

WE . STRATEGIZE

WE. EXECUTE

WE . INFLUENCE



MY BRAIN BOOK created by Leah Lauchlan

SEMINAR 2022 January - February - March



The Brain Book is meant to be printed with double-sided pages so that your Week-at-a-Glance calendar pages line up correctly.

It is very helpful to add tabs to the following pages:

- Month-at-a-Glance Calendar,
- Weekly Planning,
- Tracking Small Daily Wins,
- Power Program Tracking

The New Consultant Tracking is at the very end of the "Brain Book." Please choose the quantity of this you would like to have printed in the book based on your needs.

If there is a page you will not use, don't have it printed in your Brain Book. Customize this to make it work for you. Keep in mind that removing a page could cause your week-at-a-glance pages to not line up together. A solution is to add a blank page where needed so that your week-at-a-glance sections line up correctly.

There is a Seminar Tracking Packet available to download. You can have this printed separately and added to the end of this Quarter's Brain Book.

Goal Setting for the Next 90 Days

- PAGE 3 Step 1: Questions & Answers
 - 7 Step 2: Number Crunching
 - 9 Step 3: 90 Day Communication Strategy
 - 10 Step 4: Identifying Small Daily Wins
 - 11 13 Week Strategy to Building Stars
 - 12 Unit Stars & Quarterly Event

JANUARY 2022

- 13 Month-At-A-Glance
- 14 2 Weeks-At-A-Glance
- 16 15-Day Tracking
- 18 2 Weeks-At-A-Glance
- 20 Brain Dump Lists
- 21 Weekly Planning
- 22 Tracking Small Daily Wins
- 23 BOOK 10 Tracking
- 24 Power Program Tracking
- 26 Beat Your Best Tracking
- 27 Career Survey Tracking

FEBRUARY 2022

- 31 Month-At-A-Glance
- 32 2 Weeks-At-A-Glance
- 34 15-Day Tracking
- 36 2 Weeks-At-A-Glance
- 38 Brain Dump Lists
- 39 Weekly Planning
- 40 Tracking Small Daily Wins
- 41 BOOK 10 Tracking
- 42 Power Program Tracking
- 44 Beat Your Best Tracking
- 45 Career Survey Tracking

MARCH 2022

- 49 Month-At-A-Glance
- 50 2 Weeks-At-A-Glance
- 52 15-Day Tracking
- 54 2 Weeks-At-A-Glance
- 56 Brain Dump Lists
- 57 Weekly Planning
- 58 Tracking Small Daily Wins
- 59 BOOK 10 Tracking
- 60 Power Program Tracking
- 62 Beat Your Best Tracking
- 63 Career Survey Tracking
- 66 Print as many of this page as needed:
 New Consultant Tracking



STEP 1

JILI I	
Beautiful Questions & Beautiful Answers	
Imagine yourself a year from today. Describe the greatest outcome you would like to see in your life and business. Be specific.	
WHO do you want to be, and what do you want to be known for?	"Everyone ends up somewhere in life, but only a few people end up somewhere on purpose." - Andy Stanley
	What do you really want the most right now?
What makes you happy?	Vision is the tension between what IS and what would
	be. Describe the tension between what you have right now (life and/or business) and what you want to have.
When do you feel best about yourself?	
What makes you feel centered?	Check your heart are you really #ALLin? Describe how it would FEEL, how you would WORK and the DAILY CHOICES you would make when you are #ALLin.

What creates this happiness?	really want to live and the values you have?
What would need to change in order to duplicate that happiness more often?	
	"Pursuing a vision will test, stretch and at times exhaust
Think about your business - WHERE in the sequence of the full circle process do you have a tendency to "drop the ball"?	your faith. And while you are pulling your hair out down here, God revels in the glory he receives." - Andy Stanley
	What are you committed to change in your life? In your business?
What are some things you have been unwilling to do that when you start doing them everything would change?	

What would have to happen for you to be able to say that this has been your best seminar year ever?



1.

2.

3.

4.

5.

6.

7.

8.

9.

10.

11.

12.

13.

14.

15.

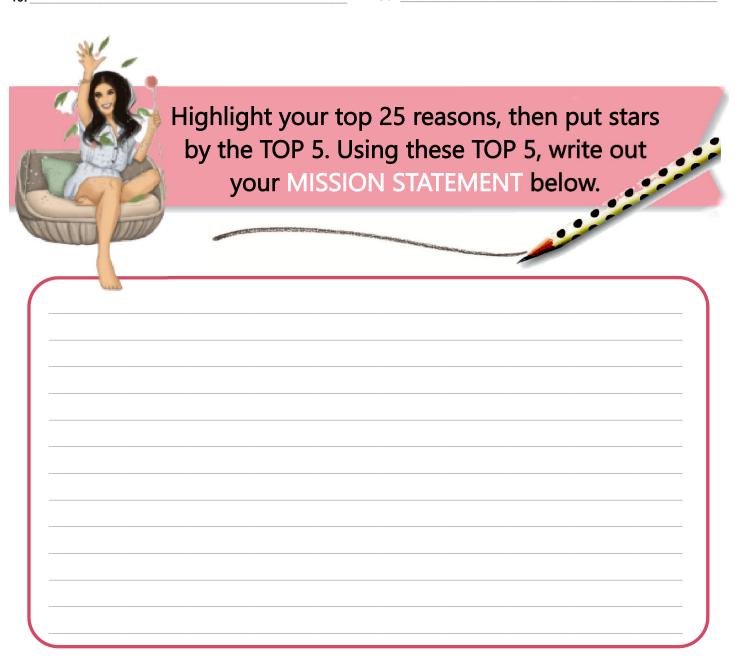
If you could have your heart's desire and not fail, what would you achieve by...

Sept 30	
Dec 31 _	
Mar 31	
Jun 30 _	

Give 50 REASONS for achieving the goal you just listed.

16
17
18
19
20.
21
22
23
24
25
26
27
27
28
29
20
30

31	41	
32	42	
33	43	
34	44	
35	45	
36	46	
37	47	
38	48	
39	49	
40	50.	







STEP 2

Time For Some Number Crunching

What is your year-lo	ong Seminar goal?	

Personal Court of Sharing

National Court of Sharing - 24 Qualified Area Court of Sharing - 12 Qualified

What is your Seminar Goal for # of Personal Qualified?	#
YTD Agreements:	#
YTD Personal Qualified:	#
How many Personal Qualified to finish the goal:	#
How many agreements per month would finish your goal?	#
How many career surveys do you need to do monthly to achieve the number above?	#
Current personal team (non-T) size:	#

Reverse design your goal by breaking the big goal down into small daily activities/wins. What daily activity would create the number of Career Surveys and Personal Agreements goal above? Be specific.

Let's set goals for the next 90 days that will move you toward your year-long Seminar goal.

The objective of this number crunching section is to identify the default activities or Small Daily Wins (SDW) that will create the growth to achieve your year-long Seminar goal. Nothing changes until you change what you do daily and every goal can be broken down into small, achievable, bite-sized, micro wins and activities.

Personal Court of Sales

National Court of Sales - \$40K Retail Area Court of Sales - \$20K Retail

What's your YTD Personal Retail?	\$
How much wholesale do you need each month to complete your goal?	\$
How much retail do you need to sell per month to order the above wholesale?	\$
What monthly activity would create the retail sales goal listed above?	
Based on the 60/40 split what is your profit per month?	\$
What will you spend your profit on each month?	

Reverse design your goal by breaking the big goal down into small daily activities/wins. What daily activity would create the retail sales goal you set above? Be specific.

Unit Size Matters

Unit agreements per month goal:	#
How many Career Surveys/ Guests would create the number of agreements goal listed above?	#
Current unit size:	#
Unit size by end of this 90 day cycle:	#

Reverse design your goal by breaking the big goal down into small daily activities/wins. What daily activity would create the number of Career Surveys/Guests and Agreements goal above? Be specific.

Life Goals

What are your LIFE goals for the next 90 DAYS? Circle 1-2 areas you want to grow in:

SPIRITUAL HEALTH FINANCIAL LEADERSHIP MARRIAGE PERSONAL GROWTH

RELATIONSHIPS/FAMILY

What ACTIVITY will you do to grow in that area?

Monthly Production

Production Goal Jan:	\$
Production Goal Feb:	\$
Production Goal Mar:	\$
What is the average production your base unit produces?	\$
How much new production do you need to bring in?	\$_

What is your strategy to bring in the new production needed to hit your production goal this month?

ti's hard to be an entrepreneur. It's hard to work for someone else. It's hard to be a stay at home mom. It's hard to manage wealth. It's hard to be broke. It's hard to have children. It's hard to not be able to have children. It's hard to be married. It's hard to not find a spouse. It's hard to stay fit. It's hard to be sedentary. It's hard to live an intentional life. It's hard to experience the results of not being intentional. It's hard to work hard. It's hard to be lazy.

Choose your hard.

It is tempting to think the grass is greener, yet all circumstances come with their own set of "hard". And we all have the power to choose. So choose your "hard" wisely and then own your choices, because the life we are all living is exactly what we have chosen it to be. ? ?

- Leah Lauchlan



STEP 3

A SMART goal is an effective goal.

S - specific

M - measurable

A - activity planned

R - relevant

T - time bound

Consider these questions as you plan your communications for the next 90 days.

- 1. How will you promote & recognize the Power Program? The STAR Consultant program?
- 2. Do you have a Power Program Girl's Night Out and STAR Outings planned?
- 3. How will you coach, promote and recognize the Book 10 program?
- 4. How will you promote and recognize moving up the career path into RED?
- 5. If you have "ready right now" key people in your unit, what is your 1-on-1 coaching plan with them?
- 6. What's your campaign strategy for the next event coming up? How will you promote it?
- 7. What recognition will you have at your meeting this quarter? (inspect what you expect)
- 8. How will you affirm the consultants at your meeting?
- 9. What will you train on at your meeting this quarter?
- 10. How will you train the new consultants in your unit this month?
- 11. How will you train on product knowledge and
- 12. What are your systems for new consultant follow-up?
- 13. How do you track new consultants?
- 14. Do you have wins for the "little people" in your unit?
- 15. Are the promotions and recognition in your newsletter and on your website up-to-date?
- 16. What communication can you delegate?

Break down your Communication Systems into a Weekly Plan.

Monday

Tuesday

Wednesday

Thursday

Friday

Saturday

Plug your 90-Day Communication Strategy into your Week-at-a-Glance section.



STEP 4

from Darren Hardy's 3-Step "Massive Transformation Formula"

Identifying My Small Daily Wins (SDWs)

you to say, "This was the best Seminar year ever?"											

What small daily wins (SDWs) would directly influence the goal you just wrote down above? Pick only 2-5 behaviors that are "stupid simple" and can create the sense of victory every day. These have to be microwins that can be easily accomplished each day, but will also move you toward your goal. The biggest pitfall when identifying SDWs is not being specific enough. Be as specific as possible.



Transfer 2 to 5 SDWs to your "15-Day Tracking" sheet AND "Tracking Small Daily Wins" page to keep track of your consistency.

What you *get* by achieving your goals is not as important as what you *become* by achieving your goals. - zig ziglar



This goal setting process is pointless unless you review and remember it. I want to recommend a time once a week that you read through and review your goals. What would be a good day to do that?

Most of us are visual learners and there is power in "seeing" your goal every day. How can you visually keep your goal in front of you each day?



13-Week Strategy for Building Stars

WEEK I

- Launch flyer promoting the outing
- Have consultants choose the prize they WANT and set their STAR goal for the quarter at the meeting
- Feature the previous quarter's STARs in the newsletter & website
- Have recognition in place to track STAR Consultants for the quarter - add pictures as Consultants complete their STAR

WEEK 2

- Have assistant send on-target email that features prizes at each level and features flyer for the outing
- Who can you coach this week about being a STAR?

WEEK 3

- Have assistant send on-target email that features prizes at each level and features the flyer for the outing
- Have assistant send e-card (only to those on-target or close) that shows how close they are to each level
- Mail hand written postcard to those on-target (or those you believe can finish their STAR)
- Set up coaching/connect calls with Consultants who you believe can finish their STAR

WEEK 4

- Have assistant send on-target email that features prizes at each level and features the flyer for the outing
- Have on-target STAR reception before meeting for anyone with \$600 wholesale in
- Train on becoming a STAR and selling at the meeting
- Who can you coach this week about being a STAR?

WEEK 5

- Have assistant send on-target email that features prizes at each level and features the flyer for the outing
- Who can you coach this week about being a STAR?
- Do a fun Facebook LIVE video in your private unit group promoting the STAR outing or a selling idea to finish their STAR or do recognition for who's on-target

WEEK 6

- Have assistant send on-target email that features prizes at each level and features the flyer for the outing
- Who can you coach this week about being a STAR?

