



Income-Producing Activities Tracking Sheet for E.D.G.E. Consultants!

Name: _____ Month: _____

What results do you want from your Mary Kay business?
Concentrate on these income-producing activities on a weekly basis. The number you complete will determine your results.

A—Skin Care Class/Collection Preview min. \$100 retail sales/3 faces	D—\$100 retail in customer service, PWS, or brochure sales	G—1 guest to a unit mtg.– talks to Director
B—2 facials or on-the-go appts. min \$100 retail/3faces	E.—1 marketing tape follow up with questionnaire completed	H—7 new names and numbers
C—2 new bookings	F—1 team-building interview with questionnaire completed	I—1 New Team Member

What's Your Goal?

1. In the spaces below, write the letter of each activity as you complete it.
2. A variety of activities are suggested, but you'll want skin care classes/collection previews to be your first priority!
3. Complete this sheet every week and submit to your Director at the end of each month.

Are you a part time Consultant?

Complete any 5 activities each week
or 1 per day

Are you a full time Consultant?

Complete any 10 activities each week
or 2 per day

Do you want to earn the use of a car
or be a Sales Director?

Complete any 15 activities each week
or 3 per day

<u>WEEK 1</u>		<u>WEEK 2</u>		<u>WEEK 3</u>		<u>WEEK 4</u>	
1	9	1	9	1	9	1	9
2	10	2	10	2	10	2	10
3	11	3	11	3	11	3	11
4	12	4	12	4	12	4	12
5	13	5	13	5	13	5	13
6	14	6	14	6	14	6	14
7	15	7	15	7	15	7	15
8		8		8		8	