

# My Monthly Goal

My goal for this year: \_\_\_\_\_

My Goal for this month: \_\_\_\_\_

What do I want from my business? \_\_\_\_\_

How much money do I want to make this month? \_\_\_\_\_

Retail Goal: \_\_\_\_\_ How many items do I need to sell to hit that goal? \_\_\_\_\_

Faces Goal: \_\_\_\_\_ Q & A Goal: \_\_\_\_\_ New VIP Customers Goal: \_\_\_\_\_

Take the number you need in profit and divide it by .40. This is the total sales you need this month to reach your goal!

## Goal

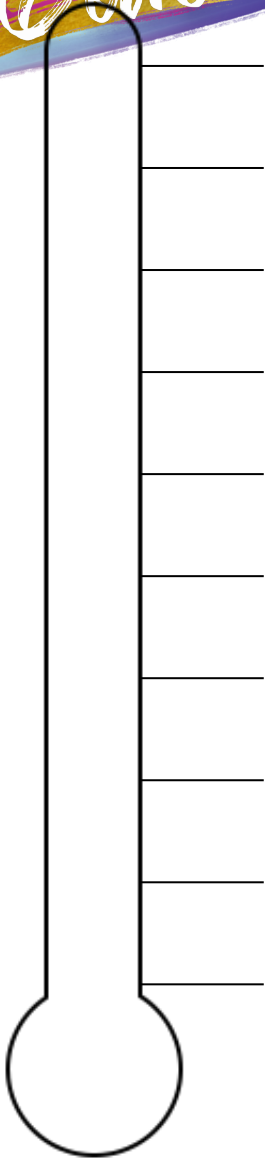
When I hit this goal, I will...

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A picture of my goal to keep it in front of me:



- ☐ Am I committed to attending the weekly Monday Night Live Events and is it protected in my schedule?
- ☐ Would I like a weekly coaching call?
- ☐ Did I text a picture of this to Terezeja?



# Blessings in a Bubble

SEND A PICTURE TO YOUR DIRECTOR BY THE IOTH!

Name: \_\_\_\_\_

Goal for Faces: \_\_\_\_\_

Month: \_\_\_\_\_

Career Path Goal: \_\_\_\_\_



LEFT A  
MESSAGE



SPOKEN  
TO THEM



BOOKED AN  
APPOINTMENT

				survey booked			
	survey booked					survey booked	
			survey booked				
survey booked					survey booked		
		survey booked					survey booked
				survey booked			
	survey booked					survey booked	

SUBMIT YOUR BUBBLE SHEET TO BE ENTERED TO WIN A PRIZE FROM YOUR DIRECTOR!  
BOOK 5 BY THE IOTH TO RECEIVE RECO • BOOK 10 BY THE IOTH FOR RECO & A PRIZE!

# FULL CIRCLE CLUB



Name: \_\_\_\_\_

Month: \_\_\_\_\_

Full Circle Goal: \_\_\_\_\_

Movin' Up Goal: \_\_\_\_\_

Profit Goal: \_\_\_\_\_

\*Put a STAR next to NEW skin care customers

	DATE	FACES (LIVE OR VIRTUAL)	SALES
1			
2			
3			
4			
5			
6			
7			
8			
9			
10		LEVEL 1	
11			
12			
13			
14			
15		LEVEL 2	
16			
17			
18			
19			
20			
21			
22			
23			
24			
25			
26			
27			
28			
29			
30		LEVEL 3	

## LEVEL 1

10 Faces OR  
30 Items sold +  
3 QA OR 1 NTM +  
\$300 WS

## LEVEL 2

15 Faces OR  
60 Items Sold+  
6 QA OR 1 NTM +  
\$600 WS

## LEVEL 3

30 Faces OR  
90 Items Sold+  
10 QA OR 1 NTM +  
\$1000 WS

	Q & A - HIGHLIGHT NEW TEAM MEMBER	FOLLOW UP
1		
2		
3	LEVEL 1	
4		
5		
6	LEVEL 2	
7		
8		
9		
10	LEVEL 3	

## NEW VIP GROUP MEMBERS & NOMINATIONS

\*Track here how many new people you are introduced to this month. Must be new to you and include their contact info.

