

CELEBRATING EVERY STEP TO OUR BEST YEAR EVER !!!

TRACKING SHEETS DUE WEEKLY ON WEDNESDAYS BY NOON
SUBMIT BY EMAILING TO YOUR DIRECTOR

Name: _____

Week of: _____

Points Goal: _____

Points Achieved: _____

Earn an Invite by accomplishing any of the following
1,000,000 QUARTERLY POINTS SUBMITTED
ACHIEVE SAPPHIRE OR RUBY STAR CONSULTANT
ADD 3 NEW PERSONAL TEAM MEMBERS

Earn invite and meals paid for with any of the following
2,000,000 QUARTERLY POINTS SUBMITTED
ACHIEVE DIAMOND OR EMERALD STAR CONSULTANT
ADD 4 NEW PERSONAL TEAM MEMBERS

Earn invite, meals, and lodging with any of the following
3,000,000 QUARTERLY POINTS SUBMITTED
ACHIEVE PEARL STAR CONSULTANT
ADD 5 NEW PERSONAL TEAM MEMBERS

FREEDOM
fun days

KEY HABITS	Points	Your Points
1. Submit your Weekly Accomplishment sheet to your director by Sunday night! This is important no matter what your goals are!	10,000 points	
2. Keep in touch with your director by sending her voxer messages with your business plans! <i>Spare Time Goal</i> – At least 1 day! <i>Part Time Goal</i> – At least 3 days! <i>Big goals to achieve</i> – Everyday but Sunday!	1 Day=5,000 pts 3 Days=15,000 pts 6 Days=35,000 pts	
3. Keep fresh bookings on your datebook! <i>Spare Time Goal</i> – At least 1 new this week! <i>Part Time Goal</i> – At least 3 New this week! <i>Big goals to achieve</i> - Get 1 New Booking Every Day OR 7 this voucher period! <i>Boss Babe status</i> - Add 5,000 bonus points for every booking over 7.	1 New=5,000 pts 3 New=15,000 pts 7 New=35,000 pts +5,000 for each booking over 7	
4. Always look for new women to share your business with! <i>Spare Time Goal</i> – 5 new leads with week! <i>Part Time Goal</i> – 10 new leads this week! <i>Big goals to achieve</i> – 15 new leads this week! <i>Boss babe status</i> – Add 1,000 bonus points for each new lead over 15!	5 New= 5,000 pts 10 New=10,000 pts 15 New= 15,000 pts +1,000 for each new lead over 15	
5. Pass on the Mary Kay opportunity by getting the word out through interviews! <i>Spare Time Goal</i> – 1 Interview this week! <i>Part Time Goal</i> – 2 Interviews this week! <i>Big goals to achieve</i> – 3 Interviews this week! <i>Boss babe status</i> – Add 10,000 points for each interview over 3 this week!	1 int=10,000 pts 2 int=20,000 pts 3 int=30,000 pts +10,000 for each interview over 3	
6. Keep intouch with your customers by posting interactive posts this week in your customer FB group. <i>Spare Time Goal</i> – Post 1 day this week! <i>Part Time Goal</i> – Post 2 days this week! <i>Big goals to achieve</i> – Post 3 days this week! <i>Boss babe status</i> – Post all 7 days this week!	1 Day=5,000 pts 2 Days=10,000 pts 3 Days=15,000 pts +5,000 for each day over 3	
7. Share an INFORMATIONAL Mary Kay post on your public social media pages. This is something that we all need the same balance of no matter what our goals are. Shoot for no more than 3 posts that include MK out of every 10!	15,000 points	
8. Mary Kay said “Nothing happens until you sell something” <i>Spare Time Goal</i> - Have \$100 in Retail Sales without tax. <i>Part Time Goal</i> – Have \$200 in Retail Sales without tax. <i>Big Goals to Achieve</i> – Have \$300 in Retail Sales without tax. <i>Boss Babe Status</i> - Add 5,000 bonus points for every \$50 you sell over \$300.	\$100=10,000 pts \$200=20,000 pts \$300=30,000 pts +5,000 for every \$50 over \$300	
9. Attend your weekly meeting LIVE. “Those who show up go up”	25,000 points	
10. Read 30 pages of an inspirational book. Personal growth is crucial no matter what size your goals are.	10,000 points	
11. For every party you have booked that has guests who begin responding to you.	15,000 points each	
12. For every new team member during this voucher period.	40,000 points each	
13. “Faces take you places” <i>Spare Time Goal</i> – 1 facial or glamour appointment virtually or in person <i>Part Time Goal</i> – 3 facials or glamour appointments virtually or in person <i>Big Goals to Achieve</i> – 7 facials or glamour appointments virtually or in person <i>Boss Babe Status</i> – Add 5,000 bonus points for every face you do over 7.	1 face =10,000 pts 3 faces= 30,000 pts 7 faces=70,000 pts +5,000 for every face over 7	
14. Follow up with at least 5 customers!	15,000 points	
BONUS if you completed ALL Key Habit activities	30,000 points	
	TOTAL POINTS	