

INCOME-PRODUCING ACTIVITIES TRACKING SHEET FOR CONSULTANTS

DO YOU WANT RESULTS FROM YOUR MARY KAY BUSINESS?

CONCENTRATE ON THESE INCOME-PRODUCING ACTIVITIES ON A WEEKLY BASIS.

NAME:

MONTH:

A HOLD A PARTY - 3IPA

B HAVE A \$100 DAY - 1IPA

C "DO A FACE" - 1IPA

D LEADERSHIP INTERVIEW W/PEARL GIRL SHARE - 2IPA

E BRING GUEST TO EVENT - 1IPA

F FOLLOW UP (EVENT, PARTY, SHARE) - 1IPA

G 5 NEW CONTACTS/REFERRALS - 1IPA

H 2 NEW BOOKINGS - 1IPA

I 1 NEW TEAM MEMBER - 3IPA

J WATCH VIDEO W/ FOLLOW UP QUESTIONS - 1 IPA

K 10 REACH OUTS (INDIVIDUAL CONTACT ATTEMPTS FOR YOUR BUSINESS WITH CURRENT TEAM MEMBERS & CUSTOMERS, OR BOOKING NEW APPTS) - 1IPA

WHAT'S YOUR GOAL?

CONSULTANT PART TIME
COMPLETE ANY 5 IPAS

CONSULTANT FULL TIME
COMPLETE ANY 10 IPAS

DRIVING FREE
COMPLETE ANY 15 IPAS

DIQ - DIRECTOR
COMPLETE ANY 20 IPAS

WRITE THE LETTER OF EACH ACTIVITY AS YOU COMPLETE IT. YOU WILL PROBABLY DO SOME ACTIVITES MORE THAN ONCE.

WEEK 1

WEEK 2

WEEK 3

WEEK 4

1	13	24	1	13	24	1	13	24	1	13	24
2	14	25	2	14	25	2	14	25	2	14	25
3	15	26	3	15	26	3	15	26	3	15	26
4	16	27	4	16	27	4	16	27	4	16	27
5	17	28	5	17	28	5	17	28	5	17	28
6	18	29	6	18	29	6	18	29	6	18	29
7	19	30	7	19	30	7	19	30	7	19	30
8	20	31	8	20	31	8	20	31	8	20	31
9	21	32	9	21	32	9	21	32	9	21	32
10	22	33	10	22	33	10	22	33	10	22	33
11	23	34	11	23	34	11	23	34	11	23	34
12	23	35	12	23	35	12	23	35	12	23	35

DID YOUR ACTIVITES SUPPORT YOUR GOAL THIS WEEK? HOW DOES THIS WEEK COMPARE TO LAST WEEK?