

WE . PLAN

WE . STRATEGIZE

WE . EXECUTE

WE . INFLUENCE



MY BRAIN BOOK
created by Leah Lauchlan

SEMINAR 2022
January - February - March



Contents

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.

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FEBRUARY 2022

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60	Power Program Tracking
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66	Print as many of this page as needed: New Consultant Tracking
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WE. ARE GOAL SETTERS

STEP 1

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**?

What makes you **happy**?

When do you **feel best** about yourself?

What makes you feel **centered**?



"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**?

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.

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.

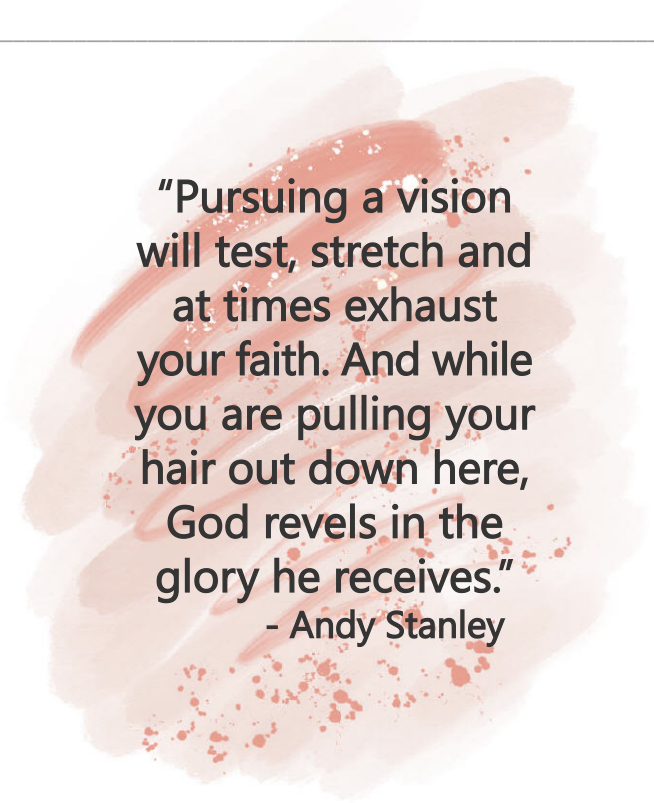
When are/were you **most happy in your MK business**.
What creates this happiness?

What would **need to change** in order to duplicate that
happiness more often?

Think about your business - **WHERE** in the sequence of
the full circle process do you have a tendency to **"drop
the ball"**?

What are some **things you have been unwilling to do**
that when you start doing them everything would
change?

What current **habits are inconsistent** with the life you
really want to live and the values you have?



**"Pursuing a vision
will test, stretch and
at times exhaust
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 would **have to happen** for you to be able to say that this has been your best seminar year ever?



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.

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. _____

41. _____
42. _____
43. _____
44. _____
45. _____
46. _____
47. _____
48. _____
49. _____
50. _____



WE. KNOW OUR NUMBERS



STEP 2

Time For Some Number Crunching

What is your year-long **Seminar goal**?

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 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.

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?

“It’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

WE ARE INTENTIONAL

90 DAY COMMUNICATION STRATEGY

A SMART goal is an effective goal.

S - specific

M - measurable

A - activity planned

R - relevant

T - time bound

STEP 3

Break down your Communication Systems into a Weekly Plan.

Monday

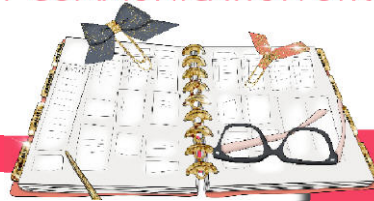
Tuesday

Wednesday

Thursday

Friday

Saturday



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 selling?
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?

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

WE. WIN DAILY

STEP 4

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

Identifying My Small Daily Wins (SDWs)

What would have to happen in your business for 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 micro-wins 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



WE. REVIEW & REMEMBER

STEP 5

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 1

- 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 11

- 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. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

UNIT Stars

Dec 16 - Mar 15

MY UNIT STAR GOAL: _____

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.

What EVENT is coming up this Quarter?

