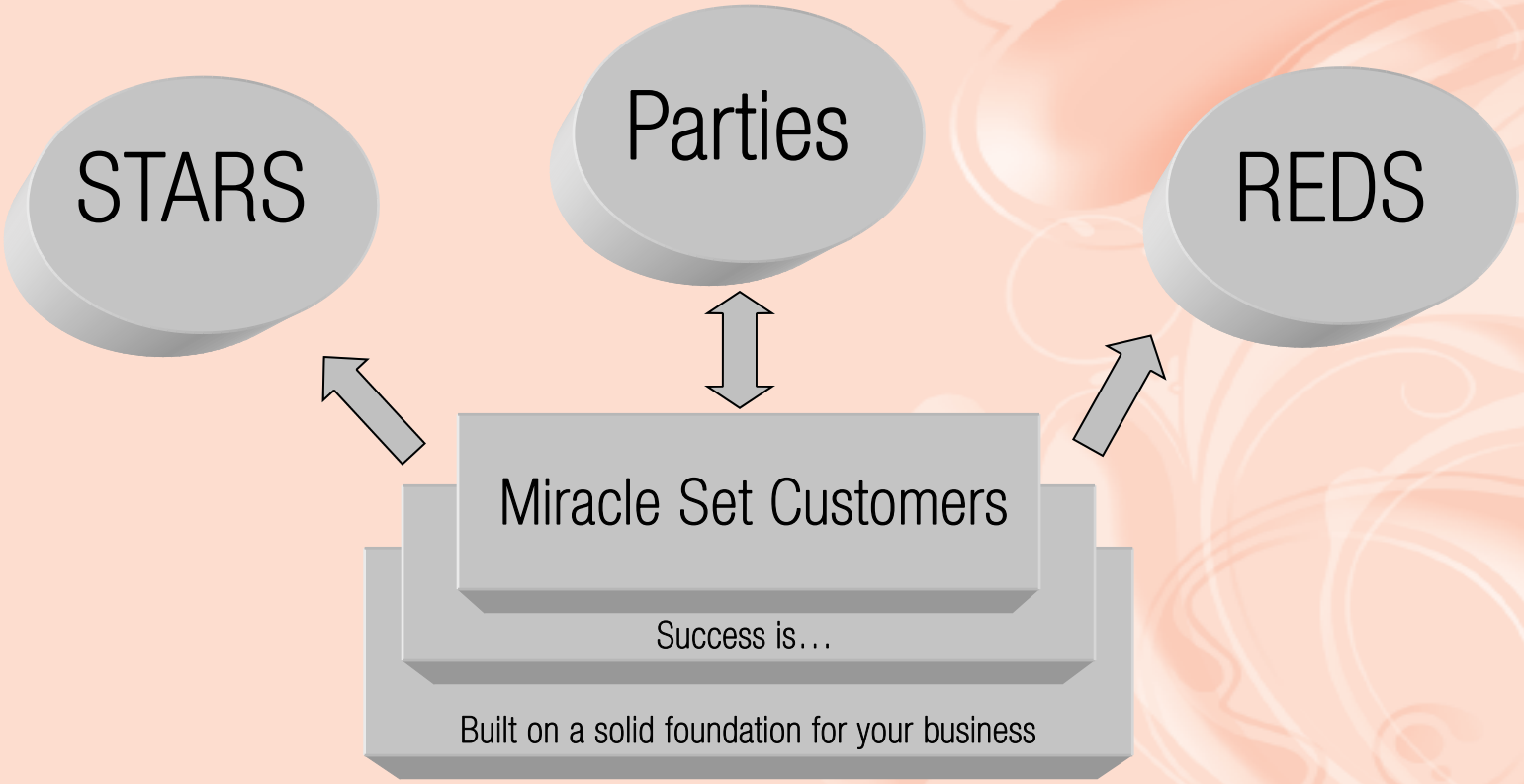

Customers are the source of consistent sales = STAR CONSULTANT!

Customers are the source of Team Members = RED JACKET!

Parties = New Customers and Customers = New Parties!

Party with a Purpose…5 Million Parties!!

We encourage every Beauty Consultant to set her goal to reach at least 30 Miracle Set Customers, then 40, 50, 60, 80, and ultimately reach and maintain 100+!!!

CUSTOMER PRODUCTIVITY TRACKING SHEET

"Building Your Business Deep and Wide"

1. We encourage you to continually add new Miracle Set Customers to your Customer base.
2. We encourage you to expose your Customers to all of our products.
3. As the relationship builds, we encourage you to offer the Mary Kay opportunity to your Customers.

	Customer Names	Miracle Set	Color	Body Care	Fragrance	Limited Edition	Hostess	Opportunity offered
1	Mary Jones	X			X			
2	Sue Moore		X			X		
3	Ann Black	X	X	X	X	X	X	X
4								
5								
▼								
▼								
50								
▼								
▼								
100+								