

Pace Setters Tracking!

Consultant Name: _____

Director Name: _____

For Each Daily Action Challenge Completed, 20 points earned!

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	30	31	1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28				

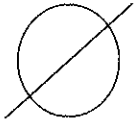
- Book 5 Parties by Sunday—50 points (Send Names & Dates to your director)
- Invite 10 guests to your local weekly success meeting—25 points
- Complete 7 new faces by Sunday—50 points (Send names to your director)
- Get 25 New Leads/Referrals this week —25 points
- Add a new Team member this week—50 points
- 3 Sharing appointments (Share the marketing call/ Video Link, or a 3 way call & have your director follow up with that person) - 50 points

TOTAL PACE SETTER POINTS EARNED			
Party Girl Pace Setters Results		Total \$ in Sales for Month	
Number of Parties Booked		Number of Career Chats Held	
Number of Parties Held		Number of New Team Members	

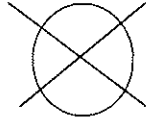
Face by face, it's a race!

	New Faces	Sales	Ref.	2 nd appt	Int. held		New Faces	Sales	Ref.	2 nd appt	Int. held
1.						26.					
2.						27.					
3.						28.					
4.						29.					
5.						30.					
6.						31.					
7.						32.					
8.						33.					
9.						34.					
10.						35.					
11.						36.					
12.						37.					
13.						38.					
14.						39.					
15.						40.					
16.						41.					
17.						42.					
18.						43.					
19.						44.					
20.						45.					
21.						46.					
22.						47.					
23.						48.					
24.						49.					
25.						50.					

Activity Tracking Sheet — Phone Calls to Bookings



Put a slash-mark thru circle when you've left a message.



Make an 'X'-mark thru circle when you've spoken to the person.



Fill circle in when you've booked an Appointment.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

CONSULTANT: _____

MONTH: _____

Goal Sheet

Name: _____ Month: _____

~ I'm Saving For ~

~ I Need To Profit ~

\$

Total Monthly Retail Sales

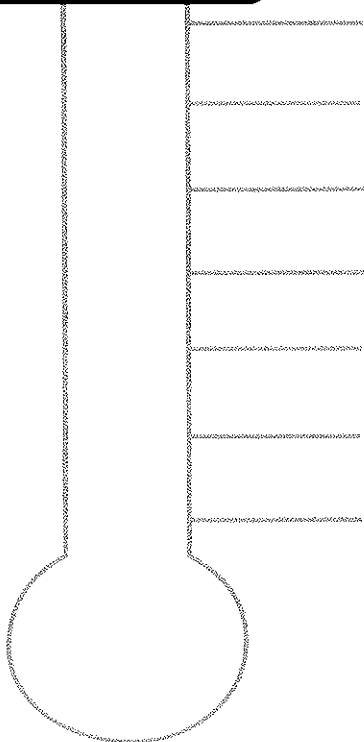
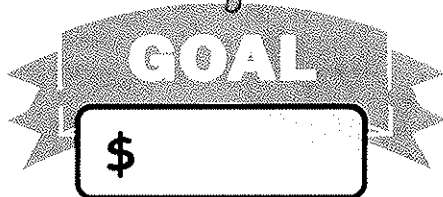


Photo of what my MK profit is paying for

Reach your goals with your Mary Kay money!

1. Decide what your monthly goal is and how much profit you need. Write it in the boxes above! Attach a photo to help you stay focused.

2. Here is the equation:

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!

Start tracking!!

\$

Total of wholesale orders placed this mo. with the remaining 60% of my total retail sales.

Profit Goal Divided by .40 = Total Retail Sales needed for the month.

Use the back of this sheet if needed to subtract each sale as you make it.

PERFECT

12

Consultant: _____

Director: _____

Month: _____

track your full circle parties

party = hostess + 2 (or more) guests a full circle party = \$200 sales + 2 future parties booked + 2 career surveys booked

	HOSTESS	PARTY SALES	# OF FUTURE PARTIES BOOKED	# OF CAREER SURVEYS BOOKED
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
14.				
15.				
16.				
17.				
18.				
18.				
20.				

60 faces

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

career surveys and guests per week

Week 1 Career Survey NEXT LAYER

_____ Y N M _____

_____ Y N M _____

_____ Y N M _____

_____ Y N M _____

_____ Y N M _____

Week 1 Career Survey NEXT LAYER

_____ Y N M _____

_____ Y N M _____

_____ Y N M _____

_____ Y N M _____

_____ Y N M _____

Week 1 Career Survey NEXT LAYER

_____ Y N M _____

_____ Y N M _____

_____ Y N M _____

_____ Y N M _____

_____ Y N M _____

month to-date

keep adding weekly results for month end total

_____ Total Qualified Parties

_____ Total Faces

_____ Total Retail Sales

_____ Career Survey/Guests

_____ New Team Members

_____ Quarter to-date wholesale toward STAR

\$1000 retail sales per week

Week 1

\$ _____ RETAIL

\$ _____ WHOLESALE

Week 2

\$ _____ RETAIL

\$ _____ WHOLESALE

Week 3

\$ _____ RETAIL

\$ _____ WHOLESALE

Week 4

\$ _____ RETAIL

\$ _____ WHOLESALE

Week 1 Career Survey NEXT LAYER

_____ Y N M _____

_____ Y N M _____

_____ Y N M _____

_____ Y N M _____

gold medal

new personal team members

1) _____

2) _____

3) _____

4) _____

5) _____

Requirements for Perfect 12 Levels

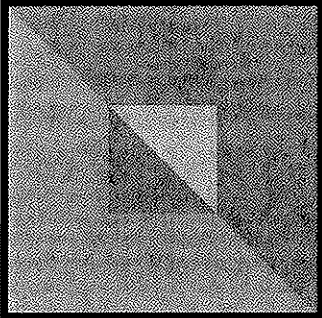
12 parties (or 60 faces) + 12 CSs + \$1200 WS (\$2400 retail) Weekly focus: 3 + 3 + \$300 WS (set \$600 retail/week)

8 parties (or 40 faces) + 8 CSs + \$800 WS (\$1600 retail) Weekly focus: 2 + 2 + \$200 WS (set \$400 retail/week)

6 parties (or 30 faces) + 6 CSs + \$600 WS (\$1200 retail) Weekly focus: 1+2 + 1+2 + \$150 WS (set \$300 retail/week)

4 parties (or 20 faces) + 4 CSs + \$400 WS (\$800 retail) Weekly focus: 1 + 1 + \$100 WS (set \$200 retail/week)

Submit Weekly Updates to your Sales Director & Month-End Totals by your Director's deadline.



Consultant Tracking for the month of: _____

Personal Parties/Hostesses	Party Sales \$
1. _____	\$ _____
2. _____	\$ _____
3. _____	\$ _____
4. _____	\$ _____
5. _____	\$ _____
6. _____	\$ _____
7. _____	\$ _____
8. _____	\$ _____
9. _____	\$ _____
10. _____	\$ _____

Personal Interviews/Guests:
1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____

My Non-Negotiable Goals for this month!!!!

Personal Sales: \$ _____

Wholesale Order: \$ _____

of Faces: _____

of Interviews: _____

My Star Goal for the Quarter:

Additional Plans/Goals for the month.....