



Quarterly Goal Tracking Sheet

MARY KAY STAR POWER

This will help you achieve
CONSISTANT STAR Status!



Quarter 1 2 3 4
Date From _____ to _____

Consultant Name _____

MY GOALS THIS QUARTER

Wholesale Section 1 \$ _____
New Recruits # _____
Total Contest Credit \$ _____



PLAN OF ACTION

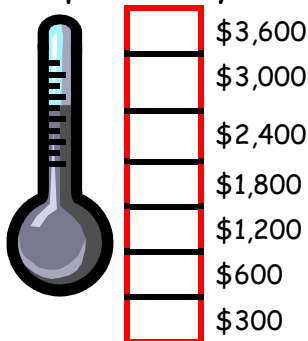
OF Faces each week _____
Retail Sales Each Week \$ _____
Total Contest Credit \$ _____



NEW TEAM MEMBERS/ORDERS

Name	Order \$
1	
2	
3	
4	
5	
6	

Keep Track of your Achievement Level !!!!!



Cut out a picture of the Quarterly Prize and paste here.

Ladder Of Success

- Achieve Star Consultant status all 4 quarters with \$7,200 or more in total yearend wholesale Section 1 orders and receive exciting recognition at Seminar 2004!
- Sapphire Year:** \$7,200 total year-end wholesale production (Star Power Seat Cover, Standing Recognition)
 - Ruby Year:** \$9,600 total year-end wholesale production (Star Power Seat Cover, Standing Recognition, Walk of Fame)
 - Diamond Year:** \$12,000 total year-end wholesale production (Star Power Seat Cover, Standing Recognition, Walk of Fame, Swinging w/Stars luncheon)
 - Emerald Year:** \$14,400 total year-end wholesale production (Star Power Seat Cover, Standing Recognition, Walk of Fame, Swinging w/Stars luncheon & Name in Ovation)

- Sapphire Level: \$1800**
- Ruby Level: \$2,400**
- Diamond Level: \$3,000**
- Emerald Level: \$3,600**

As a Star Consultant you can proudly announce your award winning performance with the Ladder of Success Pin. The gemstone star signify your level of achievement.



Mapping out STAR!



- Fill out a Weekly Plan Sheet so that you know how much time you have.
- Fill out the Goal Tracking Sheet on the reverse side of this "map"
- Gloria Mayfield Banks Area Formula For moving up fast
 1. Hand out 5 business cards a day. Every Day NO EXCUSES.
No time? Make time. Rearrange your to/from trips so that you run into people. Tell them that my Director says, "I need to hand out 5 business cards a day, would you like one with or without samples?" Or one with a \$10.00 coupon & we can schedule your facial today?
 2. Book 2 classes everyday (from classes you will get from above business cards).
 3. 3 interviews a week. They must be face to face.
 4. \$600.00 to \$800.00 in sales a week
 5. Turn in weekly Accomplishment Sheets with results from the above to your Director. This is a must. Then do it again next week.
- Have an open house/trunk show/Spa Class/Girls Night Out Party.
- Warm Chatter people everywhere you go.
- Send an email to your family, friends and customers informing them of an online order sale. Anyone that orders from your web-site within the next 24 hours, get 15% off their order. This gets them used to checking your web-site.
- Put 10 samples of the new lotion/parfum or any other product w/business card and offer them as a thank you, at drive up windows or give to wait-staff as a special Thank you.
- Find that special "idea" and work it full-circle. Get bookings, hold classes and recruit. There are many, many ideas out there. Look for one that suits your personality and run with it.
- Stay in touch with your director so that you get the direction you need. Some of us tend to stray away from our goals if we do not feel accountable with someone else. Your Director would love to help you reach your goals.
- Now it is time to get out and sell this product, offer this opportunity and feel good about sharing this awesome company with everyone you know.

NOTES: