MY GOALS THIS MONTH

The GLOW Unit

I'm Saving For:

I Need to Profit:

$

Profit ÷ 0.4 = how much you need to make*

Retail Goal:

$

Projected Breakdown:

100% Retail:_____

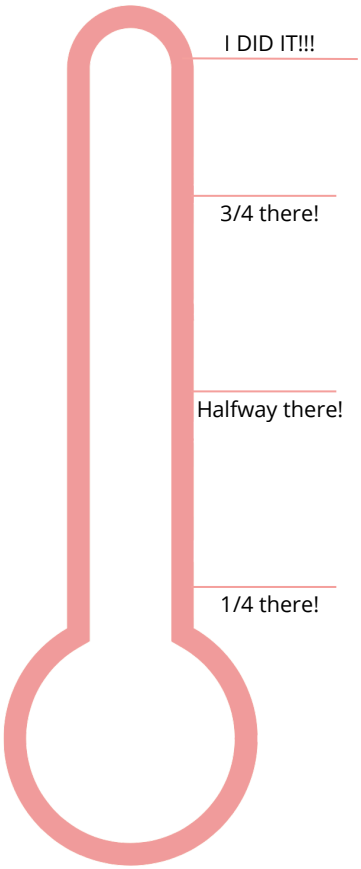
50% Wholesale*:_____

10% Section 2/supplies: _____

40% Profit: _____

This means I need _____in retail sales per week. Based on my personal Per Face Average, I will want to see ____# faces per week to reach my weekly retail goal and ___# faces per month to achieve my monthly retail goal.

*Numbers calculated based on ***Active*** status



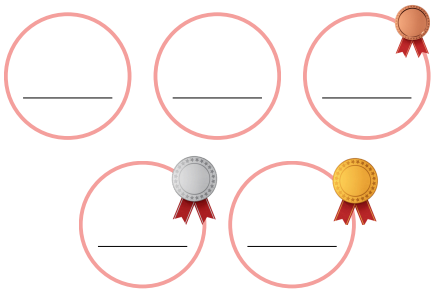
My Vision / Why is MK Important To Me?

How I Will Celebrate:

My Affirmation:

- [ ] I have chosen my Track to Run On
  (circle one) Perfect Solutions Powerful Solutions
- [ ] I have at least 10 bookings by the 5th of the month
  (fill in bookings) ○ ○ ○ ○ ○ ○ ○ ○ ○ ○
- [ ] I ordered $600+ w/s this month to work toward company challenge
  (date achieved) _____
- [ ] I have turned in my numbers each week to my Director
  Great Accountability = Great Productivity! Week 1 Week 2 Week 3 Week 4

NEW TEAM MEMBERS:



WEEKLY MONEY CHECKLIST

Week 1:

- [ ] Submit Weekly Accomplishment Sheet
- [ ] Enter Tickets into MyCustomers/ MyCustomers+ App (income)
- [ ] Enter numbers into Google Sheet to see what your profit & expenses are

Week 2:

- [ ] Submit Weekly Accomplishment Sheet
- [ ] Enter Tickets into MyCustomers/ MyCustomers+ App (income)
- [ ] Enter numbers into Google Sheet to see what your profit & expenses are

Week 3:

- [ ] Submit Weekly Accomplishment Sheet
- [ ] Enter Tickets into MyCustomers/ MyCustomers+ App (income)
- [ ] Enter numbers into Google Sheet to see what your profit & expenses are

Week 4:

- [ ] Submit Weekly Accomplishment Sheet
- [ ] Enter Tickets into MyCustomers/ MyCustomers+ App (income)
- [ ] Enter numbers into Google Sheet to see what your profit & expenses are

MONTHLY:

- [ ] Pay myself if I haven't already (transfer money to my personal account!)
- [ ] Print Out any statements for taxes (pirateship, Venmo, etc)
- [ ] File away tax receipts / WAS / paper tickets
- [ ] Record expenses on Master Google Sheet
- [ ] Set money aside for taxes

*This material has been prepared for informational purposes only, and is not intended to provide, and should not be relied on for, tax, legal or accounting advice. You should consult your own tax, legal and accounting advisors and professionals to follow your local, state, and federal guidelines.

