



KATHLEEN'S SUPER STARS NEWSLETTER

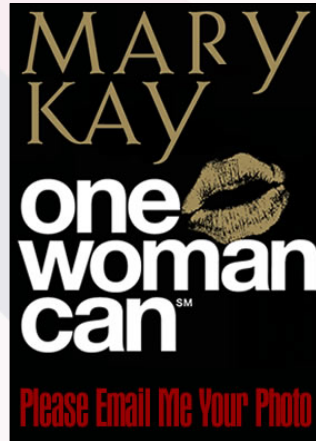


If it is to be it is up to me!

December 2022 Unit Newsletter



Queen of Wholesale
Brenda
Anderson



Sharing Queen
This Could
Be You



YTD Sharing Queen
Pamela
Santoro



YTD Retail Queen
Brenda
Anderson

Congratulations to our Golden Rule Achievers



Brenda Anderson



Debra Finley



Corrina Warwick





From the Director's Chair

Merry Christmas Super Star,

I have to say, I am so BLESSED by each & everyone of my Super Stars & as we finish up another calendar year I am sending my love & prayers to you, your family, and friends along with abundant blessings in the New Year to come!!

Thank you to all of you who continue to enter your \$100 Days on my kathleenkoclanes.com site under *contests* Deb Finley won the monthly drawing & Brenda Anderson had 12 days over \$100 & a \$2318 dollar day!! WOW

Are you in full-blown holiday celebration mode? I know I am! It's so much fun spending time with family, friends, and all the new friends I'm making through my customers and MK sales appointments this month. It only takes a moment to reach out and ask if you can help with their holiday shopping list. People love buying gifts they know the person will love, especially when they come with a satisfaction guarantee.

Can't wait for our **IN PERSON** Central Wisconsin Quarterly Workshop on January 7th & to be around my consultants & other Directors again!!

This December I encourage you to decide where you want to be in 2023 for our 60th Anniversary year. We all know it takes 30 days to form a habit. The habits you begin to form this month will take you where you want to be this next year. I know the holidays can be crazy and busy and you won't have the time each day to do exactly what you want. But, I also know that each time you make a phone call, send out an email or text, or plan your week, it's a little victory. Each victory will form habits that will set you up to succeed in the future. Any habit takes time and an investment. When you are faithful in the little things, bigger things come together because you have a lifestyle of dedication! You don't think twice about being there for your friends and family because you care about them and also because it's a habit.

I encourage you to take the same approach with your business. Take the time and dedicate the energy to really care about your business. View it as a relationship- the more you give to it and make time for it, the more you will get back from it. Mary Kay can sustain you through the good times and the difficult ones. It can be a source of encouragement and joy that we feel during the holiday season with friends all year long. What other company do you know where women love and help each other so freely? Mary Kay founded us on the spirit of Go-Give, and it has kept us successful and focused on those things that are important. Our mission as Mary Kay Consultants is to enrich women's lives. You can do that through a new lipstick that makes her feel beautiful today or the opportunity to hostess a class with her friends. Obviously our opportunity can open any door for anyone..

Take a moment to look around this holiday season. Most people are smiling, and there is a hope in the air that comes from giving more of yourself this time of year. We are blessed with this type of environment all year long, all the time. If you ever wonder, make sure you are at our unit meetings! We are blessed to be a part of a company that has the holiday giving spirit all year long! Will you choose to be a part of that spirit this year? Will you choose to give your all to your business during those hours you have set aside for it? Will you choose to offer the opportunity for a free facial to that single mom who looks flustered in order to make her smile? Tell me- who doesn't feel good about being offered a free facial? Whether she chooses to accept it or not, you will make her day and bring a smile to her face. When you are outward focused, it makes it easy to offer others something. When you are inward focused, it can be intimidating as to what they might say. Don't worry about their response; you can't affect that, but you can change your attitude and get excited about giving to someone. Remember, we have an opportunity, and that's always a good thing! Take advantage of those little moments and offer someone next to you an opportunity of any kind this holiday! It will make your day brighter too!