WEEK 7

- Have assistant send on-target email that features prizes at each level and features the flyer for the outing
- Have assistant send e-card (only to those on-target or close) that shows how close they are to each level

- Mail hand written postcard to those on-target (or those you believe can finish their STAR)
- Set up coaching/connect calls with Consultants who you believe can finish their STAR
- Who can you coach this week about being a STAR?

WEEK 8

- Have assistant send on-target email that features prizes at each level and features the flyer for the outing
- Have on-target STAR reception before meeting for anyone with \$1200 wholesale in
- Train on becoming a STAR and selling at the meeting
- Who can you coach this week about being a STAR?

WEEK 9

- Have assistant send on-target email that features prizes at each level and features the flyer for the outing
- Who can you coach this week about being a STAR?
- Do a fun Facebook LIVE video in your private unit group promoting the STAR outing or a selling idea to finish their STAR or do recognition for who's on-target

WEEK 10

- Have assistant send on-target email that features prizes at each level and features the flyer for the outing
- Who can you coach this week about being a STAR?

WEEK II

- Have assistant send on-target email that features prizes at each level and features the flyer for the outing
- Mail hand written postcard to those on-target (or those you believe can finish their STAR)
- Train on becoming a STAR and selling at the meeting (use 21 Ways to Finish Your STAR)
- Set up coaching/connect calls with Consultants who you believe can finish their STAR

WEEK 12

- Have assistant send on-target email that features prizes at each level and features the flyer for the outing
- Have assistant send e-card (only to those on-target or close) that shows how close they are to each level
- Who can you coach this week about being a STAR?
- Do a STAR Blitz this week, training on a new sales challenge each day

WEEK 13

- Have assistant send on-target email that features prizes at each level and features the flyer for the outing
- Recognize STARs at the meeting
- Who can you coach this week about being a STAR?

•

MAKE IT HAPPEN!

Who, in my Unit, can build to STAR Consultant level?

	1.	 																																	
	_																																		
-		 	-	- '	 -	-	- "	-	-	-	-	-	=	-	-	=	-	-	-	- '	 -	-	-	1	4	-	-	4	-	-	4	-	-	-	•

UNIT	Sar	MY UNIT STAR GOAL:
1.	2.	3.
4.	5.	6.
1.	2.	3.
10.	11.	12.
13.	14.	15.
16.	17.	18.
19.	20.	21.
22.	23.	24.
25.	26.	27.

What EVENT is coming up this Quarter?

28.

MY UNIT GOAL FOR ATTENDEES:

A list

1.
2.
3.
4.
5.
6.
7.
8.
9.
10.

B list

29.

2.
3.
4.
5.
6.
7.
8.
9.
10.
11.

T list

Those who probably won't come, and to anyway.

Those who probably won't come, and the probably won't co

12.

Family 2022

Se la						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31				M	

JAN JUMPSTART
CAMPAIGNING

DESIGNING MY ONE PRECIOUS LIFE

Jan 3-9

This week's #1 FOCUS: _____

MONDAY JAN 3	TUESDAY JAN 4	WEDNESDAY JAN 5	THURSDAY JAN 6
	-	-	
7am	7am	7am	7am
8am	8am	8am	8am
9am	9am	9am	9am
10am	10am	10am	10am
<u>1</u> 1am	11am	11am	11am
12pm	12pm	12pm	12pm
1pm	1pm	1pm	1pm
2pm	2pm	2pm	2pm
3pm	3pm	3pm	3pm
4pm	4pm	4pm	4pm
5pm	5pm	5pm	5pm
6pm	6pm	6pm	6pm
<u>7pm</u>	7pm	7pm	7pm

Jan 10-16 This week's #1 FOCUS: _____

MONDAY JAN 10	TUESDAY JAN 11	WEDNESDAY JAN 12	THURSDAY JAN 13
		_	
7am	7am	7am	7am
8am	8am	8am	8am
9am	9am	9am	9am
10am	10am	10am	10am
<u>11am</u>	11am	11am	11am
12pm	12pm	12pm	12pm
1pm	1pm	1pm	1pm
2pm	2pm	2pm	2pm
3pm	3pm	3pm	3pm
4pm	4pm	4pm	4pm
5pm	5pm	5pm	5pm
6pm	6pm	6pm	6pm
7pm	7pm	7pm	7pm

Section 1			
Jan 3-9			
Juli 3-7		_	WEEKLY REVIEW
FRIDAY JAN 7	SATURDAY JAN 8	SUNDAY JAN 9	What went well this week?
			-
	 -	-	
7am	7am	7am	
8am	8am	8am	What was disappointing?
9am	9am	9am	
10am	10am	10am	
	11am		
12pm	12pm	12pm	What was my biggest win?
1pm	1pm	1pm	- What was thy biggest will?
2pm	2pm	2pm	_
3pm	3pm	3pm	_
4pm	4pm	4pm	_
5pm	5pm	5pm	What did I learn?
6pm	6pm	6pm	_
7pm	7pm	7pm	
Jan 10-16			WEEKLY REVIEW
FRIDAY JAN 14	SATURDAY JAN 15	SUNDAY JAN 16	What went well this week?
			•
		_	
7am	7am	7am	- What was disappointing?
8am	8am	8am	-
9am	9am	9am	<u>_</u>
<u>10am</u>	10am	10am	_
<u>11am</u>	11am	11am	_
12pm	12pm	12pm	What was my biggest win?
1pm	1pm	1pm	
2pm	2pm	2pm	
3pm	3pm	3pm	
4pm	4pm	4pm	- What did I learn?
5pm	5pm	5pm	
6pm	6pm	6pm	
7pm	7pm	7pm	

I Can Do Anything for 15 Days! Jan 1-Jan 15

My Small Daily Wins (SDWs) (list up to 5 key behaviors that drive your results)	I Will Book 12 Beauty Experie	ences in	the Next	: 15 Day	s to Ho	ld 6	١
1	(inglinght the appointments that held, riark b	e for beaut	Ly Experience	Le lor r lor	raciai/D0	udie Faciai)
2	1						
3	2						
4	3						
5.	4						
	5						
	6	12.					
Check Off Each Day that You Complete ALL of Your Small Daily Wins	I Will Complete 12 Personal Career Surveys/ Personal Guests in the next 15 Days to	I Wi	II Add I (0+ New + Qualified	Agreem to earn t	ents Thi	is Montl oonus)
1 2 3 4 5	Gold Medal this Month (highlight New Team Members)	1.					
	1	2.					
6 7 8 9 10	2	3.					
	3	4.					
11 12 13 14 15	4 5.	5.					
11 12 10 17 10	5 6.	6.					
	7						
My CURRENT These are the NEXT	7. 8.						
Red Jackets Red Jackets to move up	9						
1. * 1	10	10.					
2. * 2	11.	LV	Vill Have	IO Day	ou Dua	uana Ash	
3. * 3	12	1 4	Vill Have In	My Unit			liever2
4. * 4	LIMPH MALE POR LOCAL MALE PICTURE AND A	(Beg	inning of m	onth. list t	hose vou b	elieve will	achieve.
5. * 5	I Will Write 5 Handwritten Notes This Month	End o	of month, h ks for each	ighlight the	se who DI ning Call h	D achieve. eside each	Put tally name.)
Book I am currently reading:							
	I Will Check-In With My Sr. Director/NSD	4.					
	Twice on Voxer This Month (talk) (talk)	5.					
	tain tain	6.					
I Will Ro In Front of 50 Paople	in the Next 15 Days (highlight Prospects)	7.					
1 Will be ill front of 50 reopie	ill the Next 13 Days (iligilight Prospects)	8.					
		10.					
			Circle tl	ne month	ıs I com	npleted_1	the
			rower	Program	tnis Ser	nınar 1e	ear
		July	Aug	Sept	0ct	Nov	Dec
		Jan	Feb	Mar	Apr	May	June
		Ci	rcle the	months this Sen			ok 10
		July	Aug	Sept	0ct	Nov	Dec
		Jan	Feb	Mar	Apr	May	une
What will need to happen for me to say t	his has been my best Seminar Year ever?	,,,,,		- 7661		,	,4110

Seminar 2022

I Can Do Anything for 15 Days! Jan 16-Jan 31

My Small Daily Wins (SDWs) (list up to 5 key behaviors that drive your results)	I Will Book 12 Beauty Experio	ences in	the Next	t 15 Day	s to Ho	ld 6	
1	(highlight the appointments that held; Mark B	t for Beau	y Experience	ce for h for	Facial/Do	uble Facial	1
2	1	7.					
3	2	8.					
4	3	9.					
5	4						
5	5						
	6						
Check Off Each Day that You Complete ALL							
of Your Small Daily Wins	I Will Complete 12 Personal Career Surveys/	I W	II Add 1	0+ New	Agroom	onts Thi	s Montl
	Personal Guests in the next 15 Days to	1 ***	highlight 5	+ Qualified	to earn 1	he \$500 b	onus)
1 2 3 4 5	Gold Medal this Month (highlight New Team Members)						,
	1						
6 7 0 0 10	2.	3.					
6 7 8 9 10	3.	3. 4.					
	4.	5.					
11 12 13 14 15	5	5. 6.					
	6.						
My CUDDENT Those are the NEVT	7						
My CURRENT These are the NEXT	8						
Red Jackets Red Jackets to move up	9.						
1	10	10.					
2. * 2	11	1.1	Will Hove	In Dow	or Drog	rom Ach	iovore
3. *	12		In	e 10 Pow My Unit	· Thic M	onth	
4	TARREST E LA COLLEGE DE LA COL	(Beg	inning of m	nonth, list the nighlight the n LIVE Coach	hose you l	pelieve will	achieve.
5. * 5	I Will Write 5 Handwritten Notes This Month	End (of month, h	ighlight tho	ise who DI	D achieve.	Put tally
				I LIVE COACI			
Book I am currently reading:							
	I Will Check-In With My Sr. Director/NSD						
	Twice on Voyer This Month						
	talk) (talk)	_					
I Will Be In Front of 50 People	in the Next 15 Days (highlight Prospects)	8.					
		9.					
			C : 1 4	. 4		1.4.1.4	d
				he month			
				Program	tills sei	IIIIai ie	ai
		July	Aug	Sept	0ct	Nov	Dec
		Jan	Feb	Mar	Apr	May	June
		Ci	rcle the	months this Sen			ık 10
		July	Aug	Sept	0ct	Nov	Dec
Allegt will used to begrow the use to say to	his has been you hast Sominan Vaan alow	Jan	Feb	Mar	Apr	May	June

What will need to happen for me to say this has been my best Seminar Year ever?

DESIGNING MY ONE PRECIOUS LIFE

Jan 17-23 This week's #1 FOCUS:

MONDAY JAN 17	TUESDAY JAN 18	WEDNESDAY JAN 19	THURSDAY JAN 20
	_		
7am			7am
8am	8am	8am	8am
9am	9am	9am	9am
<u>10am</u>	10am	10am	10am
<u>11am</u>	11am		11am
12pm	12pm	12pm	12pm
1pm	1pm	1pm	1pm
2pm	2pm	2pm	2pm
3pm	3pm	3pm	3pm
4pm	4pm	4pm	4pm
5pm	5pm	5pm	5pm
6pm	6pm	6pm	6pm
7pm	7pm	7pm	7pm

Jan 24-30 This week's #1 FOCUS: _____

MONDAY JAN 24	TUESDAY JAN 25	WEDNESDAY JAN 26	THURSDAY JAN 27
		-	
7am	7am		7am
8am	8am	8am	8am
9am	9am	9am	9am
10am	10am	10am	10am
<u>11am</u>	11am	11am	11am
12pm	12pm	12pm	12pm
1pm	1pm	1pm	1pm
2pm	2pm	2pm	2pm
3pm	3pm	3pm	3pm
4pm	4pm	4pm	4pm
5pm	5pm	5pm	5pm
6pm	6pm	6pm	6pm
<u>7</u> pm	7pm	<u>7</u> pm	7pm

17.00			
Jan 17-23			WEEKLY REVIEW
FRIDAY JAN 21	SATURDAY JAN 22	SUNDAY JAN 23	What went well this week?
	_	_	
7am	7am	7am	
8am	8am	8am	What was disappointing?
9am	9am	9am	
10am	10am	10am	
<u>1</u> 1am	11am	11am	
12pm	12pm	12pm	What was my biggest win?
1pm	1pm	1pm	,,,,,a,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
2pm	2pm	2pm	
3pm	3pm	3pm	
4pm	4pm	4pm	
5pm	5pm	5pm	What did I learn?
6pm	6pm	6pm	
7pm	7pm	7pm	
Jan 24-30			WEEKLY REVIEW
FRIDAY JAN 28	SATURDAY JAN 29	SUNDAY JAN 30	What went well this week?
		CREATE A BOOK 10 BY 5TH	
	_	PROMOTION FOR UNIT	
7am	7am	7am	What was disappointing?
8am	8am	8am	mar was alsappointing.
9am	9am	9am	
10am	10am	10am	
11am	11am	11am	
12pm	12pm	12pm	What was my biggest win?
1pm	1pm	1pm	

Seminar 2022 Qtr 3 - Page 19

2pm

3pm

4pm

5pm

6pm

7pm

What did I learn?

