

# BROTHERS NATIONAL AREA P.O.P. SUIT UP & SHOW UP

V 3.0

Name															Date		Section 2 Sales Aides					
Full Address: City, ST ZIP															Month		Section 1 Wholesale:					
Ph #															Year		I Completed:					
Email:															Tax Rate: (i.e. 7)		My Sales:					
Director:															6.85%		# of Recruits: 0					
Enter Week Number (1-5)	# of Faces	NEW FACES!! Highlight or bold the Hostess' name. List each guest at class. Each guest must be 18+ Years of Age.	Phone Number	Date	Type of Appt. (Facial, Double-Facial, or Class)	# Basic Skin Care Sets Sold	# Roll-ups Sold	\$ Sold (Retail)	\$ Product Given Away at Sugg. Retail (Sec. 1)	\$ Sold MINUS retail product given away	\$ Tax Received	\$ Non-recovered Tax	Hostess Gifts or Gift with Purchase at Cost (Section 2)	Booking A=asked	# of Bookings	Location of Appt. (ie: Hostess' Home, Training Center, Your Home)	Share the Dream Inter View (1-story and market ing) 7-8 minutes Y or N	24-48 Hr. Follow-up C / D	Recruit (Agreement Date)	Record Y if this is first facial.	* Full Circle Y / N	*Next Step
1									\$0.00		\$0.00											
2									\$0.00		\$0.00											
3									\$0.00		\$0.00											
4									\$0.00		\$0.00											
5									\$0.00		\$0.00											
6									\$0.00		\$0.00											
7									\$0.00		\$0.00											
8									\$0.00		\$0.00											
9									\$0.00		\$0.00											
10									\$0.00		\$0.00											
11									\$0.00		\$0.00											
12									\$0.00		\$0.00											
13									\$0.00		\$0.00											
14									\$0.00		\$0.00											
15	Perfect!								\$0.00		\$0.00											
16									\$0.00		\$0.00											
17									\$0.00		\$0.00											
18									\$0.00		\$0.00											
19									\$0.00		\$0.00											
20									\$0.00		\$0.00											
21									\$0.00		\$0.00											
22									\$0.00		\$0.00											
23									\$0.00		\$0.00											
24									\$0.00		\$0.00											
25									\$0.00		\$0.00											
26									\$0.00		\$0.00											
27									\$0.00		\$0.00											
28									\$0.00		\$0.00											
29									\$0.00		\$0.00											
30	Power!								\$0.00		\$0.00											
31									\$0.00		\$0.00											
32									\$0.00		\$0.00											
33									\$0.00		\$0.00											
34									\$0.00		\$0.00											
35									\$0.00		\$0.00											
36									\$0.00		\$0.00											
37									\$0.00		\$0.00											
38									\$0.00		\$0.00											
39									\$0.00		\$0.00											
40									\$0.00		\$0.00											
41									\$0.00		\$0.00											
42									\$0.00		\$0.00											
43									\$0.00		\$0.00											
44									\$0.00		\$0.00											
45									\$0.00		\$0.00											
Totals:		0				0	0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	0	0	0	0	0	0	0	

YOUR MONTHLY Stats															#### #DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	##### #####	#DIV/0!	#DIV/0!	##### #####	##### #####
															% of Faces	Average \$ Amount Per Face					Average % of faces							
Power Start – 10 Classes or 30 Customer Facials in 30 days															Perfect Start – 5 Classes or 15 Customer Facials in 30 Days													
*FULL CIRCLE = Sell Sets, Ask for Bookings, and Share the Opportunity															* NEXT STEP = Booked next appt. (i.e. class, facial, spa etc) and/or booked 1-on-1 recruiting interview.													
P.O.P. SHEETS ARE DUE TO SUZANNE'S OFFICE BY THE 1st MONDAY OF EACH MONTH																												

Page 2 - Reorders & Other Accomplishments!

My Goal:

[Empty goal box]

Enter YTD from LAST MONTH:

Retail Sales:		Tax:	
Personl Sales:		Tax:	
Given Away:		N.R. Tax:	

Name:	0			Ph #:	0			Email:	0								
Address:	0											Director:	0				
Enter Week Number (1-5) # of Reorders	CUSTOMER Reorder (Online/Website, Show, On-the-Go, Phone Call, etc.)			Phone Number	Date	\$ Sold (Retail)	\$ Product Given Away at Suggested Retail (Section 1)	\$ Sold MINUS retail product given away	\$ Tax Received	\$ Non-Recovered Tax	Gift with Purchase (Section 2)	Booking A=asked	# of Bookings	*Give Recruiting Info.	Interviewed (Guest Event, 1 on 1 w/ Director, or 1 on 1 with Consultant, etc.)	24-48 Hr. Follow-up C/D	Recruit Agreement Date
	1					\$0.00		\$0.00									
	2					\$0.00		\$0.00									
	3					\$0.00		\$0.00									
	4					\$0.00		\$0.00									
	5					\$0.00		\$0.00									
	6					\$0.00		\$0.00									
	7					\$0.00		\$0.00									
	8					\$0.00		\$0.00									
	9					\$0.00		\$0.00									
	10					\$0.00		\$0.00									
	11					\$0.00		\$0.00									
	12					\$0.00		\$0.00									
	13					\$0.00		\$0.00									
	14					\$0.00		\$0.00									
	15					\$0.00		\$0.00									
	16					\$0.00		\$0.00									
	17					\$0.00		\$0.00									
	18					\$0.00		\$0.00									
	19					\$0.00		\$0.00									
	20					\$0.00		\$0.00									
	21					\$0.00		\$0.00									
	22					\$0.00		\$0.00									
	23					\$0.00		\$0.00									
	24					\$0.00		\$0.00									
	25					\$0.00		\$0.00									
	26					\$0.00		\$0.00									
	27					\$0.00		\$0.00									
	28					\$0.00		\$0.00									
	29					\$0.00		\$0.00									
	30					\$0.00		\$0.00									
	31					\$0.00		\$0.00									
	32					\$0.00		\$0.00									
	33					\$0.00		\$0.00									
	34					\$0.00		\$0.00									
	35					\$0.00		\$0.00									
	36					\$0.00		\$0.00									
	37					\$0.00		\$0.00									
	38					\$0.00		\$0.00									
	39					\$0.00		\$0.00									
	40					\$0.00		\$0.00									
	41					\$0.00		\$0.00									
	42					\$0.00		\$0.00									
	43					\$0.00		\$0.00									
	44					\$0.00		\$0.00									
	45					\$0.00		\$0.00									

