER 2	2015	
				Mon Tues		Thurs	Fri	Sat
		10		<ul><li>2</li><li>3</li><li>9</li><li>10</li></ul>	11	5 12	6 13	14
8	9	10		16 17		19	20	21
			22	23 24		26	27	28
			29	30				
			NOT	ΓES				
15 Last Day to Enroll Customers for the Winter Look Book through PCP	16 Bosses Day	17						
22	23	24						
20	20	31 Halloween						
29	30	31 Halloween						

### NOVEMBER 2015

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1 Daylight Savings	2	3	4
8	9	10	11
15	16 Winter Product Launch	17 Early Winter Ordering for PCP Participants	18 Veteran's Day
22	23	24	25
29	30		

THURSDAY	FRIDAY	SATURDAY						-	
5	6	7					No.		
			(6			8		222	==4
							R 2		
			Sun	Mon	Tues 1	Wed 2	Thurs 3	Fri 4	Sat 5
			6	7	8	9	10	11	12
12	13	14	13	14	15	16	17	18	19
			20	21	22	23	24	25	26
			27	28	29	30	31		
10									
19	20	21							
26 Thanksgiving	27	28							

## DECEMBER 2015

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
		1	2
6	7	8	9
13	14	15 2nd Quarter Ends	16 3rd Quarter Begins
20	21	22	23
27	28	29	30

THURSDAY	FRIDAY	SATURDAY							
3	4	5					1		
				JA	NU	AR'	Y 20	)16	
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
								1	2
			3	4	5	6	7	8	9
10	11	12	10	11	12	13	14	15	16
			17 24	18 25	19 26	20	21	22	30
			31	20	20	21	20	23	30
					3				
17	18	19							
24	25 Christmas	26							
31									
			<u> </u>						

### **JANUARY 2016**

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
2	1	5	4
3	4	5	6
10	11	12	13
			<b>←</b>
17	18 Martin Luther King Day	19	20
24	25	26	27
24	25	20	
31			

THURSDAY	FRIDAY	SATURDAY		_					
	1 New Years Day	2					The second second		
							2 Y		
			Sun	Mon 1	Tues 2	Wed 3	Thurs 4	Fri 5	Sat 6
			7	8	9	10	11	12	13
7	8	9	14	15	16	17	18	19	20
			21	22	23	24	25	26	27
			28	29					
			NO	TES	<u> </u>				
			INC	/ I L C	,				
14	Last Day to Enroll Customers for Spring Look Book through PCP	16							
	HIP 2016								
IIV LOS AIN	\$ELES, CA!								
		<b></b>							
21	22	22							
21	22	23							
28	29	30							
	2,								

# FEBRUARY 2016

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
	1	2 Groundhog Day	3
7 Superbowl	8	9	Early Spring Product Launch for PCP & Stars (Ash Wednesday)
14 Valentine's Day	15 President's Day	16 Spring Product Launch	17
21	22	23	24
28	29		

THURSDAY	FRIDAY	SATURDAY		-							
4	5	6					1				
				N	IAR	СН	201	6			
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat		
					1	2	3	4	5		
			6	7	8	9	10	11	12		
11	12	13	13	14 21	15 22	16 23	17 24	18 25	19 26		
			27	28	29	30	31		20		
					3						
10	10	00									
18	19	20									
25	2/	27									
25	26	27									

## **MARCH 2016**

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
		1	2
6	7	8	9
13 Daylight Savings	14	15 3rd Quarter Ends	16 4th Quarter Begins
20	21	22	23
27 Easter Sunday	28	29	30 National Doctor Day

THURSDAY	FRIDAY	SATURDAY						- 94						
3	4	5					1							
				F	۱PR	RIL 2	201	6						
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat					
					_		_	1	2					
10	11	10	10	11	5 12	6 13	7	8 15	9					
10	11	12	17	18	19	20	21	22	23					
			24	25	26	27	28	29	30					
							NOTES							
17	18	19												
1.7		1,												
24	25 Good Friday	26												
31														
			<u> </u>											

## **APRIL 2016**

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
3	4	5	6
10	11	12	13
17	18	19	20
24	25	26	27 Admin. Prof. Day

THURSDAY	FRIDAY	SATURDAY							
	1	2					1		
					MA	Y 2	016		
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
			1	2	3	4	5	6	7
7	8	9	8	9	10	11	12	13	14
,		,	15	16	17	18	19	20	21
			22	23	24	25	26	27	28
				30	31				
			NO	TES	3				
14	15 TAX DAY	16							
	Last Day to Register Customers for the Summer Look Book								
21	22	23							
28	29	30							

## MAY 2016

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
1	2	3 National Teacher's Day	4
8 Mother's Day	9	10 Early Summer Product Launch for PCP & Stars	11
15	16 Summer Product Launch	17	18
22	23	24	25
29	30 Memorial Day	31	