MONTHLY IPA TRACKING

The GLOW Unit

*Name:*_____ *Month:*_____ *IPA Goal:*_____

Side Hustle Consultant = 5 weekly IPA's *Star Consultant = 15 weekly IPA's* *Car Achiever / DIQ = 30 weekly IPA's*

INCOME PRODUCING ACTIVITIES

A Attend a Unit Meeting (1)
B 3 Facials / on the go's (3 faces = 1 IPA)
C Hold a party w/at least 3 faces (1)
D 10 Booking Attempts / Reach Outs* (1)
E 1 new booking (1)
F Sell $100 ($100 = 1 IPA)
G Career Chat / MK Q&A (1)
H New Personal Team Member (1)

**Reach out attempts: FB Messenger, personal text, get a new name & number, personal phone call or Instagram DM,etc*
Suggestions: Side Hustle - 1 party per week *Star Consultant - 2 parties per week.* *Car/DIQ - 3 parties per week*

Week 1:

○ ○ ○ ○ 5
Side Hustle Consultant

○ ○ ○ ○ ○
○ ○ ○ ○ 15
Star Consultant

○ ○ ○ ○ ○
○ ○ ○ ○ ○
○ ○ ○ ○ 30
Car/Leadership/DIQ

Week 2:

○ ○ ○ ○ 5
Side Hustle Consultant

○ ○ ○ ○ ○
○ ○ ○ ○ 15
Star Consultant

○ ○ ○ ○ ○
○ ○ ○ ○ ○
○ ○ ○ ○ 30
Car/Leadership/DIQ

Week 3:

○ ○ ○ ○ 5
Side Hustle Consultant

○ ○ ○ ○ ○
○ ○ ○ ○ 15
Star Consultant

○ ○ ○ ○ ○
○ ○ ○ ○ ○
○ ○ ○ ○ 30
Car/Leadership/DIQ

Week 4:

○ ○ ○ ○ 5
Side Hustle Consultant

○ ○ ○ ○ ○
○ ○ ○ ○ 15
Star Consultant

○ ○ ○ ○ ○
○ ○ ○ ○ ○
○ ○ ○ ○ 30
Car/Leadership/DIQ

BOOKING / REACH OUTS

The GLOW Unit

*Name:*_____ *Month:*_____ *Weekly Goal:*_____

Side Hustle Consultant *= 25 weekly reach outs* ***Star Consultant*** *= 50 weekly reach outs* ***Car Achiever / DIQ*** *= 100+ weekly reach outs*

Instructions:



Write the name of person contacted, initials, or reach out type contacted under or inside the heart



Put a slash through the heart if she responds



Put a second slash if she says "no thank you"



Color in the heart when she says "yes"!

Keep track of your numbers and see how many reach outs it takes for you to get a booking. Note what kind of reach outs they are. This will be your personal average. You will then know how many reach outs it takes for you to fill your datebook.

BOOKING ATTEMPTS



WEEKLY PLAN SHEET

WEEK OF:

Success is hidden in your daily routine of consistency and discipline! Schedule 30 minutes to hour time slots that work for you and fill in what you are willing to do for your business.

Suggestions: Side Hustle = 1 party/week; Star Consultant = 2 parties/week; Car/DIQ = 3 parties/week

___ HRS BOOKING ___ HRS COACHING ___ HRS CUSTOMER SERVICE ___ HRS SHARING THE OPPORTUNITY

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
6:00am							
7:00am							
8:00am							
9:00am							
10:00am							
11:00am							
12:00pm							
1:00pm							
2:00pm							
3:00pm							
4:00pm							
5:00pm							
6:00pm							
7:00pm							
8:00pm							
9:00pm							
Your Daily Results	___Bookings ___Coached/Profile Appts ___Sales (New & Reorders) $_____ ___Sharing Appointments	___Bookings ___Coached/Profile Appts ___Sales (New & Reorders) $_____ ___Sharing Appointments	___Bookings ___Coached/Profile Appts ___Sales (New & Reorders) $_____ ___Sharing Appointments	___Bookings ___Coached/Profile Appts ___Sales (New & Reorders) $_____ ___Sharing Appointments	___Bookings ___Coached/Profile Appts ___Sales (New & Reorders) $_____ ___Sharing Appointments	___Bookings ___Coached/Profile Appts ___Sales (New & Reorders) $_____ ___Sharing Appointments	___Bookings ___Coached/Profile Appts ___Sales (New & Reorders) $_____ ___Sharing Appointments