MY UNIT GOAL FOR ATTENDEES: _____

A list

My Key People

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____

B list

My Middle People

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____

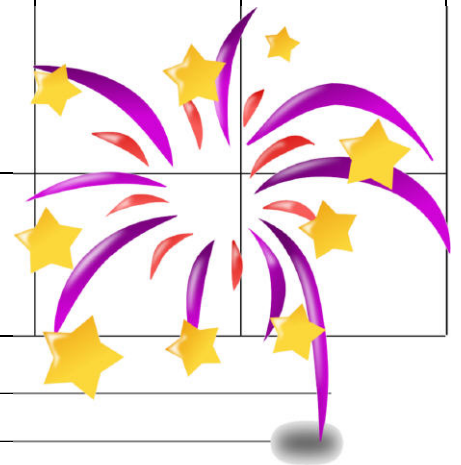
C list

Those who probably won't come, but I will reach out to anyway.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____

January 2022

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					



JAN JUMPSTART
CAMPAIGNING

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
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

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
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

Jan 3-9

FRIDAY JAN 7	SATURDAY JAN 8	SUNDAY JAN 9
7am	7am	7am
8am	8am	8am
9am	9am	9am
10am	10am	10am
11am	11am	11am
12pm	12pm	12pm
1pm	1pm	1pm
2pm	2pm	2pm
3pm	3pm	3pm
4pm	4pm	4pm
5pm	5pm	5pm
6pm	6pm	6pm
7pm	7pm	7pm

WEEKLY REVIEW

What went well this week?

What was disappointing?

What was my biggest win?

What did I learn?

Jan 10-16

FRIDAY JAN 14	SATURDAY JAN 15	SUNDAY JAN 16
7am	7am	7am
8am	8am	8am
9am	9am	9am
10am	10am	10am
11am	11am	11am
12pm	12pm	12pm
1pm	1pm	1pm
2pm	2pm	2pm
3pm	3pm	3pm
4pm	4pm	4pm
5pm	5pm	5pm
6pm	6pm	6pm
7pm	7pm	7pm

WEEKLY REVIEW

What went well this week?

What was disappointing?

What was my biggest win?

What did I learn?

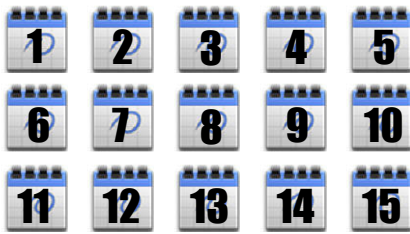
I Can Do Anything for 15 Days!

Jan 1-Jan 15

My Small Daily Wins (SDWs)
(list up to 5 key behaviors that drive your results)

1. _____
2. _____
3. _____
4. _____
5. _____

Check Off Each Day that You Complete ALL of Your Small Daily Wins



My CURRENT Red Jackets

1. * _____
2. * _____
3. * _____
4. * _____
5. * _____

These are the NEXT Red Jackets to move up

1. _____
2. _____
3. _____
4. _____
5. _____



Book I am currently reading:

I Will Book 12 Beauty Experiences in the Next 15 Days to Hold 6
(highlight the appointments that held; Mark BE for Beauty Experience for F for Facial/Double Facial)

- | | |
|----------|-----------|
| 1. _____ | 7. _____ |
| 2. _____ | 8. _____ |
| 3. _____ | 9. _____ |
| 4. _____ | 10. _____ |
| 5. _____ | 11. _____ |
| 6. _____ | 12. _____ |

I Will Complete 12 Personal Career Surveys/ Personal Guests in the next 15 Days to Gold Medal this Month (highlight New Team Members)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____

I Will Write 5 Handwritten Notes This Month



I Will Check-In With My Sr. Director/NSD Twice on Voxer This Month



I Will Add 10+ New Agreements This Month
(highlight 5+ Qualified to earn the \$500 bonus)

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

I Will Have 10 Power Program Achievers In My Unit This Month

(Beginning of month, list those you believe will achieve. End of month, highlight those who DID achieve. Put tally marks for each LIVE Coaching Call beside each name.)

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

Circle the months I completed the Power Program this Seminar Year

July	Aug	Sept	Oct	Nov	Dec
Jan	Feb	Mar	Apr	May	June

Circle the months I completed Book 10 this Seminar Year

July	Aug	Sept	Oct	Nov	Dec
Jan	Feb	Mar	Apr	May	June

I Will Be In Front of 50 People in the Next 15 Days (highlight Prospects)

_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

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

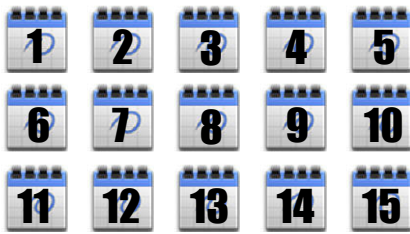
I Can Do Anything for 15 Days!