2pm

3pm

4pm

5pm

6pm

7pm

2pm

3pm

4pm

5pm

6pm

7pm

do to the connection of the co	ything rattling around in my head that I want and need to his week, I am now going to dump out on this page and prioritize. After I complete the brain dump, I will then ect these items to my TOP 3 GOALS on the Sunday hing page. If what I want and need to do are not directly ected to my Top 3, I have a choice to: not do it (eliminate) have someone else do it (delegate) create a better system for it to happen (automate) do it during non-people hours (before 9am or after 9pm) save it for a different time/season of life.
Week I	Week 2
Management of the contract of	
	•• ••••••••••••••••••••••••••••••••••••
100000000000000000000000000000000000000	**************************************
100000000000000000000000000000000000000	Nessessessessessessessessessessessessess
14000000000000000000000000000000000000	

140000000000000000000000000000000000000	
180000000000000000000000000000000000000	M
Week 3	Week 4

	•••••••••••••••••••••••••••••••••••••••
Management (1)	PI MESSAGE STATE OF THE PICTURE OF T
I 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	**************************************
H0000000000000000000000000000000000000	H
H	H
1000000000000000000000000000000000000	M*************************************



Identify your Big 3 Goals each week and make sure your to-dos are directly impacting those 3 Big Goals. If not, put them in the Miscellaneous category. USE ONE BOX EACH WEEK.

	BIG GOAL #1	BIG GOAL #2
Date:	BIG GOAL #3	MISCELLANEOUS
ŏ		
	BIG GOAL #1	BIG GOAL #2
ю. :-	BIG GOAL #3	MISCELLANEOUS
Date:		
	BIG GOAL #1	BIG GOAL #2
	BIG GOAL #1	BIG GOAL #2
e:		BIG GOAL #2 MISCELLANEOUS
Date:	BIG GOAL #1 BIG GOAL #3	
Date:		
Date:	BIG GOAL #3	MISCELLANEOUS
	BIG GOAL #3 BIG GOAL #1	MISCELLANEOUS
Date: Date:	BIG GOAL #3 BIG GOAL #1	MISCELLANEOUS BIG GOAL #2



from super-achievers. — Darren Hardy

							00/201			ennalay
Small Daily Win	Mon	Tue	Wed	Thur	Fri	Sat	Sun	Goal	Net	Achieved Y or N?
WEEK 1										
WEEK 2										
WEEK 3										
WEEK 4										
Commitment is doing										

Commitment is doing the thing you said you were going to do long after the mood you said it in has left you.

Date Range:	
-------------	--



COKING DATE.		1
HOSTESS	PHONE	7
GUEST	PHONE	4
L		

HOSTESS	PHONE
GUEST	PHONE
D.	

BOOKING DATE:		
	HOSTESS	PHONE
1.	GUEST	PHONE
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		

ВС	OKING DATE:	
7,	HOSTESS	PHONE
1.	GUEST	PHONE
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		

-	OKING DATE:		n.
	HOSTESS	PHONE	//
1.	GUEST	PHONE	4
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			

	HOSTESS	PHONE
	GUEST	PHONE
2.		
3.		
ŧ.		
5.		
5.		
7.		
В.		
).		
0.		

ВС	OKING DATE:	
	HOSTESS	PHONE
1.	GUEST	PHONE
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		

HOSTESS	PHONE
GUEST	PHONE

NOTE: Definition of a booking to count for your Book 5/10: a group appointment that has been confirmed (phone call 24-ish hrs after booking was made) with a date, a hostess and a guest list received (or in motion). The guest list must have 10+ contacts. The booking only counts toward your BOOK 5/10 when a confirmation coaching phone call has happened. Guests booked to meeting count as a booking when there are SIX confirmed (most likely only 3 will show up) to ONE meeting/event, OR if you have a meeting hostess who has provided a guest list of 10+ contacts. Lists are due to your Director by the 5th of every month.

ВС	OKING DATE:		_
	HOSTESS	PHONE	-X
I.	GUEST	PHONE	
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
	OVING DATE		a.

	HOSTESS	PHONE
1.	GUEST	PHONE
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		

#PrimedAndReady #WeWillRise



#UNLEASHED

Consultant:	
Director:	
Month:	

track your beauty sessions (BS)

BS= hostess + 2 (or more) guests

a full circle BS = \$200 sales + 2 future parties booked + 2 career surveys booked

	HOSTESS	PARTY SALES	# OF FUTURE PARTIES BOOKED	# OF CAREER SURVEYS BOOKED	# FACES AT SESSION
1.					
2.	,				
3.	POWER 3				
4.					
5.					
6.	POWER 6				
7.					
8.					
9.	POWER 9				
10.					
11.					
12.	POWER 12				
13.					
14.					
15.					
16.					
17.					
18.					
19.			2		
20.	EPIC 20				

	to-date results for month end total
	Total Qualified Parties
	Total Faces
	Total Retail Sales
	Career Survey/Guests
<u> </u>	New Team Members
	Wholesale Order
	Quarter to-date wholesale toward STAR

Requirements for POWER PROGRAM Levels

9 BS (or 45 faces) + 18 CS + \$900 WS (\$1800 retail) 6 BS (or 30 faces) + 12 CS + \$600 WS (\$1200 retail)

12 BS (or 60 faces) + 24 CS + \$1200 WS (\$2400 retail) Weekly focus: 3-4 + 6 + \$300 WS (sell \$600 retail/we Weekly focus: 2-3 + 5 + \$225 WS (sell \$450 retail/weekly Weekly focus: 1-2 + 3 + \$150 WS (sell \$300 retail/week) Weekly focus: 1 + 2 + \$75 WS (sell \$150 retail/week

new retail sales working toward \$1000 weeks

Week 1	
\$	RETAIL
\$	WHOLESALE
Week 2	
\$	RETAIL
\$	WHOLESALE
Week 3	
\$	RETAIL
\$	WHOLESALE

RETAIL WHOLESALE

career surveys and guests per week

H=Hostess V=Video/Call G=Guest Event L=Literature B=Basic N=New Recruit HGHLIGHT your new personal team members

Week 1 Career Surveys & Guests

 Н	٧	G	L	В	N
 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν
ш	1/	\mathcal{C}	Ŧ	D	N

Week 2 Career Surveys & Guests

\	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν

Week 3 Career Surveys	& G	ue	sts			
	Н	٧	G	L	В	N
	Н	٧	G	L	В	N
	Н	٧	G	L	В	N
	Н	٧	G	L	В	N
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	N

Week 4 Career Surveys & Guests

 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν

HVGLBN HVGLBN

_ HVGLBN

Century Club reorders

Week 1 \$	REORDER
Week 2 \$	REORDER:
Week 3 \$	REORDER:
Week 4 \$	REORDER

track your total reorders separate from new customer sales

Week 4

60 faces tracking Fill in with the names of your NEW faces with the retail amount she purchased

7	NEW FACE NAME & RETAIL AMOUNT
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	
20.	

	NEW FACE NAME & RETAIL AMOUNT
21.	
22.	
23.	
24.	
25.	
26.	
27.	
28.	
29.	
30.	
31.	
32.	
33.	
34.	
35.	
36.	
37.	
38.	
39.	
40.	

	NEW FACE NAME & RETAIL AMOUNT
41.	
42.	
43.	
44.	
45.	
46.	
47.	
48.	
49.	
50.	
51.	
52.	
53.	
54.	
5.	
5.	
57.	
58.	
59.	
60.	

track your STAR For each \$200 in wholesale you order, mark a square and track your progress!

\$200	\$400	\$600	\$800	\$1000	\$1200	\$1400	\$1600
\$1800 SAPPHIRE	\$2000	\$2200	\$2400 RUBY	\$2600	\$2800	\$3000 DIAMOND	\$3200
\$3400	\$3600 EMERALD	\$3800	\$4000	\$4200	\$4400	\$4600	\$4800 PEARL

Earn 600 points toward your STAR for every new personal qualified team member. Fill in a box for every one you add.

\$600 \$600 \$600 \$600 \$600

STAR QUARTERS

June 16 - Sept 15 Sept 16 - Dec 15

Dec 16 - March 15 March 16 - June 15





BEAT YOUR BEST

Commission Check
Total Production
13% Unit Commission
Personal Team Commission (9-13%)
Personal Qualified Bonus (\$100 each)
Unit Development Bonus
(3-4 qualified=\$300, 5+ qualified=\$500)
Unit Volume Bonus
must hit \$5K in Prod
Quarterly STAR Bonus
\$300 for 5 STARs, \$50 for each additional after 5
Offspring Commission
Wellness Bonus (Pd on Jan 15)
Cash for Car
Total Commission
Unit Size On The Grow - Check reports after month closes
Current NEW Month Unit Size
+ Personal Recruiting Goal
+ Unit Recruiting Goal
- I3s who will fall off End of Month
Unit Size Goal End Of Month
Onit size Goal End Or Worth
Personal Team
Personal Team
Personal Team Current Personal Team Size
Personal Team Current Personal Team Size 24+ is the goal – Lead by Example
Personal Team Current Personal Team Size 24+ is the goal – Lead by Example YTD Personal Qualfieds

	. 1817
Career Car Tracking — Grand Achiever=\$42	K, Premier=\$57K,
Cadillac=\$102K over 2 Quarters	
Car Level Goal	
1 st Qtr – Jan, Feb, Mar	
2 nd Qtr – Apr, May, June	
3 rd Qtr – July, Aug, Sept	
4 th Qtr – Oct, Nov, Dec	
Wholesale In	
Personal Qualified Bonuses	
Wholesale Needed	
Prod Needed per Month	
Unit Club - \$300K=1 st Unit Club, \$500K=Big G	irl Ring, \$650=Trip,
\$800K=Prestige Trip, \$1M=MILLION	
Year-Long Goal	
# of Months Left	
Wholesale Prod Needed Per Month	
STARs	
Total Year-Long STAR Goal Year	
1 st Qtr Total Goal/Actual #	/
2 nd Qtr Total Goal/Actual #	/
3 rd Qtr Total Goal/Actual #	/
4 th Qtr Total Goal/Actual #	/
Court Of Sales- Nat'l=\$40K Retail, Area=\$20	K Retail
YTD Personal Retail In	
Personal Retail Needed	
# of Months Left	
Wholesale Needed per Month	
Monthly Retail Sales Goal	

	20% Increase										
Sem Yr 2021	Unit W/sale	20% Increase	Sem '21 Monthly Goal	Actual W/sale	YTD Retail	2021 Personal Recruiting	2022 Personal Recruiting	2021 New Unit Recruiting	2022 New Unit Recruiting	2021 Unit Size	2022 Unit Size
July 2021											
Aug 2021											
Sep 2021											
Oct 2021											
Nov 2021											
Dec 2021											
Jan 2022											
Feb 2022											
Mar 2022											
Apr 2022											
May 2022											
June 2022											



Write down EVERY PERSON you're in front of this month. Put an * by the names of the people who you asked to make a YES or NO decision about the MK Opportunity - this will be the number you use to determine your Unit and Personal Recruiting Averagge. Highlight your prospects.

5 New is Maintenance. 10 NEW is GROWTH! 25 Career Surveys/Guests = 5 NEW 50 Career Surveys/Guests = 10 NEW 75 Career Surveys/Guests = 15 NEW

	Name	Consultant	Phone #	Event Attended	Interest Level	Notes
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						
32						
33						
34						
35						



Write down EVERY PERSON you're in front of this month. Put an * by the names of the people who you asked to make a YES or NO decision about the MK Opportunity - this will be the number you use to determine your Unit and Personal Recruiting Averagge. Highlight your prospects.

5 New is Maintenance. 10 NEW is GROWTH! 25 Career Surveys/Guests = 5 NEW 50 Career Surveys/Guests = 10 NEW 75 Career Surveys/Guests = 15 NEW

lanth:			

	Name	Consultant	Phone #	Event Attended	Interest Level	Notes
37	rtarre	Consultant	THORE #	Event / teteriaea	THE COLUMN	11000
38						
39						
40						
41						
42						
43						
44						
45						
46						
47						
48						
49						
50						
51						
52						
53						
54						
55						
56						
57			7			
58						
59						
60						
61						
62						
63						
64		=				
65						
66						
67						
68						
69						
70						
71						



Career Survey Tracking (cont'd)

Write down EVERY PERSON you're in front of this month. Put an * by the names of the people who you asked to make a YES or NO decision about the MK Opportunity - this will be the number you use to determine your Unit and Personal Recruiting Averagge. Highlight your prospects.