THURSDAY	FRIDAY	SATURDAY		-					
5	6	7					To		
									== 4
				,	JUN		2016		
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat 4
			5	6	7	8	9	3	11
12	13	14	12	13	14	15	16	17	18
			19	20	21	22	23	24	25
			26	27	28	29	30		
			NO	TES	}				
19	20	21							
26	27	28							
		20							

## **JUNE 2016**

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
			1
5	6	7	8
12	13	14 Flag Day	15 4th Quarter Ends
19 Father's Day	20	21	22
26	27 Memorial Day	28	29

THURSDAY	FRIDAY	SATURDAY							
2	3	4					Tes		
					JUL	Y 2	016		
			Sun	Mon	Tues	Wed	Thurs	Fri	Sat
			3	4	5	6	7	8	9
9	10	11	10	11	12	13	14	15	16
9	10		17	18	19	20	21	22	23
			24	25	26	27	28	29	30
			31						
			NOTES						
16 1st Quarter Begins	17	18							
23	24	25							
30 Last Day of the Seminar Year!									

NOTES	



### July - September 2015 At-A-Glance

JULY										
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.				
			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	31					

	AUGUST									
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.				
						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	31									

NO	TES:				
Au	gust 10: Fall/ Ho	oliday Early	Product Lau	unch	
Au	gust 15: Fall/ Ho	oliday Produ	uct Launch		

SEPTEMBER									
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.			
		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						

NOTES:	
September 7: Labor Day	
September 15: 1st Quarter Ends	
September 16: 2nd Quarter Begins	

#### October - December 2015 At-A-Glance

OCTOBER									
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.			
				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	31			

October 12: Columbus Day  October 15: Last Day to Enroll Customers for Winter Look Book  October 16: Bosses Day  October 31: Halloween	NOTES:
October 16: Bosses Day	October 12: Columbus Day
,	October 15: Last Day to Enroll Customers for Winter Look Book
October 31: Halloween	October 16: Bosses Day
	October 31: Halloween

	NOVEMBER								
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.			
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								

NOTES:	
November 1: Daylight Savi	ngs
November 10: Winter Prod	ucts Early Ordering
November 11: Veteran's Da	ау
November 16th: Winter Pro	oduct Launch
November 26: Thanksgivin	g

	DECEMBER								
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.			
		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	31					

NOTES:
December 15: 2nd Quarter Ends
December 16th: 3rd Quarter Begins
December 25: Christmas

### January - March 2016 At-A-Glance

JANUARY								
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.		
					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		
31								

NOTES:	
January 13-16: Leadership	
January 15: Last Day to Enroll Customers for Spring L	ook Book
January 18: Martin Luther King Day	

FEBRUARY								
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.		
	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							

NOTES:	
February 1	4: Valentines Day
February 1	0: Spring Products Early Ordering
February 1	5: President's Day
February 1	6: Spring Product Launch

	MARCH								
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.			
		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	31					

March 15: 3rd Quarter	Ends	
March 16: 4th Quarter	Begins	
March 25: Good Friday	1	
March 27: Easter Sund	lay	

### April - June 2016 At-A-Glance

APRIL								
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.		
					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		

NOTES:	
April 15: L	ast Day to Enroll Customers for Summer Look Book
April 22: A	dmin. Prof. Day

MAY								
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.		
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	31						

NOTES:	
May 8: Mother's Day	
May 10: Summer Products E	arly Release
May 16: Summer Product La	unch
May 30: Memorial Day	

JUNE							
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.	
			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			

NOTES:	
June 15: 4th Quarter Ends	
June 16:1st Quarter Begins	
June 19: Father's Day	
June 30: Last Day of the Seminar Year	

### July - September 2016 At-A-Glance

JULY								
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.		
					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		
31								

AUGUST							
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.	
	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	31				

August 10: Fall/ Holiday Early Product Launch August 15: Fall/ Holiday Product Launch
August 15: Fall/ Holiday Product Launch

SEPTEMBER								
Sun	Sun Mon. Tues. Wed. Thurs. Fri. Sat.							
				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			

NOTES:		
September 5: Labor Day		
September 15: 1st Quarter	Ends	
September 16: 2nd Quarte	r Begins	

#### October - December 2016 At-A-Glance

OCTOBER								
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.		
						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	31							

us Day
y to Enroll Customers for Winter Look Book
Day
en

	NOVEMBER					
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
		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			

NOTES:	
November 6: Daylight Savings	
November 10: Winter Products Early Ordering	
November 11: Veteran's Day	
November 16th: Winter Product Launch	
November 24: Thanksgiving	

DECEMBER						
Sun	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
				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	31

NOTES:			
December 15: 2nd	Quarter Ends		
December 16th: 3r	d Quarter Beg	ins	
December 25: Chr	istmas		











