

**10 PHONE CALLS EACH DAY  
50 PHONE CALLS EACH WEEK**

Monday

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

1 Appointment Booked

\_\_\_\_\_

1 Guest to Function

\_\_\_\_\_

1 Warm Chatter

\_\_\_\_\_

\$ \_\_\_\_\_

Tuesday

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

1 Appointment Booked

\_\_\_\_\_

1 Guest to Function

\_\_\_\_\_

1 Warm Chatter

\_\_\_\_\_

\$ \_\_\_\_\_

Wednesday

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

1 Appointment Booked

\_\_\_\_\_

1 Guest to Function

\_\_\_\_\_

1 Warm Chatter

\_\_\_\_\_

\$ \_\_\_\_\_

Thursday

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

1 Appointment Booked

\_\_\_\_\_

1 Guest to Function

\_\_\_\_\_

1 Warm Chatter

\_\_\_\_\_

\$ \_\_\_\_\_

Friday

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

1 Appointment Booked

\_\_\_\_\_

1 Guest to Function

\_\_\_\_\_

1 Warm Chatter

\_\_\_\_\_

\$ \_\_\_\_\_

Saturday

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

1 Appointment Booked

\_\_\_\_\_

1 Guest to Function

\_\_\_\_\_

1 Warm Chatter

\_\_\_\_\_

\$ \_\_\_\_\_

Name \_\_\_\_\_

Total Calls This Week \_\_\_\_\_

Total Bookings This Week \_\_\_\_\_

Total Guest Invited This Week \_\_\_\_\_

Total Warm Chatters This Week \_\_\_\_\_

Total Retail Sales This Week \_\_\_\_\_

I Met My Goal  
( ) Yes ( ) No

**WHO DO YOU CALL?**

Reorders  
Hostesses to coach for her appointment  
Hostess for guest list  
Pre profile guests  
People who wanted to order "later"  
Warm chatter names  
Guests to come to meetings, brunches or potlucks

Booking prospects  
Lipstick sample people  
Referrals  
The person from each appointment you selected as your potential recruit (the 4-point recruiting plan)  
Potential recruits you mailed literature to  
**Anyone and everyone not yet on Mary Kay**

By Sr. Director Chick Stamschorr