5 New is Maintenance. 10 NEW is GROWTH! 25 Career Surveys/Guests = 5 NEW 50 Career Surveys/Guests = 10 NEW 75 Career Surveys/Guests = 15 NEW

Λ	onth:		civing (con	* 50		Guests = 10 NEW Guests = 15 NEW
	Name	Consultant	Phone #	Event Attended	Interest Level	Notes
1					÷	

72			
73			
74			
75			
76			
77			
78			
79			
80			
81			
82			
83			
84			
85			
86			
87			
88	1		
89	-		
90			
91			
92			
93			
94			
95			
96			
97			
98			
99			
100			
101			
102			
103			
104			
105			
106			



February 2022

				8 6 2		
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28				*	X :

NOTES:

Jan 31-Feb 6 This week's #1 FOCUS: _____

MONDAY JAN 31	TUESDAY FEB 1	WEDNESDAY FEB 2	THURSDAY FEB 3
	WHO CAN I COACH TO		
	COMPLETE BOOK 10?		
7am	7am	7am	7am
8am	8am	8am	8am
9am	9am	9am	9am
10am	10am	10am	10am
11am	11am	11am	11am
12pm	12pm	12pm	12pm
1pm	1pm	1pm	1pm
2pm	2pm	2pm	2pm
3pm	3pm	3pm	3pm
4pm	4pm	4pm	4pm
5pm	5pm	5pm	5pm
6pm	6pm	6pm	6pm
7pm	7pm	7pm	7pm

Feb 7-13

This week's #1 FOCUS: _____

MONDAY FEB 7	TUESDAY FEB 8	WEDNESDAY FEB 9	THURSDAY FEB 10
	_		_
	7am	7am	7am
8am	8am	8am	8am
9am	9am	9am	9am
10am	10am	10am	10am
11am	11am	11am	11am
12pm	12pm	12pm	12pm
1pm	1pm	1pm	1pm
2pm	2pm	2pm	2pm
3pm	3pm	3pm	3pm
4pm	4pm	4pm	4pm
5pm	5pm	5pm	5pm
6pm	6pm	6pm	6pm
7pm	7pm	7pm	7pm

\$ *			
lan 21 Eah			WEEKLY REVIEW
Jan 31-Feb	0		What went well this week?
FRIDAY FEB 4	SATURDAY FEB 5	SUNDAY FEB 6	
			-
	7am		What was disappointing?
8am	8am	8am	
9am	9am	9am	
10am	10am	10am	
	11am		-
	12pm	12pm	- What was my biggest win?
1pm	1pm	1pm	-
2pm	2pm	2pm	_
3pm	3pm	3pm	
4pm	4pm	4pm	What did I learn?
5pm	5pm	5pm	
6pm	6pm	6pm	_
7pm	7pm	7pm	_
Feb 7-13			WEEKLY REVIEW
1607-13			What went well this week?
FRIDAY FEB 11	SATURDAY FEB 12	SUNDAY FEB 13	
	_		-
			What was disappointing?
8am	8am	8am	_ what was disappointing?
9am	9am	9am	-
10am	10am	10am	
12pm	12pm	12pm	What was my biggest win?
1pm	1pm	1pm	_
2pm	2pm	2pm	_
3pm	3pm	3pm	
4pm	4pm	4pm	What did I learn?
5pm	5pm	5pm	
6pm	6pm	6pm	
7pm	7pm	7pm	-

I Can Do Anything for 15 Days! Feb 1-Feb 15

My Small Daily Wins (SDWs) (list up to 5 key behaviors that drive your results)	I Will Book 12 Beauty Experier	ces in	the Next	15 Day	s to Ho	ld 6	
1	(highlight the appointments that held; Mark BE	for Beau	ty Experien	ce for F for	Facial/Do	uble Facial)
2	1						
3	2.						
4	3						
5	4 5.		·				
	5 6						
Check Off Each Day that You Complete ALL	·						
of Your Small Daily Wins	I Will Complete 12 Personal Career Surveys/						
	Personal Guests in the next 15 Days to						
1 2 3 4 5	Gold Medal this Month (highlight New Team Members)						
	1						
6 P 8 9 10	2.						
	3 4						
11 12 13 14 15	5						
	6						
My CURRENT These are the NEXT	7						
Red Jackets Red Jackets to move up	8						
1. * 1	9						
2. * 2	10						
3. * 3	11 12.						
4. * 4							
5. * 5	I Will Write 5 Handwritten Notes This Month						
		1.					
		2.					
Book I am currently reading:	I Will Check-In With My Sr. Director/NSD	3.					
	Turing on Verson This Manch	4. 5.					
	talk talk	5. 6.					
I Will Do In Front of EO Poorlo	in the Next IT Days (C. U. L. D.	7.					
I Will be ill Front of 50 reopie	in the Next 15 Days (highlight Prospects)	8.					
		9.					
		10.					
			0. 1 .				
			Circle ti	he month Program	1S I COM this Sor	ipleted t	ihe
		Lili		-			
		July	Aug	Sept	0ct	Nov	Dec
		Jan	Feb	Mar	Apr	Мау	June
		Ci	ircle the	months this Sen			ok 10
		July	Aug	Sept	0ct	Nov	Dec
						.,	

What will need to happen for me to say this has been my best Seminar Year ever?

I Can Do Anything for 15 Days! Feb 16-Feb 28

My Small Daily Wins (SDWs) (list up to 5 key behaviors that drive your results)	l Will Book 12 Beauty Experie	ences in	the Next	15 Day	s to Ho	ld 6	
	(highlight the appointments that held; Mark B	E for Beau	ty Experience	ce for F for	Facial/Do	uble Facial)
1. 2.	1	7.					
3	2	8.					
4	3	9.					
5	4						
	5						
Charle Off Facility Days About Very Commission All	6	12.					
Check Off Each Day that You Complete ALL of Your Small Daily Wins	I Will Complete 12 Personal Career Surveys/	LW	II. A 1 1 1 1	0 . N		. 71.1	M a
	Personal Guests in the next 15 Days to	I WI	II AGG 11 highlight 5	0+ New + Qualified	Agreem to earn t	ients Ini he \$500 b	S MONTI Onus)
1 2 3 4 5	Gold Medal this Month (highlight New Team Members)			Q			
****	1						
6 7 8 9 10	2						
	3	4.					
14 19 19 14 15	4	5.					
11 12 13 14 15	5	6.					
	6	7.					
My CURRENT These are the NEXT	7						
Red Jackets Red Jackets to move up	8 9						
l. * 1	10	10.					
2. * 2	11	1.	Will Hove	In Dow	or Drog	rom Ach	iovore
3. *	12	1 1		· 10 Pow My Unit			iever2
1. * 4	I Will Write E Handwritten Notes This Month	(Beg	inning of m	onth. list tl	hose vou b	elieve will	achieve.
5. * 5	I Will Write 5 Handwritten Notes This Month	End (or month, h ks for each	nighlight tho LIVE Coach	se wno וע ning Call b	eside each	name.)
		2.					
Book I am currently reading:	I WELL OF THE WEST WICE DE A VICED						
	I Will Check-In With My Sr. Director/NSD						
	Twice on Voxer This Month talk talk						
I Will Be In Front of 50 People	in the Next 15 Days (highlight Prospects)	7. 8.					
			Circle t	ha manti	s I com	nlotod 4	ho
				he month Program			
		July	Aug	Sept	Oct	Nov	Dec
			Feb	'			
		Jan	160	Mar	Apr	May	June
		Ci	rcle the	months			k 10
				this Sen	ninar Ye	ar	
		July	Aug	Sept	0ct	Nov	Dec
What will used to hannou kny we to say t	his has hoon wu host Sowinar Yoar ovor?	Jan	Feb	Mar	Apr	May	June

DESIGNING MY ONE PRECIOUS LIFE

Feb 14-20 This week's #1 FOCUS: _____

MONDAY FEB 14	TUESDAY FEB 15	WEDNESDAY FEB 16	THURSDAY FEB 17
	_	-	
		_	
7am	7am	7am	7am
8am	8am	8am	8am
9am	9am	9am	9am
10am	10am	10am	10am
11am	11am	11am	11am
12pm	12pm	12pm	12pm
1pm	1pm	1pm	1pm
2pm	2pm	2pm	2pm
3pm	3pm	3pm	3pm
4pm	4pm	4pm	4pm
5pm	5pm	5pm	5pm
6pm	6pm	6pm	6pm
7pm	7pm	7pm	7pm

Feb 21-27 This week's #1 FOCUS: _______

MONDAY FEB 21	TUESDAY FEB 22	WEDNESDAY FEB 23	THURSDAY FEB 24
	<u> </u>	-	
7am			7am
8am	8am	8am	8am
9am	9am	9am	9am
10am	10am	10am	10am
<u>11am</u>	11am	11am	11am
12pm	12pm	12pm	12pm
1pm	1pm	1pm	1pm
2pm	2pm	2pm	2pm
3pm	3pm	3pm	3pm
4pm	4pm	4pm	4pm
5pm	5pm	5pm	5pm
6pm	6pm	6pm	6pm
7pm	7pm	7pm	7pm

Feb 14-20			WEEKLY REVIEW
	CATURDAY FER 10	CUNDAY FED 20	What went well this week?
FRIDAY FEB 18	SATURDAY FEB 19	SUNDAY FEB 20	
	_		
	<u> </u>	· ·	
7am	7am	7am	What was disappointing?
8am	8am	8am	
9am	9am	9am	
10am	10am	10am	
11am	11am	11am	
<u>12pm</u>	<u>12pm</u>	12pm	What was my biggest win?
1pm	1pm	1pm	
2pm	2pm	2pm	
3pm	3pm	3pm	
4pm	4pm	4pm	What did I learn?
5pm	5pm	5pm	
		6pm	
7pm	7pm	7pm	
FRIDAY FEB 25	SATURDAY FEB 26	SUNDAY FEB 27	WEEKLY REVIEW What went well this week?
		CREATE A BOOK 10 BY 5TH	
		PROMOTION FOR UNIT	
7am			
8am	8am	8am	What was disappointing?
9am	9am	9am	
10am	10am	10am	
	 11am		
12pm		12pm	What was my biggest win?
1pm			
2pm			
3pm	3pm	3pm	
4pm	4pm	4pm	
5pm	5pm	5pm	What did I learn?
6pm	6pm	6pm	
<u>7pm</u>	7pm	7pm	

do this then proconnect Plannin connect 1) no 2) had 3) cr 4) do 5) sa	ing rattling around in my head that I want and need to week, I am now going to dump out on this page and ioritize. After I complete the brain dump, I will then to these items to my TOP 3 GOALS on the Sunday g page. If what I want and need to do are not directly ted to my Top 3, I have a choice to: to do it (eliminate) eate a better system for it to happen (automate) to it during non-people hours (before 9am or after 9pm) eve it for a different time/season of life. master at prioritizing my "best yes" in this season of life.
Week I	Week 2

	100000000000000000000000000000000000000

H	

***************************************	***************************************

	· · · · · · · · · · · · · · · · · · ·
Week 3	Week 4
	H
18000000000000000000000000000000000000	180000000000000000000000000000000000000
18000000000000000000000000000000000000	180000000000000000000000000000000000000
1000000000000000000000000000000000000	140000000000000000000000000000000000000
1000000000000000000000000000000000000	100000000000000000000000000000000000000
H	1000000000000000000000000000000000000
H	
H	
H	
H	
нестинента и политический полит	



Identify your Big 3 Goals each week and make sure your to-dos are directly impacting those 3 Big Goals. If not, put them in the Miscellaneous category. USE ONE BOX EACH WEEK.

	BIG GOAL #1	BIG GOAL #2
<u>.</u>	BIG GOAL #3	MISCELLANEOUS
Date:		
	BIG GOAL #1	BIG GOAL #2
Date:	BIG GOAL #3	MISCELLANEOUS
Da		
l l		
	BIG GOAL #1	BIG GOAL #2
	BIG GOAL #1	BIG GOAL #2
ie:	BIG GOAL #1 BIG GOAL #3	BIG GOAL #2 MISCELLANEOUS
Date:		
Date:		
Date:	BIG GOAL #3	MISCELLANEOUS
	BIG GOAL #3	MISCELLANEOUS

Seminar 2022



from super-achievers. — Darren Hardy

		from super-achievers. — Darren Ac				ennalay				
Small Daily Win	Mon	Tue	Wed	Thur	Fri	Sat	Sun	Goal	Net	Achieved Y or N?
WEEK 1										
WEEK 2										
WEEK 3										
WEEK 4										

Commitment is doing the thing you said you were going to do long after the mood you said it in has left you.

Date Range: –



PHONE

PHONE

8. 9. 10.

2.3.4.

5. 6.

7.

8.

9.