Jan 16-Jan 31

My Small Daily Wins (SDWs)
(list up to 5 key behaviors that drive your results)

1. _____
2. _____
3. _____
4. _____
5. _____

Check Off Each Day that You Complete ALL of Your Small Daily Wins



My CURRENT Red Jackets

1. * _____
2. * _____
3. * _____
4. * _____
5. * _____

These are the NEXT Red Jackets to move up

1. _____
2. _____
3. _____
4. _____
5. _____



Book I am currently reading:

I Will Book 12 Beauty Experiences in the Next 15 Days to Hold 6
(highlight the appointments that held; Mark BE for Beauty Experience for F for Facial/Double Facial)

- | | |
|----------|-----------|
| 1. _____ | 7. _____ |
| 2. _____ | 8. _____ |
| 3. _____ | 9. _____ |
| 4. _____ | 10. _____ |
| 5. _____ | 11. _____ |
| 6. _____ | 12. _____ |

I Will Complete 12 Personal Career Surveys/ Personal Guests in the next 15 Days to Gold Medal this Month (highlight New Team Members)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____

I Will Write 5 Handwritten Notes This Month



I Will Check-In With My Sr. Director/NSD Twice on Voxer This Month



I Will Add 10+ New Agreements This Month
(highlight 5+ Qualified to earn the \$500 bonus)

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

I Will Have 10 Power Program Achievers In My Unit This Month

(Beginning of month, list those you believe will achieve. End of month, highlight those who DID achieve. Put tally marks for each LIVE Coaching Call beside each name.)

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

Circle the months I completed the Power Program this Seminar Year

July	Aug	Sept	Oct	Nov	Dec
Jan	Feb	Mar	Apr	May	June

Circle the months I completed Book 10 this Seminar Year

July	Aug	Sept	Oct	Nov	Dec
Jan	Feb	Mar	Apr	May	June

I Will Be In Front of 50 People in the Next 15 Days (highlight Prospects)

_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

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	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

Jan 24-30

This week's #1 FOCUS: _____

MONDAY JAN 24	TUESDAY JAN 25	WEDNESDAY JAN 26	THURSDAY JAN 27
_____	_____	_____	_____
_____	_____	_____	_____
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

Jan 17-23

FRIDAY JAN 21	SATURDAY JAN 22	SUNDAY JAN 23
7am	7am	7am
8am	8am	8am
9am	9am	9am
10am	10am	10am
11am	11am	11am
12pm	12pm	12pm
1pm	1pm	1pm
2pm	2pm	2pm
3pm	3pm	3pm
4pm	4pm	4pm
5pm	5pm	5pm
6pm	6pm	6pm
7pm	7pm	7pm

WEEKLY REVIEW

What went well this week?

What was disappointing?

What was my biggest win?

What did I learn?

Jan 24-30

FRIDAY JAN 28	SATURDAY JAN 29	SUNDAY JAN 30
		CREATE A BOOK 10 BY 5TH PROMOTION FOR UNIT
7am	7am	7am
8am	8am	8am
9am	9am	9am
10am	10am	10am
11am	11am	11am
12pm	12pm	12pm
1pm	1pm	1pm
2pm	2pm	2pm
3pm	3pm	3pm
4pm	4pm	4pm
5pm	5pm	5pm
6pm	6pm	6pm
7pm	7pm	7pm

WEEKLY REVIEW

What went well this week?

What was disappointing?

What was my biggest win?

What did I learn?

MY WEEKLY Brain Dump LISTS

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 1

Week 2

Week 3

Week 4

Weekly Planning for this month

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.

Date:	BIG GOAL #1	BIG GOAL #2
	BIG GOAL #3	MISCELLANEOUS
Date:	BIG GOAL #1	BIG GOAL #2
	BIG GOAL #3	MISCELLANEOUS
Date:	BIG GOAL #1	BIG GOAL #2
	BIG GOAL #3	MISCELLANEOUS
Date:	BIG GOAL #1	BIG GOAL #2
	BIG GOAL #3	MISCELLANEOUS

Tracking Small Daily Wins

The rhythm of daily action aligned with our goals creates the momentum that separates dreamers from super-achievers. — Darren Hardy

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: _____ - _____

WE. BOOK 5 TO 10

#UNLEASHED

Consultant: _____

Month: _____

Director: _____

BOOKING DATE:

HOSTESS		PHONE
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.		

BOOKING DATE:

HOSTESS		PHONE
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.		

BOOKING DATE:

HOSTESS		PHONE
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.		

BOOKING DATE:

HOSTESS		PHONE
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.		

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
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.		