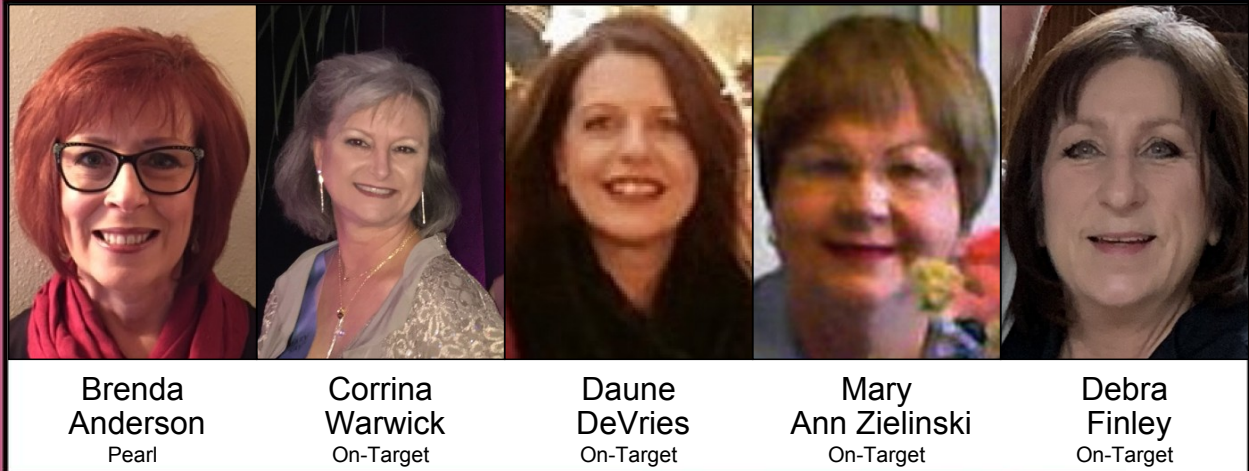
Love and Belief, Kathleen

Important Dates:

- **December 1:** Online DIQ commitment form available beginning 12:01am CST until midnight on the 3rd.
- **December 10:** Human Rights Day
- **December 15:** End of the Quarter 2 Star Consultant contest.
- **December 16:** Quarter 3 Star contest begins. PCP spring online enrollment begins for The Look.
- **December 21:** First day of winter.
- **December 23:** Company holiday. All company offices closed.
- **December 24:** Christmas Eve!
- **December 25:** Merry Christmas! Postal holiday.
- **December 26:** Company holiday. All company offices closed.
- **December 29:** Last day of the month for consultants to place telephone orders
- **December 31:** New Year's Eve! Last day of the month for consultants to place online orders. Online agreements accepted until midnight. Last business day of the month.
- **January 1:** Happy New Year's Day. Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd.
- **January 2:** New Year's Day celebrated. All Company offices closed. Postal holiday.
- **January 7:** In Person & Virtual Quarterly Workshop & Recognition Fairfield Inn Weston Wisconsin
- **January 14:** Sapphire and Emerald Leadership Conference 2023 begins in Nashville, Tennessee.
- **January 16:** Martin Luther King Jr. Day. Postal holiday.
- **January 17:** PCP last day to enroll online for spring mailing of The Look, including exclusive samples.
- **January 18:** Ruby, Diamond and Canada Leadership Conference 2023 begins in Nashville, Tennessee.
- **January 19:** Get to Know Your Customer Day
- **January 30:** Last day of the month for consultants to place telephone orders.
- **January 31:** Last day of the month for consultants to place online orders. Online agreements accepted until midnight CST. Last business day of the month. Orders and agreements submitted by mail must be received today to count towards this month's production.

MIX GOLD INTO YOUR GOALS!

Our Top 5 Stars and Future Stars This Quarter



Thank You Consultants Who Invested in Their Businesses in November

Brenda Anderson	\$1,775.80
Debra Finley	\$878.00
Corrina Warwick	\$718.30
Brenda Peterson	\$548.00
Michelle Slawny	\$511.50
Mary Ann Zielinski	\$497.00
Connie Plaumann	\$393.50
Michelle Berndt	\$389.40
Florence Honang	\$385.00
Merodee Buechner	\$384.00
Nancy Boeder	\$362.50
Teresa Fisher	\$358.00
Milena Horan Klemens	\$312.00
Melissa Boyd	\$306.00
Julie Johnson	\$270.00
Sara Grimes	\$270.00
Terri Skaggs	\$266.00
Linda Wapneski	\$258.50
Flo Welk	\$251.00

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 12/15/22

Star Achieved	Name	WS Needed for Next Star
Pearl	Brenda Anderson	*****
	Corrina Warwick	\$29.70
	Daune DeVries	\$855.00
	Mary Ann Zielinski	\$894.00
	Debra Finley	\$922.00
	Lorriane Sego	\$934.50
	Brenda Peterson	\$1,026.00
	Brenda Myers	\$1,104.00
	Elisa Baldock	\$1,183.50
	Julie Gabris	\$1,196.50
	Kay Tinguely	\$1,218.00
	Marilyn Pientka	\$1,228.50
	Judith King	\$1,244.50
	Lori Windham	\$1,272.50
	Michelle Slawny	\$1,288.50
	Mary Goers	\$1,317.00
	Vickie Puzach	\$1,341.00
	Kathryn Bohn	\$1,390.50
	Mary Fischer	\$1,394.00
	Connie Plaumann	\$1,406.50
	Cindy Nelson	\$1,410.50
	Michelle Berndt	\$1,410.60
	Florence Honang	\$1,415.00
	Merodee Buechner	\$1,416.00
	Susan LaRiviere	\$1,427.00





**You Can Do It! Be in
the Queen's Court
of Sharing this year!**



Cathy Carlsen
Star Team Builder



Annette Monthey
Senior Consultant



Beth Davies
Senior Consultant



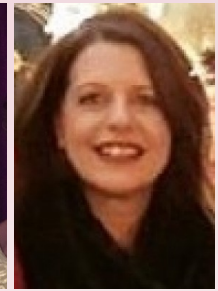
Brenda Anderson
Senior Consultant



Brenda Myers
Senior Consultant



Corrina Warwick
Senior Consultant



Daune DeVries
Senior Consultant



Debra Finley
Senior Consultant



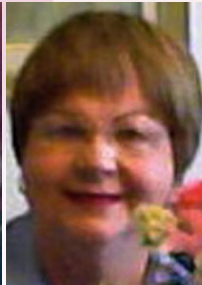
Elisa Baldock
Senior Consultant



Flo Welk
Senior Consultant



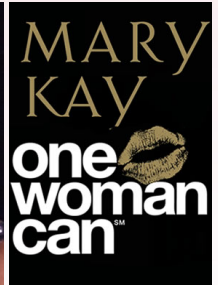
Julie Johnson
Senior Consultant



Mary Ann Zielinski
Senior Consultant



Sandra Toval
Senior Consultant



**This Could
Be You**

Our Unit At A Glance

Star Team Builders

Cathy Carlsen

Senior Consultants

Annette Monthey
Beth Davies
Brenda Anderson
Brenda Myers
Corrina Warwick
Daune DeVries
Debra Finley
Elisa Baldock
Flo Welk
Julie Johnson
Mary Ann Zielinski
Sandra Toval*

Consultants

Alicia Toval
Amanda Martell

Amy Koclanes*
Angela McLaughlin
Bonnie Carstens*
Brenda Peterson
Cindy Nelson
Connie Plaumann
Connie Radel
Cynthia Radtke
Danielle Barrett-Powell
Dawn Endries
Debi Alheim
Dorian Loberg Beck*
Drea Reichwein*
Emily Jackson
Fayth Block*
Florence Honang
Gina Ripp
Gloria Liska*
Jan Chambers
Janet Wallace

Jeanna Schowalter
Jeannette Dixon
Jennifer Gutkowski*
Judith King*
Judy Cloud-Calloway*
Julie Gabris
Karen Taylor
Kathleen Weier*
Kathryn Bohn
Kay Tinguely*
Laura Erickson*
Lauretta Bell*
Linda Robinson*
Linda Wapneski
Lisa Van Roy
Lisbeth Bergman
Loretta Ziegler*
Lori Windham*
Lorriane Sego
Malissa Turner*

Maria Garcia
Marianne Lippold*
Marilyn Pientka*
Mary Fischer
Mary Goers
Mary Mertens*
Mary Vesperman*
Melanie Carlsen*
Melissa Boyd
Melissa Claudio
Merodee Buechner
Michelle Berndt
Michelle Mazola
Michelle Slawny
Milena Horan Klemens
Monica Crayton
Nancy Boeder
Pamela Santoro*
Pat Petrowiak*
Patricia Berry*

Patricia Rougeot
Patti Mezel*
Rebecca Gramer*
Sandra Margelofsky*
Sara Grimes
Sarah Huffsmith*
Sharon Maginnis
Sherry Soehnlein*
Spring Fleming*
Stacey Lingo*
Susan Dos Reis*
Susan Draeger
Susan LaRiviere
Teresa Fisher
Teresa Ploch
Terri Skaggs
Trisha Niesen
Vickie Puzach
Wendy Miller

We all start with the same kit. Who do you know that might be looking for a new opportunity?