BOOKING DATE:

GUEST

			- 1
	HOSTESS	PHONE	
1.	GUEST	PHONE	
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
во	OKING DATE:		
	HOSTESS	PHONE	
	GUEST	PHONE	
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
BO	OKING DATE:	a company	
	HOSTESS	PHONE	
	GUEST	PHONE	
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
N	OTE: Definition of a book	king to count for your Book 5/10:	
a m co bo m of	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone cal loking when there are SIX con eeting/event, OR if you have a 10+ contacts. Lists are due to	king to count for your Book 5/10: een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 li has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue to your Director by the 5th of every month.	guest list when a g count as ONE
a m co bo m of	group appointment that has be ade) with a date, a hostess an ust have 10 contacts. The boo infirmation coaching phone cal boking when there are SIX con eeting/event, OR if you have a 10 contacts. Lists are due to OKING DATE:	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 lil has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue o your Director by the 5th of every month.	guest list when a g count as ONE
a m m co bo	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone cal loking when there are SIX con eeting/event, OR if you have a 10+ contacts. Lists are due to	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 il has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a que	guest list when a g count as ONE
a m m co bo m of	group appointment that has be ade) with a date, a hostess an ust have 10 contacts. The boo infirmation coaching phone cal boking when there are SIX con eeting/event, OR if you have a 10 contacts. Lists are due to OKING DATE:	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 lil has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue o your Director by the 5th of every month.	guest list when a g count as ONE
a m m co bo m of	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone cal looking when there are SIX con eeting/event, OR if you have a 10+ contacts. Lists are due to OKING DATE:	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 Il has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue or your Director by the 5th of every month.	guest list when a g count as ONE
a m m co bo m of BO	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone cal looking when there are SIX con eeting/event, OR if you have a 10+ contacts. Lists are due to OKING DATE:	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 Il has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue or your Director by the 5th of every month.	guest list when a g count as ONE
m m co bo m of BO	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone cal looking when there are SIX con eeting/event, OR if you have a 10+ contacts. Lists are due to OKING DATE:	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 Il has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue or your Director by the 5th of every month.	guest list when a g count as ONE
m m co bo m of BO	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone cal looking when there are SIX con eeting/event, OR if you have a 10+ contacts. Lists are due to OKING DATE:	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 Il has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue or your Director by the 5th of every month.	guest list when a g count as ONE
BO BO 1. 2. 3. 4.	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone cal looking when there are SIX con eeting/event, OR if you have a 10+ contacts. Lists are due to OKING DATE:	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 Il has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue or your Director by the 5th of every month.	guest list when a g count as ONE
a m m co bo m of BO 1. 2. 3. 4. 5. 6.	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone cal looking when there are SIX con eeting/event, OR if you have a 10+ contacts. Lists are due to OKING DATE:	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 Il has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue or your Director by the 5th of every month.	guest list when a g count as ONE
BO BO 1. 2. 3. 4. 5.	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone cal looking when there are SIX con eeting/event, OR if you have a 10+ contacts. Lists are due to OKING DATE:	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 Il has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue or your Director by the 5th of every month.	guest list when a g count as ONE
a m m co bc m of BO 1. 2. 4. 5. 6. 7. 8.	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone cal looking when there are SIX con eeting/event, OR if you have a 10+ contacts. Lists are due to OKING DATE:	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 Il has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue or your Director by the 5th of every month.	guest list when a g count as ONE
a m m co bc m of BO 1. 2. 3. 4. 5. 6. 7. 8. 9.	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone cal looking when there are SIX con eeting/event, OR if you have a 10+ contacts. Lists are due to OKING DATE:	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 Il has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue or your Director by the 5th of every month.	guest list when a g count as ONE
BO bo m of BO 1. 2. 3. 4. 5. 6. 7.	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone calloking when there are SIX concerting/event, OR if you have a 10+ contacts. Lists are due to OKING DATE: HOSTESS GUEST	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 Il has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue or your Director by the 5th of every month.	guest list when a g count as ONE
BO bo m of BO 1. 2. 3. 4. 5. 6. 7. 8.	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone calloking when there are SIX concetting/event, OR if you have a 10+ contacts. Lists are due to IOKING DATE: HOSTESS GUEST OKING DATE:	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 li has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue or your Director by the 5th of every month. PHONE PHONE	guest list when a g count as ONE
a m m co bo m of BO 1. 2. 3. 4. 5. 6. 7. 8. 9. IO. BO	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone calloking when there are SIX concerting/event, OR if you have a 10+ contacts. Lists are due to IOKING DATE: HOSTESS OKING DATE: HOSTESS HOSTESS	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 Il has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue or your Director by the 5th of every month. PHONE PHONE PHONE	guest list when a g count as ONE
BO BO I. 2. 3. 4. 5. 6. 7. 8. 9. IO.	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone calloking when there are SIX concetting/event, OR if you have a 10+ contacts. Lists are due to IOKING DATE: HOSTESS GUEST OKING DATE:	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 li has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue or your Director by the 5th of every month. PHONE PHONE	guest list when a g count as ONE
BO I. 2. 3. 4. 5. 6. 7. 8. 9. 10.	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone calloking when there are SIX concerting/event, OR if you have a 10+ contacts. Lists are due to IOKING DATE: HOSTESS OKING DATE: HOSTESS HOSTESS	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 Il has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue or your Director by the 5th of every month. PHONE PHONE PHONE	guest list when a g count as ONE
a m m coo bo m of BO	group appointment that has be ade) with a date, a hostess an ust have 10+ contacts. The boo infirmation coaching phone calloking when there are SIX concerting/event, OR if you have a 10+ contacts. Lists are due to IOKING DATE: HOSTESS OKING DATE: HOSTESS HOSTESS	een confirmed (phone call 24-ish hrs after id a guest list received (or in motion). The oking only counts toward your BOOK 5/10 Il has happened. Guests booked to meeting firmed (most likely only 3 will show up) to a meeting hostess who has provided a gue or your Director by the 5th of every month. PHONE PHONE PHONE	guest list when a g count as ONE

5.

6.

7.

8.

9. 10. #PrimedAndReady #WeWillRise



Consultant: __ Director: ____ Month:

I		•	9 9
tracy value r		CACCIONC	DC
track your k	Jeduly	3033101131	DO

BS= hostess + 2 (or more) guests

#UNLEASHED

a full circle BS = \$200 sales + 2 future parties booked + 2 career surveys booked

	HOSTESS	PARTY SALES	# OF FUTURE PARTIES BOOKED	# OF CAREER SURVEYS BOOKED	# FACES AT SESSION	
1.						
2.						
3.	POWER 3					
4.						
5.						
6.	POWER 6					
7.						
8.						
9.	POWER 9					
10.						
11.						
12.	POWER 12					
13.						
14.						
15.						
16.						
17.						
18.						
19.			2	,		
20.	EPIC 20					

to-date results for month end total
 Total Qualified Parties
 Total Faces
 Total Retail Sales
 Career Survey/Guests
New Team Members
 Wholesale Order
 Quarter to-date wholesale toward STAR

Requirements for POWER PROGRAM Levels

9 BS (or 45 faces) + 18 CS + \$900 WS (\$1800 retail) 6 BS (or 30 faces) + 12 CS + \$600 WS (\$1200 retail) 3 BS (or 15 faces) + 6 CS + \$300 WS (\$600 retail)

12 BS (or 60 faces) + 24 CS + \$1200 WS (\$2400 retail) Weekly focus: 3-4 + 6 + \$300 WS (sell \$600 retail/weekly Weekly focus: 2-3 + 5 + \$225 WS (sell \$450 retail/week) Weekly focus: 1-2 + 3 + \$150 WS (sell \$300 retail/week) Weekly focus: 1 • 2 • \$75 WS (sell \$150 retail/week)

new retail sales working toward \$1000 weeks

Week 1 WHOLESALE Week 2

RETAIL WHOLESALE

Week 3 **RETAIL** WHOLESALE Week 4

RFTAIL WHOLESALE

career surveys and guests per week

H=Hostess V=Video/Call G=Guest Event L=Literature B=Basic N=New Recruit HIGHLIGHT your new personal team members

Week 1 Career Surveys & Guests

 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν
Н	٧	G	L	В	Ν

Week 2 Career Surveys & Guests

	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
<u></u>	Н	٧	G	L	В	Ν

Work & Carpor Sunvove & Cupete

week 3 Career surveys a	k G	ue	STS			
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν

Week 4 Career Surveys & Guests

 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν

HVGLBN

_ HVGLBN

HVGLBN

Century Club reorders

Week 1 \$	REORDERS
Week 2 \$	REORDERS
Week 3 \$	REORDERS
Week 4 \$	REORDERS

track your total reorders separate from new customer sales

60 faces tracking Fill in with the names of your NEW faces with the retail amount she purchased

	NEW FACE NAME & RETAIL AMOUNT
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
0.	
11.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	

- 3	
	NEW FACE NAME & RETAIL AMOUNT
21.	
22.	
23.	
24.	
25.	
26.	
27.	
28.	
29.	
30.	
31.	
32.	
33.	
34.	
35.	
36.	
37.	
38.	
39.	
40.	

	NEW FACE NAME & RETAIL AMOUNT
41.	
12.	
43.	
44.	
45.	
46.	
47.	
48.	
49.	
50.	
51.	
52.	
53.	
54.	
5.	
5.	
57.	
58.	
59.	
60.	

track your STAR For each \$200 in wholesale you order, mark a square and track your progress!

\$200	\$400	\$600	\$800	\$1000	\$1200	\$1400	\$1600
\$180		\$2200	\$2400 RUBY	\$2600	\$2800	\$3000 DIAMOND	\$3200
\$340	0 \$3600 EMERALD	\$3800	\$4000	\$4200	\$4400	\$4600	\$4800

Earn 600 points toward your STAR for every new personal qualified team member. Fill in a box for every one you add.

\$600 \$600 \$600 \$600 \$600

STAR QUARTERS

June 16 - Sept 15

Sept 16 - Dec 15 Dec 16 - March 15

March 16 - June 15





BEAT YOUR BEST

Commission Check
Total Production
13% Unit Commission
Personal Team Commission (9-13%)
Personal Qualified Bonus (\$100 each)
Unit Development Bonus (3-4 qualified=\$300, 5+ qualified=\$500)
Unit Volume Bonus must hit \$5K in Prod
Quarterly STAR Bonus \$300 for 5 STARs, \$50 for each additional after 5
Offspring Commission
Wellness Bonus (Pd on Jan 15)
Cash for Car
Total Commission
10tal commission
Unit Size On The Grow - Check reports after month closes
Unit Size On The Grow - Check reports after month closes
Unit Size On The Grow - Check reports after month closes Current NEW Month Unit Size
Unit Size On The Grow - Check reports after month closes Current NEW Month Unit Size + Personal Recruiting Goal
Unit Size On The Grow - Check reports after month closes Current NEW Month Unit Size + Personal Recruiting Goal + Unit Recruiting Goal
Unit Size On The Grow - Check reports after month closes Current NEW Month Unit Size + Personal Recruiting Goal + Unit Recruiting Goal - I3s who will fall off End of Month
Unit Size On The Grow - Check reports after month closes Current NEW Month Unit Size + Personal Recruiting Goal + Unit Recruiting Goal - I3s who will fall off End of Month Unit Size Goal End Of Month
Unit Size On The Grow - Check reports after month closes Current NEW Month Unit Size + Personal Recruiting Goal + Unit Recruiting Goal - I3s who will fall off End of Month Unit Size Goal End Of Month Personal Team
Unit Size On The Grow - Check reports after month closes Current NEW Month Unit Size + Personal Recruiting Goal + Unit Recruiting Goal - I3s who will fall off End of Month Unit Size Goal End Of Month Personal Team Current Personal Team Size
Unit Size On The Grow - Check reports after month closes Current NEW Month Unit Size + Personal Recruiting Goal + Unit Recruiting Goal - I3s who will fall off End of Month Unit Size Goal End Of Month Personal Team Current Personal Team Size 24+ is the goal - Lead by Example YTD Personal Qualfieds Nat'l Ct of Sharing=24, Area Ct=12
Unit Size On The Grow - Check reports after month closes Current NEW Month Unit Size + Personal Recruiting Goal + Unit Recruiting Goal - I3s who will fall off End of Month Unit Size Goal End Of Month Personal Team Current Personal Team Size 24+ is the goal - Lead by Example YTD Personal Qualfieds

Career Car Tracking — Grand Achiever=\$42k Cadillac=\$102K over 2 Quarters	K, Premier=\$57K,
Car Level Goal	
1 st Qtr – Jan, Feb, Mar	
2 nd Qtr – Apr, May, June	
3 rd Qtr – July, Aug, Sept	
4 th Qtr – Oct, Nov, Dec	
Wholesale In	
Personal Qualified Bonuses	
Wholesale Needed	
Prod Needed per Month	
Unit Club - \$300K=1 st Unit Club, \$500K=Big Gi \$800K=Prestige Trip, \$1M=MILLION	rl Ring, \$650=Trip,
Year-Long Goal	
# of Months Left	
Wholesale Prod Needed Per Month	
STARs	
Total Year-Long STAR Goal Year	
1 st Qtr Total Goal/Actual #	/
2 nd Qtr Total Goal/Actual #	/
3 rd Qtr Total Goal/Actual #	/
4 th Qtr Total Goal/Actual #	/
Court Of Sales- Nat'l=\$40K Retail, Area=\$20K	Retail
YTD Personal Retail In	
Personal Retail Needed	
# of Months Left	
Wholesale Needed per Month	
Monthly Retail Sales Goal	

	20% Increase										
Sem Yr 2021	Unit W/sale	20% Increase	Sem '21 Monthly Goal	Actual W/sale	YTD Retail	2021 Personal Recruiting	2022 Personal Recruiting	2021 New Unit Recruiting	2022 New Unit Recruiting	2021 Unit Size	2022 Unit Size
July 2021			2 0								
Aug 2021											
Sep 2021											
Oct 2021											
Nov 2021											
Dec 2021											
Jan 2022											
Feb 2022											
Mar 2022											
Apr 2022											
May 2022											
June 2022											



Write down EVERY PERSON you're in front of this month. Put an * by the names of the people who you asked to make a YES or NO decision about the MK Opportunity - this will be the number you use to determine your Unit and Personal Recruiting Averagge. Highlight your prospects.