1	2	3	4	5	6	7	8
9	10	11	12	13	14	15	16
17	18	19	20	21	22	23	24

## I SHOW UP TO GO UP

KICK OFF MEETING	MEETING 1	MEETING 2	MEETING 3	MEETING 4

## WAS BY 9AM MONDAY TRACKER



# Full Circle Club

NAME: \_\_\_\_\_

MONTH: \_\_\_\_\_

	ITEM SOLD		ITEM SOLD		ITEM SOLD
1		31		61	
2		32		62	
3		33		63	
4		34		64	
5		35		65	
6		36		66	
7		37		67	
8		38		68	
9		39		69	
10		40		70	
11		41		71	
12		42		72	
13		43		73	
14		44		74	
15		45		75	
16		46		76	
17		47		77	
18		48		78	
19		49		79	
20		50		80	
21		51		81	
22		52		82	
23		53		83	
24		54		84	
25		55		85	
26		56		86	
27		57		87	
28		58		88	
29		59		89	
30		60		90	

## LEVEL 1

10 Faces OR  
30 Items sold +  
3 QA OR 1 NTM +  
\$300 WS



## LEVEL 2

15 Faces OR  
60 Items Sold+  
6 QA OR 1 NTM +  
\$600 WS



## LEVEL 3

30 Faces OR  
90 Items Sold+  
10 QA OR 1 NTM +  
\$1000 WS



# Star Consultant Tracking Sheet

**CONTEST DATES:** JUNE 16, 2022 – SEPTEMBER 15, 2022

Color in a Star for every \$200 in wholesale orders placed.  
Color all 9 Stars to complete Star Consultant status this quarter!



WHOLESALE  
ORDER TOTAL \_\_\_\_\_



\_\_\_\_\_



\_\_\_\_\_



WHOLESALE  
ORDER TOTAL \_\_\_\_\_



\_\_\_\_\_



\_\_\_\_\_



WHOLESALE  
ORDER TOTAL \_\_\_\_\_



\_\_\_\_\_



\_\_\_\_\_

YOU CAN ADD 600 STAR POINTS TOWARDS YOUR STAR PRIZES FOR EVERY NEW QUALIFIED\* TEAM MEMBER WHO IS ADDED TO YOUR TEAM DURING THE STAR CONTEST PERIOD AND BECOMES QUALIFIED\* DURING THE STAR CONTEST PERIOD.

NEW CONSULTANT		QUALIFIED	NEW CONSULTANT		QUALIFIED
1.			6.		
2.			7.		
3.			8.		
4.			9.		
5.			10.		

\*QUALIFIED = NEW TEAM MEMBERS ADDED DURING STAR CONTEST PERIOD AND COMPLETES  
A TOTAL OF \$600 IN WHOLESALE ORDERS BY MIDNIGHT SEPTEMBER 15, 2022



# Career Path Promotions



## INDEPENDENT BEAUTY CONSULTANT

No Team Members  
50% Product Commission

## SENIOR CONSULTANT

1-2 Active Team Members  
4% Commission  
\$50 Bonus for each Qualified Team Member

Mary Kay T-Shirt



## STAR TEAM BUILDER

3-4 Active Team Members  
In addition to the above...  
4-8% Commission

incREDible Box & Red Jacket Debut



## TEAM LEADER

5-7 Active Team Members  
In addition to the above...  
9-13% Commission  
Eligible for Car Qualifications

Personalized Tumbler



## ELITE TEAM LEADER

8+ Active Team Members  
All of the above  
+ the opportunity to earn  
2nd-tier commission!

DIQ Workbook & Kickoff Party

## DIQ

10+ Active Team Members  
In addition to EVERYTHING at the  
Elite Team Leader position  
Eligible for Director Qualifications

Future Unit Ring



## DIRECTOR & NATIONAL SALES DIRECTOR

Earn Product, Personal Team, Unit, & Area Commissions plus Bonuses.

In addition to Company cars...and so much more!

\*All positions eligible to earn Mary Kay diamonds + Directors & NSDs eligible to travel for FREE!