WE ARE POWERFUL

Power Program

#UNLEASHED

Consultant: _____

Director: _____

Month: _____

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

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

Week 2 Career Surveys & Guests

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

Week 3 Career Surveys & Guests

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

Week 4 Career Surveys & Guests

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

_____ H V G L B N

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

keep adding weekly 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

new retail sales

working toward \$1000 weeks

Week 1

\$ _____ RETAIL

\$ _____ WHOLESALE

Week 2

\$ _____ RETAIL

\$ _____ WHOLESALE

Week 3

\$ _____ RETAIL

\$ _____ WHOLESALE

Week 4

\$ _____ RETAIL

\$ _____ WHOLESALE

Century Club reorders

Week 1 \$ _____ REORDERS

Week 2 \$ _____ REORDERS

Week 3 \$ _____ REORDERS

Week 4 \$ _____ REORDERS

track your total reorders separate
from new customer sales

Requirements for POWER PROGRAM Levels

12 BS (or 60 faces) • 24 CS • \$1200 WS (\$2400 retail) Weekly focus: 3-4 • 6 • \$300 WS (sell \$600 retail/week)

9 BS (or 45 faces) • 18 CS • \$900 WS (\$1800 retail) Weekly focus: 2-3 • 5 • \$225 WS (sell \$450 retail/week)

6 BS (or 30 faces) • 12 CS • \$600 WS (\$1200 retail) Weekly focus: 1-2 • 3 • \$150 WS (sell \$300 retail/week)

3 BS (or 15 faces) • 6 CS • \$300 WS (\$600 retail) Weekly focus: 1 • 2 • \$75 WS (sell \$150 retail/week)

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.	
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	\$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	
- IBs 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=\$42K, 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 Girl 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=\$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											
Aug 2021											
Sep 2021											
Oct 2021											
Nov 2021											
Dec 2021											
Jan 2022											
Feb 2022											
Mar 2022											
Apr 2022											
May 2022											
June 2022											



Career Survey Tracking

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 Average. 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

Month: _____

	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						



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 Average. 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

Month: _____

	Name	Consultant	Phone #	Event Attended	Interest Level	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						



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 Average. 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

Month: _____

	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						
102						
103						
104						
105						
106						

NOTES

February 2022

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					

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	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

Jan 31-Feb 6

FRIDAY FEB 4	SATURDAY FEB 5	SUNDAY FEB 6
7am	7am	7am
8am	8am	8am
9am	9am	9am
10am	10am	10am
11am	11am	11am
12pm	12pm	12pm
1pm	1pm	1pm
2pm	2pm	2pm
3pm	3pm	3pm
4pm	4pm	4pm
5pm	5pm	5pm
6pm	6pm	6pm
7pm	7pm	7pm

WEEKLY REVIEW
What went well this week?

What was disappointing?

What was my biggest win?

What did I learn?

Feb 7-13

FRIDAY FEB 11	SATURDAY FEB 12	SUNDAY FEB 13
7am	7am	7am
8am	8am	8am
9am	9am	9am
10am	10am	10am
11am	11am	11am
12pm	12pm	12pm
1pm	1pm	1pm
2pm	2pm	2pm
3pm	3pm	3pm
4pm	4pm	4pm
5pm	5pm	5pm
6pm	6pm	6pm
7pm	7pm	7pm

WEEKLY REVIEW
What went well this week?

What was disappointing?

What was my biggest win?

What did I learn?

I Can Do Anything for 15 Days!

Feb 1-Feb15

My Small Daily Wins (SDWs)
(list up to 5 key behaviors that drive your results)

1. _____
2. _____
3. _____
4. _____
5. _____

Check Off Each Day that You Complete ALL of Your Small Daily Wins



My CURRENT Red Jackets

1. * _____
2. * _____
3. * _____
4. * _____
5. * _____

These are the NEXT Red Jackets to move up

1. _____
2. _____
3. _____
4. _____
5. _____



Book I am currently reading:

I Will Book 12 Beauty Experiences in the Next 15 Days to Hold 6
(highlight the appointments that held; Mark BE for Beauty Experience for F for Facial/Double Facial)

- | | |
|----------|-----------|
| 1. _____ | 7. _____ |
| 2. _____ | 8. _____ |
| 3. _____ | 9. _____ |
| 4. _____ | 10. _____ |
| 5. _____ | 11. _____ |
| 6. _____ | 12. _____ |

I Will Complete 12 Personal Career Surveys/ Personal Guests in the next 15 Days to Gold Medal this Month (highlight New Team Members)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____

I Will Write 5 Handwritten Notes This Month



I Will Check-In With My Sr. Director/NSD Twice on Voxer This Month



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

I Will Be In Front of 50 People in the Next 15 Days (highlight Prospects)

_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

Circle the months I completed the Power Program this Seminar Year

July	Aug	Sept	Oct	Nov	Dec
Jan	Feb	Mar	Apr	May	June

Circle the months I completed Book 10 this Seminar Year

July	Aug	Sept	Oct	Nov	Dec
Jan	Feb	Mar	Apr	May	June

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

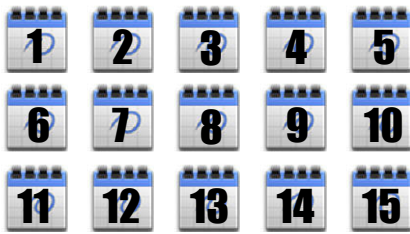
I Can Do Anything for 15 Days!

Feb 16-Feb 28

My Small Daily Wins (SDWs) (list up to 5 key behaviors that drive your results)

1. _____
2. _____
3. _____
4. _____
5. _____

Check Off Each Day that You Complete ALL of Your Small Daily Wins



My CURRENT Red Jackets

1. * _____
2. * _____
3. * _____
4. * _____
5. * _____

These are the NEXT Red Jackets to move up

1. _____
2. _____
3. _____
4. _____
5. _____



Book I am currently reading:

I Will Book 12 Beauty Experiences in the Next 15 Days to Hold 6 (highlight the appointments that held; Mark BE for Beauty Experience for F for Facial/Double Facial)

- | | |
|----------|-----------|
| 1. _____ | 7. _____ |
| 2. _____ | 8. _____ |
| 3. _____ | 9. _____ |
| 4. _____ | 10. _____ |
| 5. _____ | 11. _____ |
| 6. _____ | 12. _____ |

I Will Complete 12 Personal Career Surveys/ Personal Guests in the next 15 Days to Gold Medal this Month (highlight New Team Members)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____

I Will Write 5 Handwritten Notes This Month



I Will Check-In With My Sr. Director/NSD Twice on Voxer This Month



I Will Add 10+ New Agreements This Month (highlight 5+ Qualified to earn the \$500 bonus)

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

I Will Have 10 Power Program Achievers In My Unit This Month

(Beginning of month, list those you believe will achieve. End of month, highlight those who DID achieve. Put tally marks for each LIVE Coaching Call beside each name.)

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

Circle the months I completed the Power Program this Seminar Year

July	Aug	Sept	Oct	Nov	Dec
Jan	Feb	Mar	Apr	May	June

Circle the months I completed Book 10 this Seminar Year

July	Aug	Sept	Oct	Nov	Dec
Jan	Feb	Mar	Apr	May	June

I Will Be In Front of 50 People in the Next 15 Days (highlight Prospects)

_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

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

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
_____	_____	_____	_____
_____	_____	_____	_____
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 14-20

FRIDAY FEB 18	SATURDAY FEB 19	SUNDAY FEB 20
7am	7am	7am
8am	8am	8am
9am	9am	9am
10am	10am	10am
11am	11am	11am
12pm	12pm	12pm
1pm	1pm	1pm
2pm	2pm	2pm
3pm	3pm	3pm
4pm	4pm	4pm
5pm	5pm	5pm
6pm	6pm	6pm
7pm	7pm	7pm

WEEKLY REVIEW

What went well this week?

What was disappointing?

What was my biggest win?

What did I learn?

Feb 21-27

FRIDAY FEB 25	SATURDAY FEB 26	SUNDAY FEB 27
7am	7am	7am
8am	8am	8am
9am	9am	9am
10am	10am	10am
11am	11am	11am
12pm	12pm	12pm
1pm	1pm	1pm
2pm	2pm	2pm
3pm	3pm	3pm
4pm	4pm	4pm
5pm	5pm	5pm
6pm	6pm	6pm
7pm	7pm	7pm

CREATE A BOOK 10 BY 5TH
PROMOTION FOR UNIT

WEEKLY REVIEW

What went well this week?

What was disappointing?

What was my biggest win?

What did I learn?

MY WEEKLY Brain Dump LISTS

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 1

Week 2

Week 3

Week 4

Weekly

Planning for this month

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.

Date:

BIG GOAL #1	BIG GOAL #2
BIG GOAL #3	MISCELLANEOUS

Date:

BIG GOAL #1	BIG GOAL #2
BIG GOAL #3	MISCELLANEOUS

Date:

BIG GOAL #1	BIG GOAL #2
BIG GOAL #3	MISCELLANEOUS

Date:

BIG GOAL #1	BIG GOAL #2
BIG GOAL #3	MISCELLANEOUS

Tracking Small Daily Wins

The rhythm of daily action aligned with our goals creates the momentum that separates dreamers from super-achievers. — Darren Hardy

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: _____ - _____

WE. BOOK 5 TO 10

#UNLEASHED

Consultant: _____

Month: _____

Director: _____

BOOKING DATE:

HOSTESS		PHONE
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.		

BOOKING DATE:

HOSTESS		PHONE
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.		

BOOKING DATE:

HOSTESS		PHONE
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.		

BOOKING DATE:

HOSTESS		PHONE
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.		

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
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.		

WE ARE POWERFUL

Power Program

#UNLEASHED

Consultant: _____

Director: _____

Month: _____

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

_____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N

Week 2 Career Surveys & Guests

_____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N

Week 3 Career Surveys & Guests

_____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N

Week 4 Career Surveys & Guests

_____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N

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

keep adding weekly 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

new retail sales

working toward \$1000 weeks

Week 1

\$ _____ RETAIL
 \$ _____ WHOLESALE

Week 2

\$ _____ RETAIL
 \$ _____ WHOLESALE

Week 3

\$ _____ RETAIL
 \$ _____ WHOLESALE

Week 4

\$ _____ RETAIL
 \$ _____ WHOLESALE

Century Club reorders

Week 1 \$ _____ REORDERS

Week 2 \$ _____ REORDERS

Week 3 \$ _____ REORDERS

Week 4 \$ _____ REORDERS

track your total reorders separate
from new customer sales

Requirements for POWER PROGRAM Levels

12 BS (or 60 faces) • 24 CS • \$1200 WS (\$2400 retail) Weekly focus: 3-4 • 6 • \$300 WS (sell \$600 retail/week)
 9 BS (or 45 faces) • 18 CS • \$900 WS (\$1800 retail) Weekly focus: 2-3 • 5 • \$225 WS (sell \$450 retail/week)
 6 BS (or 30 faces) • 12 CS • \$600 WS (\$1200 retail) Weekly focus: 1-2 • 3 • \$150 WS (sell \$300 retail/week)
 3 BS (or 15 faces) • 6 CS • \$300 WS (\$600 retail) Weekly focus: 1 • 2 • \$75 WS (sell \$150 retail/week)

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.	
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	\$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	
- IBs 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=\$42K, 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 Girl 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=\$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											
Aug 2021											
Sep 2021											
Oct 2021											
Nov 2021											
Dec 2021											
Jan 2022											
Feb 2022											
Mar 2022											
Apr 2022											
May 2022											
June 2022											



Career Survey Tracking

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 Average. 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

Month: _____

	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						



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 Average. 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

Month: _____

	Name	Consultant	Phone #	Event Attended	Interest Level	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						



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 Average. Highlight your prospects.

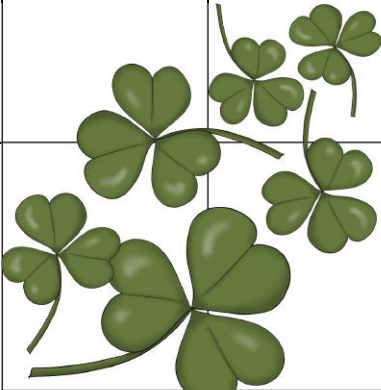
5 New is Maintenance. 10 NEW is GROWTH!
25 Career Surveys/Guests = 5 NEW
50 Career Surveys/Guests = 10 NEW
75 Career Surveys/Guests = 15 NEW

Month: _____

	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						
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92						
93						
94						
95						
96						
97						
98						
99						
100						
101						
102						
103						
104						
105						
106						

NOTES

March 2022

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		

CAREER
CONFERENCE
CAMPAIGNING

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

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
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 7-13

This week's #1 FOCUS: _____

MONDAY MAR 7	TUESDAY MAR 8	WEDNESDAY MAR 9	THURSDAY MAR 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 28-Mar 6

FRIDAY MAR 4	SATURDAY MAR 5	SUNDAY MAR 6
7am	7am	7am
8am	8am	8am
9am	9am	9am
10am	10am	10am
11am	11am	11am
12pm	12pm	12pm
1pm	1pm	1pm
2pm	2pm	2pm
3pm	3pm	3pm
4pm	4pm	4pm
5pm	5pm	5pm
6pm	6pm	6pm
7pm	7pm	7pm

WEEKLY REVIEW
What went well this week?

What was disappointing?

What was my biggest win?

What did I learn?

Mar 7-13

FRIDAY MAR 11	SATURDAY MAR 12	SUNDAY MAR 13
7am	7am	7am
8am	8am	8am
9am	9am	9am
10am	10am	10am
11am	11am	11am
12pm	12pm	12pm
1pm	1pm	1pm
2pm	2pm	2pm
3pm	3pm	3pm
4pm	4pm	4pm
5pm	5pm	5pm
6pm	6pm	6pm
7pm	7pm	7pm

WEEKLY REVIEW
What went well this week?

What was disappointing?

What was my biggest win?

What did I learn?

I Can Do Anything for 15 Days!

Mar 1-Mar 15

My Small Daily Wins (SDWs) (list up to 5 key behaviors that drive your results)

1. _____
2. _____
3. _____
4. _____
5. _____

Check Off Each Day that You Complete ALL of Your Small Daily Wins



My CURRENT Red Jackets

1. * _____
2. * _____
3. * _____
4. * _____
5. * _____

These are the NEXT Red Jackets to move up

1. _____
2. _____
3. _____
4. _____
5. _____



Book I am currently reading:

I Will Book 12 Beauty Experiences in the Next 15 Days to Hold 6 (highlight the appointments that held; Mark BE for Beauty Experience for F for Facial/Double Facial)

- | | |
|----------|-----------|
| 1. _____ | 7. _____ |
| 2. _____ | 8. _____ |
| 3. _____ | 9. _____ |
| 4. _____ | 10. _____ |
| 5. _____ | 11. _____ |
| 6. _____ | 12. _____ |

I Will Complete 12 Personal Career Surveys/ Personal Guests in the next 15 Days to Gold Medal this Month (highlight New Team Members)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____

I Will Write 5 Handwritten Notes This Month



I Will Check-In With My Sr. Director/NSD Twice on Voxer This Month



I Will Add 10+ New Agreements This Month (highlight 5+ Qualified to earn the \$500 bonus)

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

I Will Have 10 Power Program Achievers In My Unit This Month

(Beginning of month, list those you believe will achieve. End of month, highlight those who DID achieve. Put tally marks for each LIVE Coaching Call beside each name.)

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

Circle the months I completed the Power Program this Seminar Year

July	Aug	Sept	Oct	Nov	Dec
Jan	Feb	Mar	Apr	May	June

Circle the months I completed Book 10 this Seminar Year

July	Aug	Sept	Oct	Nov	Dec
Jan	Feb	Mar	Apr	May	June

I Will Be In Front of 50 People in the Next 15 Days (highlight Prospects)

_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

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

My Small Daily Wins (SDWs) (list up to 5 key behaviors that drive your results)

1. _____
2. _____
3. _____
4. _____
5. _____

Check Off Each Day that You Complete ALL of Your Small Daily Wins



My CURRENT Red Jackets

1. * _____
2. * _____
3. * _____
4. * _____
5. * _____

These are the NEXT Red Jackets to move up

1. _____
2. _____
3. _____
4. _____
5. _____



Book I am currently reading:

I Will Book 12 Beauty Experiences in the Next 15 Days to Hold 6 (highlight the appointments that held; Mark BE for Beauty Experience for F for Facial/Double Facial)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____

I Will Complete 12 Personal Career Surveys/ Personal Guests in the next 15 Days to Gold Medal this Month (highlight New Team Members)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____

I Will Write 5 Handwritten Notes This Month



I Will Check-In With My Sr. Director/NSD Twice on Voxer This Month



I Will Add 10+ New Agreements This Month (highlight 5+ Qualified to earn the \$500 bonus)

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

I Will Have 10 Power Program Achievers In My Unit This Month

(Beginning of month, list those you believe will achieve. End of month, highlight those who DID achieve. Put tally marks for each LIVE Coaching Call beside each name.)

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

Circle the months I completed the Power Program this Seminar Year

July	Aug	Sept	Oct	Nov	Dec
Jan	Feb	Mar	Apr	May	June

Circle the months I completed Book 10 this Seminar Year

July	Aug	Sept	Oct	Nov	Dec
Jan	Feb	Mar	Apr	May	June

I Will Be In Front of 50 People in the Next 15 Days (highlight Prospects)

_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

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
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 14-20

FRIDAY MAR 18	SATURDAY MAR 19	SUNDAY MAR 20
7am	7am	7am
8am	8am	8am
9am	9am	9am
10am	10am	10am
11am	11am	11am
12pm	12pm	12pm
1pm	1pm	1pm
2pm	2pm	2pm
3pm	3pm	3pm
4pm	4pm	4pm
5pm	5pm	5pm
6pm	6pm	6pm
7pm	7pm	7pm

WEEKLY REVIEW
What went well this week?

What was disappointing?

What was my biggest win?

What did I learn?

Mar 21-27

FRIDAY MAR 25	SATURDAY MAR 26	SUNDAY MAR 27
7am	7am	7am
8am	8am	8am
9am	9am	9am
10am	10am	10am
11am	11am	11am
12pm	12pm	12pm
1pm	1pm	1pm
2pm	2pm	2pm
3pm	3pm	3pm
4pm	4pm	4pm
5pm	5pm	5pm
6pm	6pm	6pm
7pm	7pm	7pm

WEEKLY REVIEW
What went well this week?

What was disappointing?

What was my biggest win?

What did I learn?

MY WEEKLY Brain Dump LISTS

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 1

Week 2

Week 3

Week 4

Weekly Planning for this month

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.