5 New is Maintenance. 10 NEW is GROWTH! 25 Career Surveys/Guests = 5 NEW 50 Career Surveys/Guests = 10 NEW 75 Career Surveys/Guests = 15 NEW

M	lont	Դ:	

	OHUI					
	Name	Consultant	Phone #	Event Attended	Interest Level	Notes
1						
2					4	
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						
32						
33						
34						
35						



Write down EVERY PERSON you're in front of this month. Put an * by the names of the people who you asked to make a YES or NO decision about the MK Opportunity - this will be the number you use to determine your Unit and Personal Recruiting Averagge. Highlight your prospects.

5 New is Maintenance. 10 NEW is GROWTH! 25 Career Surveys/Guests = 5 NEW 50 Career Surveys/Guests = 10 NEW 75 Career Surveys/Guests = 15 NEW

Manth			
Month:			

	Name	Consultant	Phone #	Event Attended	Interest Level	Notes
27	TVarric	Consultant	THOTIC #	Event Attended	interest Ecver	Notes
37 38						
39						
40						
41						
42						
43						
44						
45						
46						
47						
48						
49						
50						
51						
52						
53						
54						
55						
56						
57						
58						
59						
60						
61						
62						
63						
64						
65						
66						
67						
68						
69						
70						
71						



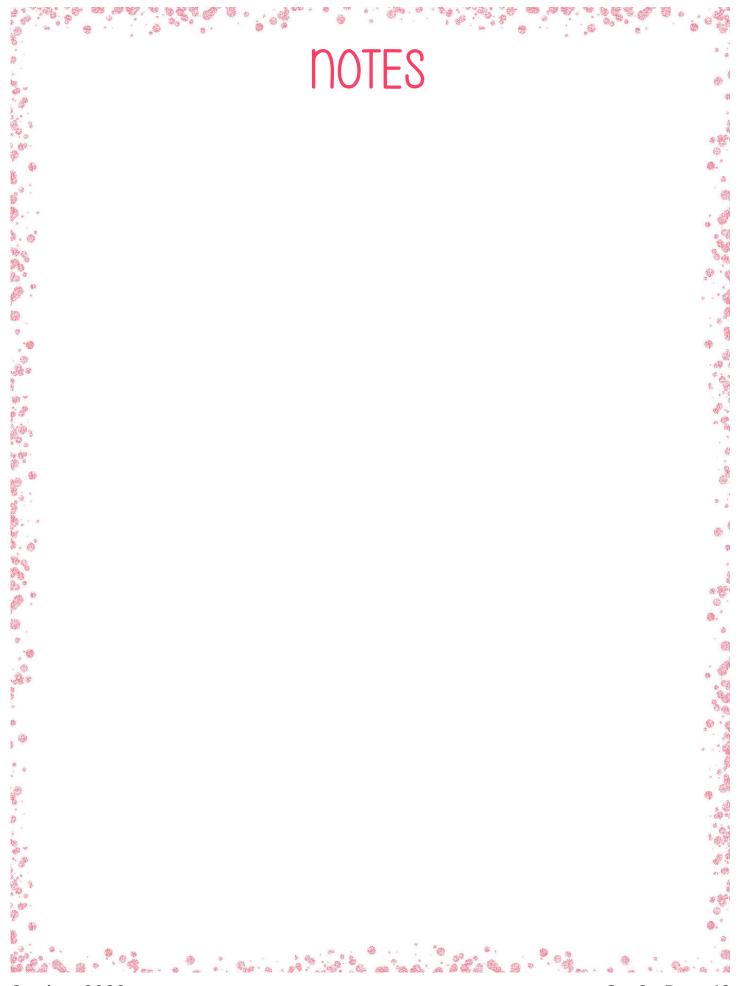
Month: __

Career Survey Tracking (cont'd)

Write down EVERY PERSON you're in front of this month. Put an * by the names of the people who you asked to make a YES or NO decision about the MK Opportunity - this will be the number you use to determine your Unit and Personal Recruiting Averagge. Highlight your prospects.

5 New is Maintenance. 10 NEW is GROWTH! 25 Career Surveys/Guests = 5 NEW 50 Career Surveys/Guests = 10 NEW 75 Career Surveys/Guests = 15 NEW

	Name	Consultant	Phone #	Event Attended	Interest Level	Notes
72						
73						
74						
75						
76						
77						
78						
79						
80						
81						
82						
83						
84						
85						
86						
87						
88						
89						
90						
91						
92						
93						
94						
95						
96						
97						
98						
99						
100						
101						



Mourch 2022

St. Co.	4					
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

/ N		
шО		
二		
0 2		
\sim $\overline{2}$		
沿 L ()		
ш & С		
		-
オボン		
> = □		
$() \angle <$		
~ ~ ~	<u> </u>	
\mathcal{O}		
<u> </u>		

Feb 28-Mar 6 This week's #1 FOCUS: _____

MONDAY FEB 28	TUESDAY MAR 1	WEDNESDAY MAR 2	THURSDAY MAR 3
	WHO CAN I COACH TO		
	COMPLETE BOOK 10?		
7am	7am	7am	7am
8am	8am	8am	8am
9am	9am	9am	9am
10am	10am	10am	10am
<u>11am</u>	11am	11am	11am
12pm	12pm	12pm	12pm
1pm	1pm	1pm	1pm
2pm	2pm	2pm	2pm
3pm	3pm	3pm	3pm
4pm	4pm	4pm	4pm
5pm	5pm	5pm	5pm
6pm	6pm	6pm	6pm
7pm	7pm	7pm	7pm

Mar 7-13 This week's #1 FOCUS: _____

MONDAY MAR 7	TUESDAY MAR 8	WEDNESDAY MAR 9	THURSDAY MAR 10
	_		
7am			7am
8am	8am	8am	8am
9am	9am	9am	9am
10am	10am	10am	10am
11am	11am	11am	11am
12pm	12pm	12pm	12pm
1pm	1pm	1pm	1pm
2pm	2pm	2pm	2pm
3pm	3pm	3pm	3pm
4pm	4pm	4pm	4pm
5pm	5pm	5pm	5pm
6pm	6pm	6pm	6pm
7pm	7pm	7pm	7pm

- 1 00 11			MEEKLY DEVIEW
Feb 28-Mo	ar 6		WEEKLY REVIEW
FRIDAY MAR 4	SATURDAY MAR 5	SUNDAY MAR 6	What went well this wee
⁷ am	7am	7am	What was disappointing
3am	8am	8am	
am	9am	9am	
Jam	10am	10am	
lam	<u>1</u> 1am	11am	
2pm	12pm	12pm	What was my biggest w
om	1pm	1pm	
om	2pm	2pm	
om	3pm	3pm	
om	4pm	4pm	What did I learn?
om	5pm	5pm	
om	6pm	6pm	
pm	7pm	7pm	
Mar 7-13 FRIDAY MAR 11	SATURDAY MAR 12	SUNDAY MAR 13	WEEKLY REVIEW What went well this wee
			_
am	7am	7am	- What was disappointing
am	8am	8am	What was disappointing
am	9am	9am	
)am	10am	10am	
am	<u>11am</u>	11am	
2pm	12pm	12pm	What was my biggest w
om	1pm	1pm	
om	2pm	2pm	
om	3pm	3pm	
om	4pm	4pm	What did I learn?
om	5pm	5pm	- What did Healthy
	Com		
pm	6pm	6pm	

I Can Do Anything for 15 Days! Mar 1-Mar 15

Mr. Coroll Della Wine (CDWa)							
My Small Daily Wins (SDWs) (list up to 5 key behaviors that drive your results)	l Will Book 12 Beauty Experi	ences in	the Nex	t 15 Day	rs to Ho	ld 6	
	(highlight the appointments that held; Mark I	BE for Beau	ty Experier	ice for F for	r Facial/Do	uble Facial)
1	1	7					
2	1						
3	2						
4	3 4.						
5	· · · · · · · · · · · · · · · · · · ·						
	5						
Chack Off Each Day that You Complete All	6	12.					
Check Off Each Day that You Complete ALL of Your Small Daily Wins	L Will Complete 12 Dominiol Committee						
of four sinal bally wills	Will Complete 12 Personal Career Surveys/	l Wi	II Add I	0+ New	Agreem	ients Thi	s Mont
	Personal Guests in the next 15 Days to	·		5+ Qualified			•
1 2 3 4 5	Gold Medal this Month (highlight New Team Members)	1.					
	1	2.					
6 P 8 9 10	2	3.					
	3	4.					
11 12 13 14 15	4	5.					
IY IZ IU I4 IU	5	6.					
	6	7.					
My CURRENT These are the NEXT	7	8.					
Red Jackets Red Jackets to move up	8	9.					
* 1	9	10.					
* 2	10						
*3.	11	١٧	Vill Hav	e 10 Pow	ver Prog	ram Ach	ievers
*4	12	(P	Jr	n My Uni	t This M	onth	
	I Will Write 5 Handwritten Notes This Month	(Beg Fnd (inning of i of month.	month, list t highlight the	hose you l ose who Dl	oelieve will ID achieve.	achieve.
* 5	T WIN WITE 3 Handwritten Notes This Hotel	mai	ks for eac	h LIVE Coac	hing Call b	eside each	name.)
		1.					
a		2.					
Book I am currently reading:		3.					
<u> </u>	I Will Check-In With My Sr. Director/NSD	4.					
	Twice on Voxer This Month talk talk	5.					
		6.					
I Will Ro In Front of 50 Poonlo	n the Next IS Days (highlight Processes)	7.					
I Will be ill Front of 30 Feople	n the Next 15 Days (highlight Prospects)	8.					
		9.					
		10.					
			Circle 1	the montl	hs I com	onleted 1	·ho
			Power	Program	this Sei	minar Ye	ar
		July	Aug	Sept	0ct	Nov	Dec
		Jan	Feb	Mar	Apr	May	June
				_			
		Ci	rcle the	months			k 10
				this Ser	ninar Ye	ar	
		July	Aug	Sept	0ct	Nov	Dec
		- ,	U				

What will need to happen for me to say this has been my best Seminar Year ever?

I Can Do Anything for 15 Days! Mar 16-Mar 31

M C H D 'I M' (CDM)							
My Small Daily Wins (SDWs) (list up to 5 key behaviors that drive your results)	l Will Book 12 Beauty Experi	ances in	the Nev	et IS Day	s to Ho	ld 6	
(list up to 3 key beliaviors that drive your results)	(highlight the appointments that held; Mark I	BE for Beau	ity Experie	nce for F for	Facial/Do	uble Facial)
1			<i>'</i>				•
2	1						
3	2						
4	3	9.					
5	4	10					
J	5	11					
	6	12					
Check Off Each Day that You Complete ALL							
of Your Small Daily Wins	I Will Complete 12 Personal Career Surveys/	I W	:IL AAA II	IOT Now	Agroom	onto Thi	is Mont
	Personal Guests in the next 15 Days to	1 44	(highlight	10+ New 5+ Qualified	Agreen	he \$500 h	onne) '2 LIOHE
1 2 3 4 5	Gold Medal this Month (highlight New Team Members)						,
	1						
	2.						
6 7 8 9 10							
	3						
11 12 13 14 15	4	5.					
11 12 10 17 10	5	6.					
	6	7.					
My CURRENT These are the NEXT	7	8.					
Red Jackets Red Jackets to move up	8	9.					
1. * 1	9	10					
2. * 2	10						
	11	1.7	Will Hav	e 10 Pow	er Prog	ram Ach	iievers
	12		lı	n My Unit	t This M	onth	
4. * 4	I Will Write 5 Handwritten Notes This Month	(Beg	ginning of	month, list t highlight tho	hose you l	pelieve will	achieve.
5. * 5	I WIII WITE 3 HANDWITTEN MOLES THIS MOULT	ma ma	or monun, arks for eac	th LIVE Coac	ning Call b	eside each	name.)
					-		′
		2.					
Book I am currently reading:							
, ,	I Will Check-In With My Sr. Director/NSD	4.					
	Twice on Voxer This Month	5.					
	talk) (talk)						
I Will Be In Front of 50 People	n the Next 15 Days (highlight Prospects)	8.					
		9					
		٥.					
		10.	· ———				
			Circle 1	the montl	hs I con	pleted 1	the
			Power	Program	this Ser	ninar Ye	ar
		July	Aug	Sept	0ct	Nov	Dec
		Jan	Feb	Mar	Apr	May	June
		(irclo the	months	Loomal	atad Bar	J. 10
		t	nue uie		ninar Ye		JK IU
				uns sen	iiiiai 16	al	
		July	Aug	Sept	0ct	Nov	Dec

What will need to happen for me to say this has been my best Seminar Year ever?