Weekly Totals

**Week 1:**

Total Retail Sales:	\$0.00	+ YTD Total:	\$0.00
		= New YTD Total:	\$0.00
Total Classes:	0	Faces:	0
Interviews Held:	0	With Follow-Up:	0
New Bookings:	M T W Th F S Total: 0		
New Contacts:	M T W Th F S Total: 0		

Daily IPA Goal: 2 Bookings & 5 New Contacts+

**Week 2:**

Total Retail Sales:	\$0.00	+ YTD Total:	\$0.00
		= New YTD Total:	\$0.00
Total Classes:	0	Faces:	0
Interviews Held:	0	With Follow-Up:	0
New Bookings:	M T W Th F S Total: 0		
New Contacts:	M T W Th F S Total: 0		

Daily IPA Goal: 2 Bookings & 5 New Contacts+

**Week 3:**

Total Retail Sales:	\$0.00	+ YTD Total:	\$0.00
		= New YTD Total:	\$0.00
Total Classes:	0	Faces:	0
Interviews Held:	0	With Follow-Up:	0
New Bookings:	M T W Th F S Total: 0		
New Contacts:	M T W Th F S Total: 0		

Daily IPA Goal: 2 Bookings & 5 New Contacts+

**Week 4:**

Total Retail Sales:	\$0.00	+ YTD Total:	\$0.00
		= New YTD Total:	\$0.00
Total Classes:	0	Faces:	0
Interviews Held:	0	With Follow-Up:	0
New Bookings:	M T W Th F S Total: 0		
New Contacts:	M T W Th F S Total: 0		

Daily IPA Goal: 2 Bookings & 5 New Contacts+

**Week 5:**

Total Retail Sales:	\$0.00	+ YTD Total:	\$0.00
		= New YTD Total:	\$0.00
Total Classes:	0	Faces:	0
Interviews Held:	0	With Follow-Up:	0
New Bookings:	M T W Th F S Total: 0		
New Contacts:	M T W Th F S Total: 0		

Daily IPA Goal: 2 Bookings & 5 New Contacts+

\*\*\* IPA = Income Producing Activity

MONTHLY RECAP TOTALS

Retail Sales:	\$0.00	YTD:	\$0.00
Total Tax:	\$0.00	YTD:	\$0.00
Personl Sales:	\$0.00	YTD:	\$0.00
Given Away:	\$0.00	YTD:	\$0.00
Non-Rec. Tax:	\$0.00	YTD:	\$0.00
x 50% - Discount = Profit			\$0.00
Total GWP (Section 2):			\$0.00
Selling Appts. (Faces):	0	Full Circle Appts. Held:	0
Total Classes Held:	0	Total Faces:	0
Total Bookings:	0	Total Interviews:	0
Total New Recruits:			0
<b>Rec Achievement:</b>			
<b>POP Achievement:</b>			

# Customers	TOTALS (This Page):											\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	0	0	0	0	0
0	<b>Stats</b> (based on this page only)		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#####	#####	#####	#####	#####	#####	#####	#####							
Customers Plus Faces	Average \$ Amount Per Reorder											Average % Per customer											
0	TOTALS to date for the month:											\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	0	0	0	0	0
0	<b>Overall Stats</b> (based on pages 1 & 2)		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#####	#####	#####	#####	#####	#####	#####	#####							
	Average \$ Amount Per Customer											Average % Per customer											

\*Place Recruiting Information in every re-order bag (any Mary Kay team-building flyer).

**Page 3 - Wholesale Use / Personal Sales (Self / Other Consultants)**

Name:	0		Ph #	0		Email:	0	
Address:	0					Director:	0	
# of Sales	SOLD TO: (Personal Use, Personal Gifts or Name of Consultant Product wasw Sold to)	Phone Number	Date	\$ Sold (Retail)	\$ Tax Received	\$ Non-Recovered Tax	NOTES:	
1						\$0.00		
2						\$0.00		
3						\$0.00		
4						\$0.00		
5						\$0.00		
6						\$0.00		
7						\$0.00		
8						\$0.00		
9						\$0.00		
10						\$0.00		
11						\$0.00		
12						\$0.00		
13						\$0.00		
14						\$0.00		
15						\$0.00		
16						\$0.00		
17						\$0.00		
18						\$0.00		
19						\$0.00		
20						\$0.00		
21						\$0.00		
22						\$0.00		
23						\$0.00		
24						\$0.00		
25						\$0.00		
26						\$0.00		
27						\$0.00		
28						\$0.00		
29						\$0.00		
30						\$0.00		
<b>TOTALS (This Page):</b>				\$0.00	\$0.00	\$0.00		