

In January 1995, I made a decision. I was tired of being a Team Leader. I had been that for almost 3 years! I decided to win THAT CAR I had been talking about for 2 1/2 years. This tracking sheet came into my possession. I had many tracking sheets, but never really used them!

*This business is about **Daily Consistent Effort!** The results come when you put in the effort. You simply cannot quit or you will destroy the results you are about to experience.*

I'm going to give you some tips on how to effectively use this tracking sheet. This is what worked for me, to put me "On-Target" for my 1st FREE CAR!

#1-Make copies for each week of the month.

**#2-Hang them where you can see them, 1st thing everyday.
4 weeks for the current month.**

(I had an 900 sq. ft., 2 bedroom apt. with two little girls when I won my 1st car. No specific office space.....it was everywhere!!) I hung these on my bedroom door, so I could see them when I went in and out of the bedroom. My computer desk was in the corner of the bedroom. My telephone was on my husband's dresser. My recruiting prospect list was taped to the wall next to the telephone. My warm chat card leads were laid out on top of the dresser. My filing cabinet was in the master bedroom closet. My product was in my china hutch in the combination Dining/Living room. I held facials and classes at the dining room table and would open up the China Hutch when they came so they could see the product.

#3- "Work the Chart" by doing something everyday in the allotted spaces.

#4- "Rip Off" the completed week and begin with a fresh focus on a new sheet. *This keeps you from beating yourself up on what you didn't accomplish. Only focus forward and beat your best. (Note: No, I didn't start out having 12 faces accomplished each week.....I built to that!)*

*The key to this Tracking sheet, is truly learning to work every aspect of the business, we call this working "**full-circle**".*

*If you will commit to this plan of action, I promise, you will achieve your goals! Just try it and see what happens. **BEELIEVING IN YOU!***

Michele Jamison

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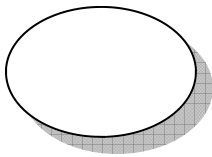
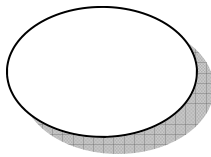
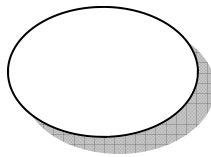
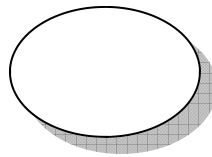
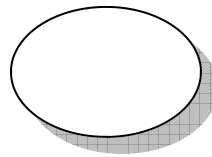
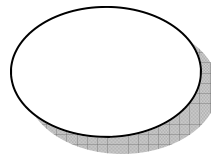
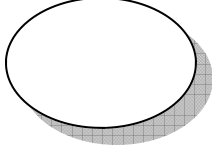
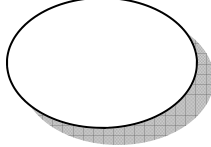
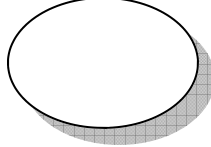
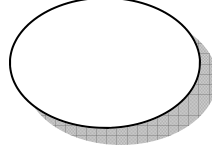
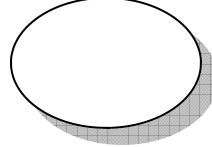
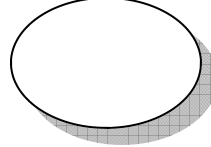
NAME: _____

16 HOUR WORK WEEK

WEEK BEGINNING: _____

(fill in the spaces with the appropriate names.)

I consistently facial a minimum of 12 new clients each week

I consistently book a minimum of 3 new Mary Kay Appointments each day

MON.



TUES.



WED.



THUR.



FRI.



SAT.



I consistently share the Mary Kay Opportunity with a minimum of 3 women each week

(at Classes, Facials, Calling for Reorders and Interviews)

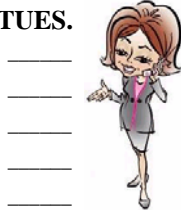


I consistently contact a minimum of 5 reorder clients each day

MON.



TUES.



WED.



THUR.



FRI.



SAT.

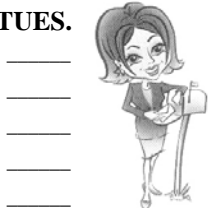


I consistently mail a minimum of 5 notes each day

MON.



TUES.



WED.



THUR.



FRI.



SAT.