INDEPENDENT NATIONAL SALES

DIRECTOR: ALEJANDRA ZURITA

Growing into Her Dreams. Of her Mary Kay life, NDS Alejandra Zurita says it changed her from the inside out. As an independent, hard-working woman, Alejandra spent her days sewing at a factory. She learned of the Mary Kay opportunity through a promotional product set that a MK Consultant left there. Alejandra and her husband, Martin, were raising two sons, Edwin and Erick, and, needless to say, Alejandra was attracted to the time flexibility she could have with her own MK business. And so, the journey of dreams fulfilled began. She debuted as a Director within a year of signing her agreement. Then, her daughter, Evelyn, was born, and the family was complete. The Zurita family loved vacationing at the beach, and Alejandra now had the flexibility to plan her work around her family. "I loved my Mary Kay life because it strengthened my faith and united my family," she recalls.

Alejandra credits her formative years growing up in Mexico as the time when she learned how to listen to and respect others. So later in life, it felt natural to step into the Mary Kay Way of making people feel important. Working her Mary Kay business called her out of her shyness and developed self-confidence and better communication skills in Alejandra.

Adopting Mary Kay Ash's business philosophy of God first, family second, and career third as her own made a great impact on Alejandra's life and that of her family by allowing her to set priorities in order, without questioning them in any situation. "I didn't have a chance to meet her personally, but feel as if I've met Mary Kay through the passing down of experiences with her from others. She inspired us all and continues to inspire, even today," Alejandra believes. "While I love the Mary Kay philosophy and product, the unconditional guidance and support I've received from ENSD Lupita Ceballos is most valued. Her tireless energy, determination, and great leadership seem to know no limits," Alejandra adds.

"Learning to let myself be guided by the people who inspire me is the most important lesson learned in it all," Alejandra says, and the most enjoyable thing about her Mary Kay business is meeting women who are willing to change their lives. "My legacy will be to prove that if one believes in self and is determined, they will be a winner." It is important to Alejandra that she leads by giving of herself to serve the people who trust and believe in her. Her Mary Kay business, along with leading others as she has been led, is the fulfillment of her dreams."

Read more about her story on Mary Kay Intouch under Meet Your NSDs!



Team Commissions

9% Commission Level
Cathy Carlsen \$100.67

6% Commission Level
Debra Finley \$13.56

4% Commission Level
Brenda Myers \$71.03
Julie Johnson \$24.83
Beth Davies \$14.32
Elisa Baldock \$12.24
Daune DeVries \$10.34
Mary Ann Zielinski \$9.16
Sandra Toval \$9.00
Corrina Warwick \$3.12
Flo Welk \$2.08
Monica Crayton \$1.44

January Birthdays

Maria Garcia	2
Linda Park	5
Melissa Boyd	5
Tracy Fonte	10
Tammy Collins	10
Elisa Baldock	11
Beth Gawel	12
Drea Reichwein	20
Bonnie Carstens	21
Michelle Berndt	22
Terra Wachs	25
Lisbeth Bergman	27
Mary Fischer	28
Monica Crayton	29
Nancy Boeder	30
Sharon Maginnis	31
Patricia Rougeot	31

January Anniversaries

Susan Draeger	30
Shannon Howery	26
Beth Davies	19
Mary Vesperman	17
Patti Mezel	8
Cheryl Kok	6
Brenda Anderson	5
Martha Brunner	3
Alicia Toval	3



Winter 2022 Program PCP Participants

Debra Finley
Flo Welk
Mary Ann Zielinski
Dorian Loberg Beck
Patricia Rougeot
Corrina Warwick
Beth Davies
Brenda Anderson

It's the end of the year hustle and bustle! Now's the time for you to make the most of it with Mary Kay's business-boosting sales and team-building initiatives! Bring your can-do attitude to turn December into DO-cember!