My Week Includes:

- Blue: Quiet, Faith, Exercise
- Yellow: Family Time
- Red: Date Night
- Gray: Other Job
- Green: Sharing
- Green: Facials, Parties, & Shows
- Green: Coaching (Hostess, Guests)
- Green: Customer Service (Calls, Sales)
- Pink: Growth (Unit meeting, MK events, & Director calls)

Weekly Sales:

Sales Goal: $_____

Total Sales: $_____

My Star:

Orders placed this week:

$_____ Wholesale Order

Date Placed: _____

$_____ Wholesale Order

Date Placed: _____

Star Total to Date: $ _____

Team Building:

Sharing Appts. Held: _____

New Team Members: _____

Notes for next week:

Submit my Weekly Accomplishment Sheet

Submit the Area Google form for Monday night recognition

POWERFUL SOLUTIONS

The GLOW Unit

*Month:*_____ *Year:* _____

CHOOSE YOUR TRACK

Perfect Solutions

15 faces
5 Career Chats / MK Q&A
$300 Cumulative Wholesale

Perfect Solutions = Side Hustle Consultant

Powerful Solutions

30 faces
10 Career Chats / MK Q&A
$600 Cumulative Wholesale

Powerful Solutions = Star Consultant/Car Achiever /DIQ

FACES

FULL CIRCLE FACES	Bought Skin Care Set	Got Referrals/ FB permission	Booked her follow up appt	Booked Career Chat
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
14.				
15.				

Perfect Solutions Faces Complete!

FULL CIRCLE FACES	Bought Skin Care Set	Got Referrals/ FB permission	Booked her follow up appt	Booked Career Chat
16.				
17.				
18.				
19.				
20.				
21.				
22.				
23.				
24.				
25.				
26.				
27.				
28.				
29.				
30.				

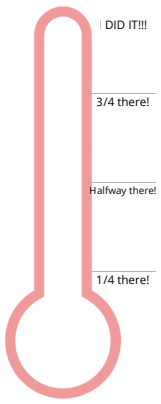
Powerful Solutions Faces Complete!

CAREER CHAT / MK Q&A

Name	Loves Product	Watched Opp. Video before party	Guest Event Live	Google Form	Official Chat	Prize for Chat?	Permission to invite to next event?	Invite to be a Hostess	Bold Ask	YES or No
1.										
2.										
3.										
4.										
5.										
6.										
7.										
8.										
9.										
10.										

WHOLESALE

	W/S GOAL	*W/S ACTUAL*
by 5th:		
by 10th:		
by 15th: *(goal $300+)*		
by 20th:		
by 25th:		
by last day:		



RETAIL

	RETAIL GOAL	*RETAIL ACTUAL*
Week 1:		
Week 2:		
Week 3:		
Week 4:		
TOTAL:		

POWER START

For New Consultants in The GLOW Unit

FACES

FULL CIRCLE FACES	Bought Skin Care Set	Got Referrals/ FB permission	Booked her follow up appt	Booked Career Chat
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
14.				
15.				

Halfway there! You can do it!



Earn this Pink Ice Ring when you complete 30 faces!

Date of 1st Face ♡

Date of 30th Face ♡

FULL CIRCLE FACES	Bought Skin Care Set	Got Referrals/ FB permission	Booked her follow up appt	Booked Career Chat
16.				
17.				
18.				
19.				
20.				
21.				
22.				
23.				
24.				
25.				
26.				
27.				
28.				
29.				
30.				