Mar 14-20 This week's #1 FOCUS: ______

MONDAY MAR 14	TUESDAY MAR 15	WEDNESDAY MAR 16	THURSDAY MAR 17
	-	-	
7am	7am	7am	7am
8am	8am	8am	8am
9am	9am	9am	9am
10am	10am	10am	10am
11am	11am	11am	11am
12pm	12pm	12pm	12pm
1pm	1pm	1pm	1pm
2pm	2pm	2pm	2pm
3pm	3pm	3pm	3pm
4pm	4pm	4pm	4pm
5pm	5pm	5pm	5pm
6pm	6pm	6pm	6pm
7pm	7pm	7pm	7pm

Mar 21-27 This week's #1 FOCUS: _______

MONDAY MAR 21	TUESDAY MAR 22	WEDNESDAY MAR 23	THURSDAY MAR 24
	_	-	
7am	7am	7am	7am
8am	8am	8am	8am
9am	9am	9am	9am
10am	10am	10am	10am
<u>11am</u>	11am	11am	<u>11am</u>
12pm	12pm	12pm	12pm
1pm	1pm	1pm	1pm
2pm	2pm	2pm	2pm
3pm	3pm	3pm	3pm
4pm	4pm	4pm	4pm
5pm	5pm	5pm	5pm
6pm	6pm	6pm	6pm
7pm	7pm	7pm	7pm

egg av			
Mar 14-20			WEEKLY REVIEW
Mul 14-20			What went well this week?
FRIDAY MAR 18	SATURDAY MAR 19	SUNDAY MAR 20	
			_
7am	7am	7am	What was disappointing?
8am	8am	8am	
9am	9am	9am	
10am	10am	10am	_
11am	11am	11am	- \\(\lambda \)
12pm	12pm	12pm	What was my biggest win?
1pm	1pm	1pm	
2pm	2pm	2pm	_
3pm	3pm	3pm	_
4pm	4pm	4pm	What did I learn?
5pm	5pm	5pm	_
6pm	6pm	6pm	_
7pm	7pm	7pm	
Mar 21-27			WEEKLY REVIEW
Mul 21-2/			What went well this week?
FRIDAY MAR 25	SATURDAY MAR 26	SUNDAY MAR 27	- WHAT WOLL WOLL HIS WOOK
	_	-	
7am	7am	7am	- What was disappointing?
8am	8am	8am	
9am	9am	9am	_
10am	10am	10am	
11am	12am	11am	What was my biggest win?
12pm	12pm	12pm	_
<u>1pm</u>	1pm	1pm	_
2pm	2pm	2pm	
3pm 4pm	3pm 4pm	3pm 4pm	- What did I learn?
4pm 5pm	4pm 5pm	<u>4рті</u> 5рт	with the treatite
5pm	5pm 6pm	<u>эрті</u> 6рт	
6pm 7nm		- орті 7рт	
7pm	7pm	τριτι	

do this then proconnect Plannin connect 1) no 2) had 3) cr 4) do 5) sa	Everything rattling around in my head that I want and need to do this week, I am now going to dump out on this page and then prioritize. After I complete the brain dump, I will then connect these items to my TOP 3 GOALS on the Sunday Planning page. If what I want and need to do are not directly connected to my Top 3, I have a choice to: 1) not do it (eliminate) 2) have someone else do it (delegate) 3) create a better system for it to happen (automate) 4) do it during non-people hours (before 9am or after 9pm) 5) save it for a different time/season of life. I am a master at prioritizing my "best yes" in this season of life.						
Week I	Week 2						
M	140000000000000000000000000000000000000						
No	180000000000000000000000000000000000000						
H	14*************************************						
M	100000000000000000000000000000000000000						

M	H						
H	140000000000000000000000000000000000000						

H	H						
Week 3	Week 4						
M	H						
**************************************	h						
1	*************************************						
H	Heeeeeeeeeeeeeeeeeee						
Messessessessessessessessessessessessess	Herescoence						
K ************************************	160000000000000000000000000000000000000						
10000000000000000000000000000000000000	160000000000000000000000000000000000000						
H	14						



Identify your Big 3 Goals each week and make sure your to-dos are directly impacting those 3 Big Goals. If not, put them in the Miscellaneous category. USE ONE BOX EACH WEEK.

	BIG GOAL #1	BIG GOAL #2
<u>.</u> .	BIG GOAL #3	MISCELLANEOUS
	BIG GOAL #3	
	BIG GOAL #1	BIG GOAL #2
<u></u>	BIG GOAL #3	MISCELLANEOUS
Date:		
	BIG GOAL #1	BIG GOAL #2
	BIG GOAL #1	BIG GOAL #2
e:		MISCELLANEOUS
Date:	BIG GOAL #1 BIG GOAL #3	
Date:		
Date:	BIG GOAL #3	MISCELLANEOUS
	BIG GOAL #3 BIG GOAL #1	MISCELLANEOUS

Seminar 2022



from super-achievers. — Darren Hardy

		from super-achievers. — Dane				ennalay				
Small Daily Win	Mon	Tue	Wed	Thur	Fri	Sat	Sun	Goal	Net	Achieved Y or N?
WEEK 1										
WEEK 2										
WEEK 3										
WEEK 4										

Commitment is doing the thing you said you were going to do long after the mood you said it in has left you.

Date Range:	
-------------	--



#UNLEASHED Month: _ Director: __ BOOKING DATE: GUEST PHONE 2. 3. 4. 5. 6. 7. 8. 9. 10. **BOOKING DATE:** GUEST 2. 3. 4. 5. 6. 7. 8. 9. 10. BOOKING DATE: GUEST 2. 3. 4. 5. 6. 7. 8. 9. 10. BOOKING DATE: 2. 3. 4. 5. 6. 8. 9. 10. **BOOKING DATE:** PHONE 2. 3. 4. 5. 6.

7. 8. 9.

	HOSTESS	PHONE
1.	GUEST	PHONE
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		

GUEST PHONE 2. 3. 4. 5.

6. 7. 8. 9. 10.

BOOKING DATE:

	HOSTESS	PHONE
1.	GUEST	PHONE
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		

NOTE: Definition of a booking to count for your Book 5/10: a group appointment that has been confirmed (phone call 24-ish hrs after booking was made) with a date, a hostess and a guest list received (or in motion). The guest list must have 10+ contacts. The booking only counts toward your BOOK 5/10 when a confirmation coaching phone call has happened. Guests booked to meeting count as a booking when there are SIX confirmed (most likely only 3 will show up) to ONE meeting/event, OR if you have a meeting hostess who has provided a guest list of 10+ contacts. Lists are due to your Director by the 5th of every month.

BOOKING DATE:

	HOSTESS	PHONE	-X
1.	GUEST	PHONE	
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			

BOOKING DATE:

	HOSTESS	PHONE
1.	GUEST	PHONE
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		

#PrimedAndReady #WeWillRise



#UNLEASHED Consultant: __ Director: ___ Month:

track your beauty sessions (BS)

BS= hostess + 2 (or more) guests

a full circle BS = \$200 sales + 2 future parties booked + 2 career surveys booked

	HOSTESS	PARTY SALES	# OF FUTURE PARTIES BOOKED	# OF CAREER SURVEYS BOOKED	# FACES AT SESSION	
1.						
2.						
3.	POWER 3					
4.						
5.						
6.	POWER 6					
7.						
8.						
9.	POWER 9					
10.						
11.						
12.	POWER 12					
13.						
14.						
15.						
16.						
17.						
18.						
19.						
20.	EPIC 20					

month to-date Total Qualified Parties Total Faces Total Retail Sales Career Survey/Guests New Team Members Wholesale Order Quarter to-date wholesale toward STAR

Requirements for POWER PROGRAM Levels

9 BS (or 45 faces) + 18 CS + \$900 WS (\$1800 retail) 6 BS (or 30 faces) + 12 CS + \$600 WS (\$1200 retail)

12 BS (or 60 faces) + 24 CS + \$1200 WS (\$2400 retail) Weekly focus: 3-4 + 6 + \$300 WS (sell \$600 retail/weekly Weekly focus: 2-3 + 5 + \$225 WS (sell \$450 retail/week) Weekly focus: 1-2 + 3 + \$150 WS (sell \$300 retail/week) Weekly focus: 1 • 2 • \$75 WS (sell \$150 retail/week)

inew retail sales

working toward \$1000 weeks

Week 1	
\$	RETAIL
\$	WHOLESALE
Week 2	
\$	RETAIL
\$	WHOLESALE
Week 3	
\$	RETAIL
\$	WHOLESALE
Week 4	
\$	RETAIL
\$	WHOLESALE

career surveys and guests per week

H=Hostess V=Video/Call G=Guest Event L=Literature B=Basic N=New Recruit HGHLIGHT your new personal team members

Week 1 Career Surveys & Guests

 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν
Н	٧	G	L	В	Ν

Week 2 Career Surveys & Guests

\	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν
	Н	٧	G	L	В	Ν

Week 3 Career Surveys	& G	ue	sts			
	Н	٧	G	L	В	1
	Н	٧	G	L	В	1
	Н	٧	G	L	В	1
	Н	٧	G	L	В	N
	Н	٧	G	L	В	N
	Н	٧	G	L	В	1

Week 4 Career Surveys & Guests

 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν
 Н	٧	G	L	В	Ν

HVGLBN HVGLBN

_ HVGLBN

Century Club reorders

Week 1 \$	REORDERS
Week 2 \$	REORDERS
Week 3 \$	REORDERS
Week 4 \$	REORDERS

track your total reorders separate from new customer sales

60 faces tracking Fill in with the names of your NEW faces with the retail amount she purchased

	NEW FACE NAME & RETAIL AMOUNT
	HEW TACE HAME & RETAIL AMOUNT
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	
20.	

	NEW FACE NAME & RETAIL AMOUNT
21.	
22.	
23.	
24.	
25.	
26.	
27.	
28.	
29.	
0.	
31.	
32.	
33.	
34.	
35.	
36.	
37.	
38.	
39.	
.0.	

	NEW FACE NAME & RETAIL AMOUNT
41.	
42.	
43.	
44.	
45.	
46.	
47.	
48.	
49.	
50.	
51.	
52.	
53.	
54.	
5.	
5.	
57.	
58.	
59.	
60.	
59.	

track your STAR For each \$200 in wholesale you order, mark a square and track your progress!

\$200	\$400	\$600	\$800	\$1000	\$1200	\$1400	\$1600
\$1800 SAPPHIRE	\$2000	\$2200	\$2400 RUBY	\$2600	\$2800	\$3000 DIAMOND	\$3200
\$3400	\$3600 EMERALD	\$3800	\$4000	\$4200	\$4400	\$4600	\$4800 PEARL

Earn 600 points toward your STAR for every new personal qualified team member. Fill in a box for every one you add.

\$600 \$600 \$600 \$600 \$600

STAR QUARTERS

June 16 - Sept 15

Sept 16 - Dec 15 Dec 16 - March 15

March 16 - June 15





BEAT YOUR BEST

Commission Check
Total Production
13% Unit Commission
Personal Team Commission (9-13%)
Personal Qualified Bonus (\$100 each)
Unit Development Bonus
(3-4 qualified=\$300, 5+ qualified=\$500)
Unit Volume Bonus
must hit \$5K in Prod
Quarterly STAR Bonus
\$300 for 5 STARs, \$50 for each additional after 5
Offspring Commission
Wellness Bonus (Pd on Jan 15)
Cash for Car
Total Commission
Unit Size On The Grow - Check reports after month closes
Current NEW Month Unit Size
+ Personal Recruiting Goal
+ Unit Recruiting Goal
- I3s who will fall off End of Month
Unit Size Goal End Of Month
Personal Team
Current Personal Team Size
24+ is the goal — Lead by Example
YTD Personal Qualfieds
Nat'l Ct of Sharing=24, Area Ct=12
YTD Commissions On Personal Recruits
of Personal Gold Medals

Career Car Tracking – Grand Achiever=\$42 Cadillac=\$102K over 2 Quarters	K, Premier=\$57K,
Car Level Goal	
1 st Qtr – Jan, Feb, Mar	
2 nd Qtr – Apr, May, June	
3 rd Qtr – July, Aug, Sept	
4 th Qtr – Oct, Nov, Dec	
Wholesale In	
Personal Qualified Bonuses	
Wholesale Needed	
Prod Needed per Month	
Unit Club - \$300K=1 st Unit Club, \$500K=Big G \$800K=Prestige Trip, \$1M=MILLION	irl Ring, \$650=Trip,
Year-Long Goal	
# of Months Left	
Wholesale Prod Needed Per Month	
STARs	
Total Year-Long STAR Goal Year	
1 st Qtr Total Goal/Actual #	/
2 nd Qtr Total Goal/Actual #	/
3 rd Qtr Total Goal/Actual #	/
4 th Qtr Total Goal/Actual #	/
Court Of Sales- Nat'l=\$40K Retail, Area=\$20	K Retail
YTD Personal Retail In	
Personal Retail Needed	
# of Months Left	
Wholesale Needed per Month	
Monthly Retail Sales Goal	

	20% Increase										
Sem Yr 2021	Unit W/sale	20% Increase	Sem '21 Monthly Goal	Actual W/sale	YTD Retail	2021 Personal Recruiting	2022 Personal Recruiting	2021 New Unit Recruiting	2022 New Unit Recruiting	2021 Unit Size	2022 Unit Size
July 2021											
Aug 2021											
Sep 2021											
Oct 2021											
Nov 2021											
Dec 2021											
Jan 2022											
Feb 2022											
Mar 2022											
Apr 2022											
May 2022											
June 2022											



Write down EVERY PERSON you're in front of this month. Put an * by the names of the people who you asked to make a YES or NO decision about the MK Opportunity - this will be the number you use to determine your Unit and Personal Recruiting Averagge. Highlight your prospects.

5 New is Maintenance. 10 NEW is GROWTH! 25 Career Surveys/Guests = 5 NEW 50 Career Surveys/Guests = 10 NEW 75 Career Surveys/Guests = 15 NEW

Mont	h:

	Name	Consultant	Phone #	Event Attended	Interest Level	Notes
1	Tanic	Constitution	THORE #	Everity teerlaca	interest Level	110103
2						
3					~	
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						
31						
32						
33						
34						
35						



Write down EVERY PERSON you're in front of this month. Put an * by the names of the people who you asked to make a YES or NO decision about the MK Opportunity - this will be the number you use to determine your Unit and Personal Recruiting Averagge. Highlight your prospects.

5 New is Maintenance. 10 NEW is GROWTH! 25 Career Surveys/Guests = 5 NEW 50 Career Surveys/Guests = 10 NEW 75 Career Surveys/Guests = 15 NEW

onth:		

	Name	Consultant	Phone #	Event Attended	Interest Level	Notes
27	TVarric	Consultant	THOTIC #	Event Attended	interest Ecver	Notes
37 38						
39						
40						
41						
42						
43						
44						
45						
46						
47						
48						
49						
50						
51						
52						
53						
54						
55						
56						
57						
58						
59						
60						
61						
62						
63						
64						
65						
66						
67						
68						
69						
70						
71						



Month: _____

104 105 106 Career Survey Tracking (cont'd)

Write down EVERY PERSON you're in front of this month. Put an * by the names of the people who you asked to make a YES or NO decision about the MK Opportunity - this will be the number you use to determine your Unit and Personal Recruiting Averagge. Highlight your prospects.

5 New is Maintenance. 10 NEW is GROWTH! 25 Career Surveys/Guests = 5 NEW 50 Career Surveys/Guests = 10 NEW 75 Career Surveys/Guests = 15 NEW

	Name	Consultant	Phone #	Event Attended	Interest Level	Notes
72						
73						
74						
75						
76						
77						
78						
79						
80						
81						
82						
83						
84						
85						
86						
87						
88		1				
89						
90						
91						
92						
93						
94						
95						
96						
97						
98						
99						
100						
101						
102						
103						

Adding 10+ NEW Consultants a month = **GROWTH**

Name & Agreement Date / Goals Name Recruiter Start Date Business Debut/Follow-up	Husband/Ki	ds rveys/Guests (Pearl Earri		Beat the Box Sent Welcome Email Sen Drientation Done Voxer Group FB Group 24 Hour Orientation Website nTouch 5 Career Surve	Follow-up	Attended 1st found Adopte Started 21-Da Finished?	ed Dir	ector xer?	Order 1st Order Ar 2nd Order Ar	mount \$	5 Career S	00000	I Classroom Sessions
☐ Ist Coaching Call ☐ 2nd Coaching Call ☐ Power Start Dates ☐ Debut Debrief Call ☐ Notes for Newsletter LIVE COACHING & Tro	1.	Training Call before		1. 2. 3. 4. 5. Follow-up Call after	Mo		1. 2. 3. 4.	Coaching	I for BOOK IO	Coa	1. 2.		
GREAT START MONTH 1 0	der Amt	MONTH 2	Order A Bonus A	Amt	MONTH 3 Month	Order Am Bonus An		N.	MONTH 4	Order Amt Bonus Amt		Name Name Name	Bestie Coupons
Name & Agreement Date / Goals Name Recruiter Start Date Business Debut/Follow-up Ist Coaching Call 2nd Coaching Call Power Start Dates Debut Debrief Call	1. 2.	ds rveys/Guests (Pearl Earri	\ \ \ \ \ \ \ \ \ \ \ \ \ \	Beat the Box Sent Welcome Email Sen Orientation Done Voxer Group PB Group 24 Hour Orientation Website nTouch 5 Career Surve 1. 2. 3. 4.	Follow-up ys/Guests (Pe		5 C 1. 2. 3.	ector xer? Career Surve	Order Ist Order Ar 2nd Order A	mount \$	1. 2.	Gurveys	I Classroom Sessions
TRAINING CALLS Po	5 ining on the ver Program	Training Call before 1st Beauty Experience		Follow-up Call after 1st Beauty Experience	e Mc	oney Managemen Conversation		to Hold 2n	for BOOK 10 Id Power Start	STA	5 aching on AR Status		Conversation to review her goals and why Bestie Coupons
	nus Amt		Order A Bonus A	Amt	MONTH 3 Month	Order Am Bonus Am	_		MONTH 4 Month	Order Amt Bonus Amt		Name Name Name	e
					5.5								
Name & Agreement Date / Goals Name	Husband/Ki	ds		Beat the Box Sent Welcome Email Sen Orientation Done Voxer Group FB Group 24 Hour Orientation Website nTouch		Attended 1st found Adopte Started 21-Da Finished?	ed Dir	ector	Order 1st Order Ar 2nd Order A			Virtua	I Classroom Sessions
Recruiter Start Date Business Debut/Follow-up 1st Coaching Call 2nd Coaching Call Power Start Dates Debut Debrief Call Notes for Newsletter	5 Career Su 1. 2. 3. 4.	rveys/Guests (Pearl Earri	o N	Welcome Email Sen Orientation Done Voxer Group FB Group 24 Hour Orientation Website n Touch 5 Career Surve 1. 2. 3. 4.	Follow-up ys/Guests (Pe	found Adopte Started 21-Da Finished?	5 C 1. 2. 3. 4.	ector xer? Career Surve	1st Order Ar 2nd Order Al ys/Guests(Pearl N	mount \$	1 2 3 4 5	Gurveys/	Guests (Pearl Headband)
Name Recruiter Start Date Business Debut/Follow-up Ist Coaching Call 2nd Coaching Call Power Start Dates Debut Debrief Call Notes for Newsletter LIVE COACHING & TRAINING CALLS GREAT START MONTH 1	5 Career Su 1. 2. 3. 4.	Training Call before 1st Beauty Experience		Welcome Email Sen Orientation Done Orientation Done Overe Group EB	ys/Guests (Pe	Started 21-Da Finished?	5 C 1. 2. 3. 4. 5.	career Survey Coaching to Hold 2n	1st Order Ar 2nd Order Ar ys/Guests(Pearl N	mount \$	1	Gurveys/	Guests (Pearl Headband) Conversation to review her goals and why Bestie Coupons
Name Recruiter Start Date Business Debut/Follow-up Ist Coaching Call 2nd Coaching Call Power Start Dates Debut Debrief Call Notes for Newsletter LIVE COACHING & TRAINING CALLS GREAT START MONTH 1 CO	5 Career Su 1. 2. 3. 4. 5. Ining on the rer Program	Training Call before 1st Beauty Experience Month	Order A Bonus A	Welcome Email Sen Orientation Done Orientation Done Overe Group EB	ys/Guests (Pe Month 3 Month	Started 21-Da Finished? arl Bracelet)	5 C 1. 2. 3. 4. 5.	Coaching to Hold 2n	1st Order Ar 2nd Order Ar 2nd Order Ar ys/Guests(Pearl N 1) for BOOK 10 Id Power Start	Coc ST/	1	Name Name Name	Guests (Pearl Headband) Conversation to review her goals and why Bestie Coupons
Name Recruiter Start Date Business Debut/Follow-up Ist Coaching Call 2nd Coaching Call Notes for Newsletter LIVE COACHING & TRAINING CALLS GREAT START PROGRAM Name & Agreement Date / Goals Name Recruiter Start Date Business Debut/Follow-up Ist Coaching Call 2nd Coaching Call Power Start Dates Debut Debrief Call Notes for Newsletter	5 Career Su 1. 2. 3. 4. 5. Ining on the ere Program Husband/Ki 5 Career Su 1. 2. 3. 4. 5. 5 Career Su 1. 2. 3. 4. 5.	Training Call before 1st Beauty Experience MONTH 2 Month ds	Order A A Company of the Company of	Welcome Email Sen Orientation Done Voxer Group FB Group F	ys/Guests (Pe MONTH 3 Month Follow-up ys/Guests (Pe	Started 2I-Da Finished? ari Bracelet) Order Am Bonus Arr Attended 1st found Adopte Started 2I-Da Finished? ari Bracelet)	5 C 1. 2. 3. 4. 5. 5 C 1. 2. 3. 4. 5. 5. 5 C 1. 2. 3. 4. 5. 5 C 1. 2. 3. 4. 5. 5 C 1. 2. 3. 4. 5. 5 C 1. 3. 4. 5. 5 C 1.	Coaching to Hold 2r M M M M M M M M M	Ist Order Ar 2nd Order Ar 2nd Order Ar I for BOOK IO Id Power Start ONTH 4 Interpretation of the Control	Coc ST/ Order Amt Bonus Amt mount \$	1	Nami Nami Virtua	Guests (Pearl Headband) Conversation to review her goals and why Bestie Coupons Bestie Coupons Guests (Pearl Headband)
Name Recruiter Start Date Business Debut/Follow-up Ist Coaching Call Power Start Dates Debut Debrief Call Notes for Newsletter LIVE COACHING & Training Calls GREAT START Month B Name & Agreement Date / Goals Name Recruiter Start Date Business Debut/Follow-up Ist Coaching Call Power Start Dates Use Coaching Call Power Start Dates Debut Debrief Call Notes for Newsletter	5 Career Su 1. 2. 3. 4. 5. Ining on the ere Program der Amt nus Amt Husband/Ki 5 Career Su 1. 2. 3. 4.	Training Call before 1st Beauty Experience MONTH 2 Month ds	Order A Bonus A Bonus A Control of the Control of t	Welcome Email Sen Orientation Done Voxer Group PB Group P	ys/Guests (Pe MONTH 3 MONTH 3 Month tt Follow-up ys/Guests (Pe	Started 2I-Da Finished? ari Bracelet) Order Am Bonus Am Attended 1st found Adopte Started 2I-Da Finished? ari Bracelet)	5 C 1. 2. 3. 4. 5. 5 C 1. 2. 3. 4. 5. 5. 5 C 1. 2. 3. 4. 5. 5 C 1. 2. 3. 4. 5. 5 C 1. 2. 3. 4. 5. 5 C 1. 3. 4. 5. 5 C 1.	Coaching / N N N Career Survey	Ist Order Ar 2nd Order Ar 2nd Order Ar 1 for BOOK 10 1 for BOOK 10 1 Power Start 1 St Order Ar 2nd Order Ar 2nd Order Ar 2nd Order Ar 2nd Order Ar	cococococococococococococococococococo	1	Nami Nami Virtua	Guests (Pearl Headband) Conversation to review her goals and why Bestie Coupons e e Guests (Pearl Headband) Conversation to review her goals and why Bestie Coupons