Last-minute holiday shoppers are looking for beautiful gift ideas, gorgeous party looks, and an easy, customized shopping experience. Plus, gathering together for end-of-year parties is the perfect time to share the Mary Kay opportunity with potential team members!

It's what many women are looking for right now – a little extra income, fun and flexibility, a community that values what matters most, and a way forward during challenging times. And it's all backed by a Company with a lasting legacy. It's time to wrap up this holiday season with full-circle success to get that much closer to your Seminar goals. You can do it all in DO-CEMBER!

Golden.

Seminar 2023

Mary Kay Ash believed in royal rewards – from exquisite jewelry fit for a queen to majestic trips only imagined in dreams – and in empowering women to achieve great things. We're celebrating our 60th anniversary this year, so it's the perfect time to reach for greatness in your business and beyond.



Our Top 5 YTD Personal Retail Court According to MK Orders



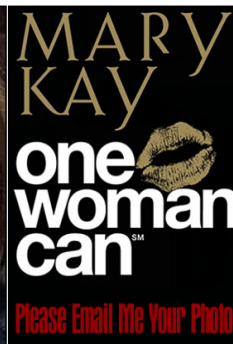
Brenda
Anderson



Corrina
Warwick



Debra
Finley



Lorriane
Sego



Daune
DeVries

♥ Year to Date Retail Court

1 Brenda Anderson	\$18,667.00
2 Corrina Warwick	\$9,598.50
3 Debra Finley	\$4,395.00
4 Lorriane Sego	\$3,818.00
5 Daune DeVries	\$3,782.00
6 Judith King	\$3,541.50
7 Beth Davies	\$2,903.00
8 Brenda Myers	\$2,793.00
9 Elisa Baldock	\$2,558.00
10 Cindy Nelson	\$2,425.00
11 Mary Ann Zielinski	\$2,272.00
12 Julie Gabris	\$2,050.00
13 Kathryn Bohn	\$1,998.00
14 Mary Goers	\$1,932.00
15 Mary Fischer	\$1,860.00
16 Lori Windham	\$1,855.00
17 Vickie Puzach	\$1,836.00
18 Monica Crayton	\$1,739.00
19 Susan LaRiviere	\$1,642.00
20 Debi Alheim	\$1,640.00

♥ Year to Date Sharing Court



Pamela
Santoro
1 Qualified
\$0.00



LET THE GOLDEN RULE BE YOUR GUIDE THIS YEAR!

July 1 2022—June 30 2023

Our NEW contest is to call & listen to our 8 am CST Hotline call @ least 15 days out of the month. Conference call# 605-313-5106 code 1097823# Play Back call# 605-313-5099 same code 1097823# OR you can go onto our MK Consultant Training FB page <http://www.facebook.com/pages/MK-ConsultantTraining/777910235620155> & listen to at LEAST 15 days each month & when you do, you will get a gift of least \$20 retail of your choice of a full-size product or I can surprise you a new product or sales aides :-). You MUST provide the dates of the calls you listened to & what one thing you learned or what impressed you the most on that day. Forms MUST be in to me by the 5th of the next month in order to count. OR you can write it out on a piece of paper, take a picture & text it to me. Any questions, just call me! I'd LOVE to hear from you 608-772-0847 There is a Google Doc link on our Kathleen's Super Star FB page. Here is the link & you can also type it in to access it ;-)

<https://docs.google.com/forms/d/e/1FAIpQLScCMZJkQE4Y4nYZAZGcIKKNtt65Pe1H7gtF1ZPcHUUiYn1O6Q/viewform>

Month Of November Winners

Retail Queen for the month Brenda Anderson \$6206 YAY!!

Weeks over \$500 Corrina Warwick \$942 Brenda Anderson \$548, \$569, \$4991

Party's over \$200 Brenda Anderson \$2711

Facials over \$100 Corrina Warwick \$121

Reorder weeks over \$300

On the go/personal appointments Beth Davies \$57, Brenda Anderson \$2196, Corrina Warwick \$57 Deb Finley \$248, \$102, \$230,

PCP/Misc. This Can Be YOU!

Online orders Corrina Warwick \$64, \$88

Send an email to your customers with your 24/7 shopping link

Skin Care Sets Sold Corrina Warwick 4

Interviews for the month Lets Share Our Amazing Opportunity!

gift card giveaway

\$175 TO GUESTS!

