

Business Goals for (name/month/year) _____

My business goal is _____

How much \$ is needed for this goal? _____

Multiply this amount by 2.5 _____

(For the total retail amount using the 60/40 split.)

Now divide that by the number of days in the month for your daily sales goal. _____

My Daily Sales goal is _____

My Weekly Sales goal is _____

Retail Sales goal \$ _____ x 4 weeks = \$ _____ for the month.

(If your face average is \$50, how many faces will you share our products with this month? If your face average is \$100, how many faces will you share with this month?)

To reach my goal, I will share Mary Kay with _____ of faces.

I am choosing the (*circle one*) Perfect/Power/Prestige Race this month.

Moving up the Career Path: What is my next best step on the Career Path? (*Circle one*) Senior Consultant, Super Senior, **Red Jacket ☺ = Star Recruiter, Team Leader, Future Director, DIQ**, New Sales Director, Sr. Sales Director, FESSD, ESSD, EESSD, NSD, SNSD, ENSD, EENSDD?

(If your recruiting average is 1 in 5, how many inner views will I *get to do*?)

I will talk to at least _____ people to move up to the next level.

1. My best booking prospects are: List their names and numbers on the back of this sheet!
2. My best team building prospects are: List their names and numbers on the back of this sheet too!!

I work my parties full circle. I visualize everything going well and leaving each guest better than when we started the appointment. I go prayerfully looking for my next director, team member, referral, booking, and sale. This is the Mary Kay Way of Excellence. I am a woman of Excellence!

Month-end checklist:

How many facials/double facials/parties/on-the-go (OTG) appointments did I hold? _____

I invited _____ customers/hostesses to our weekly meetings. How many came? _____

How many inner views did I and/or my director do with me this month? _____

How many new personal team members did I recruit this month? _____ Gold/Silver/Bronze?

How many new customers did I add to my PCP list this month? _____

How many referrals did I collect this month? _____ Have I followed up with them? _____

How many face to face bookings do I have? _____ How many facials _____ double facials _____ parties _____ OTG _____ inner views _____?

My retail sales were _____ my wholesale orders totaled _____

My Booking List of Names and Numbers that I am Working

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____

My Team Building List of Names & Numbers that I am Working

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

Highlight every hostess that booked and held & the names of your new team members!!