

DIQ DAILY TO-DO LIST	MON	TUES	WED	THUR	FRI
Book 2 Selling Appts a day					
Hold 1 Selling Appt a day					
Sell not less than \$100 a day					
Ask 1 a day for Mtg Guest or upcoming Events					
2 interviews a day—1 personal and 1 unit					
Phone Time: Follow-up Inventory Interviews Pre-profiling Booking Re-orders Guests					

**Mary Kay always told us to “*plan our work and work our plan.*” This was my DIQ plan of action and has worked for many others. The key is to hold one class a day and you will complete your entire daily to-do but phone calls. The game I played with myself is that if I doubled a day’s to-do then I could start marking off Friday and I worked to have Friday off...plus weekends. If you work a full time job then you may have to add Saturday and triple up your appts so you have time off during the week. Remember that *you can endure anything for a short amount of time...* especially when know the rewards for the accomplishment of the goal!!**