You did it!

PEARLS OF SHARING / CAREER CHAT / MK Q&A / WITH DIRECTOR

Name	Loves Product	Watched Opp. Video before party	Guest Event Live	Google Form	Official Chat	Prize for Chat?	Permission to invite to next event?	Invite to be a Hostess	Bold Ask	YES or No
1.										
2.										
3.										
4.										
5.										
6.										

Earn your earrings after your 3rd share!
Date earned: _____

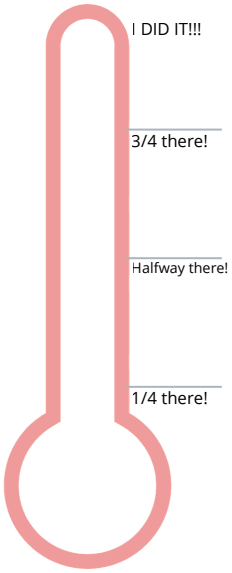
Earn your bracelet after your 6th share!
Date earned: _____

Complete the set when you add a Team Member!
Date earned: _____

GREAT START WHOLESALE

	Date Ordered	*W/S ACTUAL*
$225 Active:		
$600 Qualified:		
$1,000 Club:		
$1,800 Sapphire Star:		
$2,400 Ruby Star:		
$3,000 Diamond Star:		
$3,600 Emerald Star:		

- ☐ Earned my makeup look
- ☐ Earned my first free bundle of products
  Date: _____
- ☐ Maxed out earning 6 Ready Set Keep Selling Bundles
- ☐ Earned my 1st company prize
  Date: _____
- ☐ Became a Star
  Date: _____
- ☐ Earned my 1st $50 cash bonus
  Date: _____



RETAIL

	RETAIL GOAL	*RETAIL ACTUAL*
Week 1:		
Week 2:		
Week 3:		
Week 4:		
TOTAL:		

This is what my first Mary Kay sales will be paying for....

_____

It costs $ _____

☐ **I paid for my first goal with Mary Kay Sales!**

TRACK YOUR BOOKINGS!

The GLOW Unit

*Name:*_____ *Month:*_____

Name	Contact Info	Day 1	Day 4	Day 7	Day 11	Interview & Interest	Booked
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡
							♡

E=email C=called VM=voicemail T=text FB=Facebook message V=voxer P=in person

REFLECTIONS

Please text me a picture of this page by the 2nd day of the month. xoxo, Shanna 205-281-0101

*Month:*_____ *Year:* _____

CLOSE OUT THE MONTH

1. What am I proud of from this month? _____
2. What will I do to celebrate it? _____
3. Which goals did I hit? _____
4. If I missed a goal, is there "one thing" I could have changed that could've made all the difference? _____
5. How dirty is my monthly tracking packet? rate 1-5 stars ☆☆☆☆☆
6. The dirtier the packet, the more likely you hit your goals...did you find this to be so? Why and how? _____
7. What is my biggest area for growth? _____

PLAN FOR NEXT MONTH

1. Review my goals and my vision. Where am I now that the month has ended?

_____

2. Fill out your goal sheet for next month. Am I changing my goals or changing the activity to get there? _____
3. Where do I want to be on the career path by the end of next month? _____
4. What do I need to reach next month's goals? _____
5. If I were to implement the "one thing" I would've changed this month into this next month, would I be closer to my goals? What is my "one thing"? _____

   How willing am I to implement it? rate 1-5 stars ☆☆☆☆☆
6. What will make next month a winner? _____

HEAD GAME REVIEW

1. Book I read this month: _____ Book rating: ☆☆☆☆☆
2. Book I will be reading next month: _____
3. Mentor I learned from all month long: _____
4. Mentor I'd like to listen to next month: _____
5. What habit did I do every day this past month for my mindset? _____
6. What will I do next month to keep a healthy mindset? ☐ say my daily affirmation ☐ fill out Weekly Accomplishment Sheet every week ☐ listen to a training every day ☐ call hotline every day ☐ stay in touch with my director ☐ attend all meetings