

Income-Producing Activities Weekly Tracking Sheet for Consultants

Name _____ Week of _____

Do you want results from your Mary Kay business?

More money? Earn the use of a career car? Independent Sales Director?
Then you'll want to concentrate on these income-producing activities on a weekly basis.

- A - 1 skin care class/collection preview (min. \$100 retail/3 faces)**
- B - 2 facials or on-the-go appointments (min. \$100 retail/3 faces)**
- C - 2 new bookings**
- D - \$100 retail in customer service, Web site or brochure sales**
- E - 1 marketing tape follow up with questionnaire completed**
- F - 1 team-building interview with questionnaire completed**
- G - 1 guest to a unit meeting - stay for marketing presentation**
- H - 7 new names and numbers**
- I - 1 new team member**

What's your goal? _____

1. In the space below, write the letter of each activity as you complete it.
2. A variety of activities are suggested, but you'll want skin care classes/collection previews to be your first priority!
3. Submit this sheet along with your Weekly Accomplishment Sheet and any other supporting material on a weekly basis.

**Are you a
part-time Consultant?**
Complete any 5 activities
or 1 per day

**Are you a
full-time Consultant?**
Complete any 10 activities
or 2 per day

**Do you want to earn the use of
a car or be a Sales Director?**
Complete any 15 activities
or 3 per day

1. A
2.
3.
4.
5.
Part-Timers IPAs Done

6. A
7.
8.
9.
10.
Full-Timers IPAs Done

11. A
12.
13.
14.
15.
Car/Sales Director IPAs Done

Did your activities support your goal this week?