

## Income Producing Activities - Tracking Sheet for Sales Directors

Name: \_\_\_\_\_ Month: \_\_\_\_\_

Do you want results from your Mary Kay business?  
Then concentrate on these income producing activities on a weekly basis.

- |  |                                      |                                  |
|--|--------------------------------------|----------------------------------|
| A = skin care class/production preview | D = personal team building interview | G = 5 contacts with Unit members |
| B = \$100 in sales                     | E = Unit team building interview     | H = 5 new personal contacts      |
| C = guest follow up                    | F = personal guest to a Unit meeting | I = new Unit member              |

What is your goal? \_\_\_\_\_

Grand Achiever Activity  
complete any 10 activities

Premier Club Activity  
complete any 15 activities

Cadillac Activity  
complete any 20+ activities

Write the letter representing the activity beside the number as you complete it.  
You will probably do some activities more than once.

Week 1			
1		11	
2		12	
3		13	
4		14	
5		15	
6		16	
7		17	
8		18	
9		19	
10		20	

Week 2			
1		11	
2		12	
3		13	
4		14	
5		15	
6		16	
7		17	
8		18	
9		19	
10		20	

Week 3			
1		11	
2		12	
3		13	
4		14	
5		15	
6		16	
7		17	
8		18	
9		19	
10		20	

Week 4			
1		11	
2		12	
3		13	
4		14	
5		15	
6		16	
7		17	
8		18	
9		19	
10		20	

The idea for this form was provided by National Sales Director Bett Vernon