DECEMBER 2022

FOUR DRAWINGS TOTAL!

\$50 GIFT CARD - \$50 GIFT CARD - \$50 GIFT CARD - \$25 GIFT CARD

beautify
your skin

1

**CUSTOMERS
EARN ONE
ENTRY**

Earn
one entry
for having
a facial.

besties

1

**CUSTOMERS
EARN ONE
ENTRY**

Earn one entry
for every five
names and
phone number
referrals
shared with
Beauty
Consultant.

buy product

1

**CUSTOMERS
EARN ONE
ENTRY**

Earn one entry
for every
\$50 retail
purchased
after
attending
a party
or facial.

5

**CUSTOMERS
EARN FIVE
ENTRIES**

Earn five
entries for
hosting a
virtual or
in person
Mary Kay
party.

5

**CUSTOMERS
EARN FIVE
ENTRIES**

Earn five
entries for
hearing about
the Mary Kay
opportunity
and doing a
follow up with
the Director.

10

**CUSTOMERS
EARN TEN
ENTRIES**

Earn ten
entries for
becoming an
Independent
Beauty
Consultant.

book a
party

be more
knowledgeable

become a
Beauty
Consultant

CONSULTANTS, WHEN YOUR GUEST WINS, YOU WIN, TOO!

Please confirm with your Sales Director that your Unit is participating.
All entries must be submitted by January 5th.

<https://bit.ly/mandpgiveaway>

Virtual & in-person facials count for this drawing!

Madson Area & Pankow Area Sales Directors & Consultants

IT'S THE DECEMBER HOTLINE CONTEST

Madson Area & Pankow Area - December 2022

WILL YOU CALL ALL 22 DAYS?

MADSON AREA HOTLINE:
➤209-647-1308➤

\$500 cash drawing

Earn your entry by calling the hotline *each day* it is changed!

(All 22 days. No missed days.)

\$100 cash drawing

Earn an entry for each day you call the hotline.

(example: call 22 days and earn 22 entries)

3 winners from this drawing will each win \$100!

			1	2
5	6	7	8	9
12	13	14	15	16
19	20	21	22	23
26	27	28	29	30

Fill in each day that you call the hotline!



a few important things:

Check with your Sales Director to be sure that your Unit is participating in the contest.

The hotline is changed each day at 11:00 am CST. The hotline is not changed over the weekend. Please do not leave a message unless you have met the requirements said at the end of each message.

Complete the google form by January 5th.
<https://bit.ly/decemberdrawings>

30%

Research shows Independent Beauty Consultants who use the Preferred Customer Program boost their businesses by more than 30% on average.

Build Your Business the Smart Way by Utilizing the PCP Program!

Preferred Customer Program

Have you gotten excited and told all of your customers? Following up with your customers is one of the keys to success with the Preferred Customer Program. Plan to contact your customers 7 to 10 business days after *The Look* begins mailing. It's always a great way to share your enthusiasm about new products. Combined with your customers' excitement, it could mean increased sales and more success for you! Not to mention, they will receive an amazing product sampler!!

Enroll: Dec. 16-Jan. 17
Estimated Delivery: Feb. 15
(Exclusive samplers available while supplies last.)

the Look



The Look With Exclusive Samplers, Only 90¢ each

Give your customers a sneak peek of everything Mary Kay has to offer in *The Look* for Spring 2023. They'll discover big beauty how-tos in the spring issue of *The Look*! New products and tools are unveiled, including application tips.

Plus, they'll get an inside scoop on ingredients.

Fresh makeup looks for spring and products for sunnier days take center stage, and enrolled customers can experience great product samplers. Plus, it's a great way to encourage your customers to visit your Personal Web Site and shop online. You can support your reorder business while getting your customers excited about *The Look*.

Did you know that 60 % of Independent Beauty Consultants who use the program are contacted by their customers, and 42 percent receive orders from their customers after *The Look* arrives in the mail?



welcome to the
Preferred Customer Program
Relationship Building for Results



Calling All Men!

