



HOURS A WEEK...



★ **COURTS**

★ **CARS**

★ **DIRECTORSHIP**

- It takes **\$40,000 in retail orders** to reach **National Court of Sales**
- It takes **24 \$600 GSQ team members** to reach **National Court of Sharing**
- It takes **18 active personal team members/\$26,000 combined wholesale** to earn a **Career Car**
- It takes **24 active team members/\$13,500 combined wholesale** to debut as a **Director**

NEW BUSINESS INCOME POTENTIAL

(not including facials, reorders, or other sales)

3 Beauty Experiences a week
 x \$300 Average Beauty Experience
 \$900 Total Weekly Sales
 x 4 Weeks in a Month
 \$3,600 Total Monthly Sales
 x 40% Profit
\$1,440 Monthly Profit Potential from a New Business

3 Dream Sessions a week
 x 4 Weeks in a Month
12 Dream Sessions in a Month = 3 New Team Members
(1 in 4 join)

TEAM BUILDING INCOME POTENTIAL

(not including existing team)

3,000 3 New Team Members each month @ \$1,000 each
 x 13% Team Building Commission from Mary Kay
 \$390 Monthly Commission on New Team Members
 + 150 Team Building Bonus
 \$540 Total Monthly Commission + Bonus
 x 12 Months in a Year
\$6,480 Potential Yearly Commission on New Team Members

YEARLY INCOME from SALES and TEAM BUILDING

\$540 Total Monthly Commission + Bonus
 + \$1,440 Total Monthly Sales
 \$1,980 Total Monthly Income
 x 12 Months in a Year
\$23,760 Approximate Yearly Income

This Is A Sample 13-Hour Work Week . . .

8 hours: Beauty Experiences, Dream Sessions, Success Events

- Get bookings from bookings using the Prestige Client Program so you don't have to search for names
- Dream Session the hostess before the Beauty Experience; at least one guest afterwards
- Take new team members with you; let them help you
- Set times to hold 2nd appointments
- Take guests to your local Success Events

2 hours: Coaching calls Customer Service

- 1 hour per Beauty Experience; pre-profiling and beauty chats
- 2 + 2 + 2
2 Days
2 Weeks
2 Months

1 hour: Organization

- Getting pampering packet, hostess and team building material together
- Hire a teenager to schedule posts, label product, file, clean mirrors, etc. let her work for product

2 hours: Team Building

- Calls and notes to team members.
- Dream Sessions
- New Consultant On-Boarding

MY WEEKLY PLAN SHEET FOR: (Name) _____

My Week Includes: Daily Quiet Time Family Time Personal Time Time for Sales Appointments Time for Phone Calls Office Time
 My Activity Includes: ___ # of Classes ___ Facials ___ Interviews \$ ___ in Retail Sales ___ Phone calls reaching a live person to book, coach, sell to or recruit

Color Code Your Activities and Slot them in on the Plan Sheet Below

= Quiet Time/ My Time

= Family Time

= Sales Appointments / IPAs

= MK Office / Meeting /times

= Phone Time

	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
6:00							
7:00							
8:00	Church						Organization
9:00		Full-time job	Full-time job	Full-time job	Full-time job	Full-time job	
10:00							Beauty
11:00							Exper.
12:00		Coaching Calls	Dream Session	Coaching Calls	Coaching Calls	Dream Session	
1:00							
2:00		Full-time job	Full-time job	Full-time job	Full-time job	Full-time job	
3:00							
4:00							
5:00							
6:00		Meeting w/3 guests					
7:00					Beauty Exper.		
8:00					Dream Sessions		
9:00							
10:00							