

Money Making is Easy in Mary Kay!

Know when to do what activity for maximum return

Use your “brain” to decide how things are to be done then use your “heart” to finish the job! If you are doing something other than these money making activities then *STOP* and regroup to build your career and quit wasting time, energy and money.

Spectrum of people activity and behavior; where are you?

LAZY

PRODUCTIVE

PERFECTIONIST

Money making activities (to be done during business hours):

1. Doing a class or facial.
2. Setting a class or facial.
3. Calling for reorders.
4. Networking for leads by phone or out and about for referrals.
5. Training at Unit meeting with a guest you bring for marketing plan or model makeovers.
6. Interviewing someone after a class.
7. Interviewing someone at lunch.
8. Confirming appointments.
9. Pre-profiling class guests on the phone.
10. Follow-up activity from classes or interviews.
11. Follow-up with team members.
12. Follow-up with hostesses.
13. Coaching.
14. Filling orders to mail that day.
15. Calling Preferred Customers.
16. Listening to CDs while cooking dinner, putting make up on, or driving, etc.
17. Setting daily goals in order of importance for 5—10 minutes.
18. Attending special company functions with a guest or your support system (husband, friend, etc.)
19. Doing a presentation on Mary Kay at a business.
20. Having a booth at a show or event and handing out cards, brochures and collecting names and numbers.

Non Money Making (yet, extremely important) Activities to be done after hours:

1. Paperwork of any kind.
2. Checking in / organizing your MK inventory.
3. Ordering product or business supplies.
4. Setting goals.
5. Filling out summary sheet and weekly planner.
6. Reading educational material for business.
7. Packing recruiting and hostess packets.
8. Clean and organize for your next class.
9. Mail hostess packets.
10. Make copies
11. Clean office
12. Book keeping and filling out deposit slips, etc.
13. Pack showcase and roll up bag.
14. Labeling products and brochures.
15. Organize and file handouts.
16. Read meeting notes.
17. Practice dialogues, smiling, etc. in mirror.
18. Addressing birthday and anniversary cards, brochures, specials, etc. for customers.
19. Organizing customers on your Preferred Customers list.
20. Any and all kinds of “creative avoidance.”