Men are so much fun to work with for gift giving: especially for the Holidays! The clock is ticking away, yet, how many men do you think have finished shopping for the women on their list? I bet only 2 or 3 out of 100!!! It's easy to work with them. Here's the simple dialogue:

"So, Jack, have you finished your Holiday shopping yet? No? Well, how many women are on your list? 3? Who are they? Your mom, your wife, and your assistant? I would love to help you make the selections, gift wrap, and deliver. You won't have to do a thing and yet, you'll get to take all the credit. How's that sound? What's your budget for each one? \$100 for your wife? \$50 for your mom, and \$25 for your assistant? Great! I can put something really nice together for you and make it look beautiful so that when you present it to them, they'll think you're a Prince. I'll even include a Gift Certificate for a Complimentary Pampering Session after the New Year. And, if they would rather have something else, I would be happy to help them with their exchange after the holiday. How would you like to pay for it, cash, check, or plastic? Is there anyone else? Where are you having your big holiday meal? I have another after-the-holiday idea to show your appreciation for all the work that your hostess did to make your holiday enjoyable. And, one last thing, what other guys do you know who would appreciate my Gift Service? Thanks, ____! You'll have to let me know how great you looked to the women on your list and remember how easy it was, because I can help you with Valentine's Day, birthdays, anniversaries, and any other special appreciation or get well gift giving you might have in the future."

You could include a little poem that goes:

For all that you are and all that
you do. This gift is to show you
how much I love you.

OR:

This is a PILLOW GIFT as you
can see
Given with love to you, from me
Given because I'm glad that
you're in my life
Because I am so grateful you are
my wife
Given because I appreciate all
that you do
Because life wouldn't be the
same without you
Given with all the love I can give
For a wonderful life, as long as
we live!
Merry Christmas, Darling.
Thank you for all the things you
do to make my life special!!

Christmas Pillow Gift: Wouldn't YOU Love to Get This?

This is a small, beautifully-wrapped gift that a husband puts on his wife's pillow Christmas night--after all the other gifts have been opened, the mess is cleaned up, dinner is over, and the guests have gone.

The tag says: "This is for you because I appreciate you and all that you do for us." Ask the men you know, "Have you purchased your Pillow Gift for your wife?" Of course, he will ask what it is and you can tell him and then offer to wrap it for him. You can also tell him that this will make him a true hero in her life!!

Even when men tell you they have finished their Christmas shopping, as sometimes they tell you yes whether they have or not...you can ask them if they remembered their Pillow Gift. Put a small gift certificate including a free pampering session in the box--maybe a Satin Lips Set or a bath gel...just about anything.

Hope we all sell bunches and make many women very happy (men, too)!!!



KATHLEEN KOCLANES

IND. FUTURE EXECUTIVE SENIOR SALES DIRECTOR

KATHLEEN'S SUPER STARS!

5005 Maher Ave
Madison, WI 53716
Phone: (608) 772-0847
kkoclan@aol.com
Conference Call: 605-313-5106 Passcode: 1097823#
Playback CC: 605-313-5099 Passcode: 1097823#
<http://kathleenkoclanes.com>

Return Service Requested



*Words of Wisdom
by Mary Kay Ash*

My definition of happiness is
having something that you
love to do, someone to love,
and something to look
forward to.

This season, focus on working smarter, not harder!

Income-Producing Activities Weekly Tracking Sheet

Do you want results from your Mary Kay business? More money? To earn the use of a career car? Sales Director? Then you'll want to concentrate on these income-producing activities on a weekly basis.

- **A - 1 skin care class/collection preview** (minimum \$100 retail / 3 faces)
- **B - facial or virtual appointment** (minimum \$100 retail with 1-2 in attendance)
- **C - 2 new bookings**
- **D - \$100 retail sales from PCP, website, or referral sales**

- **E - 1 marketing video 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 - 5 new names and numbers**
- **I - 1 new team member**

In the spaces below, write the letter of each activity as you complete it. A variety of activities are suggested, but you'll want skin care classes to be your first priority!

By NSD Bett Vernon



Part-Time Consultant: Complete
Any 5 activities or 1 per day

1	
2	
3	
4	
5	

Part-Timer IPAs Done

Full-Time Consultant: Complete
Any 10 activities or 2 per day

6	
7	
8	
9	
10	

Full-Timer IPAs Done

Want to earn a FREE Car or DIQ:
15 activities or 3 per day

11	
12	
13	
14	
15	

Car/ DIQ IPAs Done

What's Your Goal:

Did your activities support
your goal this week?