Date:	BIG GOAL #1	BIG GOAL #2
	BIG GOAL #3	MISCELLANEOUS
Date:	BIG GOAL #1	BIG GOAL #2
	BIG GOAL #3	MISCELLANEOUS
Date:	BIG GOAL #1	BIG GOAL #2
	BIG GOAL #3	MISCELLANEOUS
Date:	BIG GOAL #1	BIG GOAL #2
	BIG GOAL #3	MISCELLANEOUS

Tracking Small Daily Wins

The rhythm of daily action aligned with our goals creates the momentum that separates dreamers from super-achievers. — Darren Hardy

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: _____ - _____

WE. BOOK 5 TO 10

#UNLEASHED Consultant: _____
 Month: _____
 Director: _____

BOOKING DATE:

HOSTESS	PHONE
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.	

BOOKING DATE:

HOSTESS	PHONE
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.	

BOOKING DATE:

HOSTESS	PHONE
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.	

BOOKING DATE:

HOSTESS	PHONE
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.	

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
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.	

WE ARE POWERFUL

Power Program

#UNLEASHED

Consultant: _____

Director: _____

Month: _____

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

_____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N

Week 2 Career Surveys & Guests

_____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N

Week 3 Career Surveys & Guests

_____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N

Week 4 Career Surveys & Guests

_____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N
 _____ H V G L B N

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

keep adding weekly 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

new retail sales

working toward \$1000 weeks

Week 1

\$ _____ RETAIL
 \$ _____ WHOLESALE

Week 2

\$ _____ RETAIL
 \$ _____ WHOLESALE

Week 3

\$ _____ RETAIL
 \$ _____ WHOLESALE

Week 4

\$ _____ RETAIL
 \$ _____ WHOLESALE

Century Club reorders

Week 1 \$ _____ REORDERS

Week 2 \$ _____ REORDERS

Week 3 \$ _____ REORDERS

Week 4 \$ _____ REORDERS

track your total reorders separate
from new customer sales

Requirements for POWER PROGRAM Levels

12 BS (or 60 faces) + 24 CS + \$1200 WS (\$2400 retail) Weekly focus: 3-4 + 6 + \$300 WS (sell \$600 retail/week)
 9 BS (or 45 faces) + 18 CS + \$900 WS (\$1800 retail) Weekly focus: 2-3 + 5 + \$225 WS (sell \$450 retail/week)
 6 BS (or 30 faces) + 12 CS + \$600 WS (\$1200 retail) Weekly focus: 1-2 + 3 + \$150 WS (sell \$300 retail/week)
 3 BS (or 15 faces) + 6 CS + \$300 WS (\$600 retail) Weekly focus: 1 + 2 + \$75 WS (sell \$150 retail/week)

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.	
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	\$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	
- IBs 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=\$42K, 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 Girl 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=\$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											
Aug 2021											
Sep 2021											
Oct 2021											
Nov 2021											
Dec 2021											
Jan 2022											
Feb 2022											
Mar 2022											
Apr 2022											
May 2022											
June 2022											



Career Survey Tracking

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 Average. 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

Month: _____

	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						



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 Average. 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

Month: _____

	Name	Consultant	Phone #	Event Attended	Interest Level	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						



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 Average. 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

Month: _____

	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						
102						
103						
104						
105						
106						

Adding 10+ NEW Consultants a month = GROWTH

Name & Agreement Date / Goals Name _____ Recruiter _____ Start Date _____		Husband/Kids <input type="checkbox"/> Beat the Box Sent <input type="checkbox"/> Welcome Email Sent <input type="checkbox"/> Orientation Done <input type="checkbox"/> Voxer Group <input type="checkbox"/> FB Group <input type="checkbox"/> 24 Hour Orientation Follow-up <input type="checkbox"/> Website <input type="checkbox"/> InTouch		Attended 1st Meeting / found Adopted Director Started 21-Day Voxer? Finished?		Order 1st Order Amount \$ _____ 2nd Order Amount \$ _____		Virtual Classroom Sessions <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>							
Business Debut/Follow-up <input type="checkbox"/> 1st Coaching Call <input type="checkbox"/> 2nd Coaching Call <input type="checkbox"/> Power Start Dates _____ <input type="checkbox"/> Debut Debrief Call <input type="checkbox"/> Notes for Newsletter		5 Career Surveys/Guests (Pearl Earrings) 1. _____ 2. _____ 3. _____ 4. _____ 5. _____		5 Career Surveys/Guests (Pearl Bracelet) 1. _____ 2. _____ 3. _____ 4. _____ 5. _____		5 Career Surveys/Guests(Pearl Necklace) 1. _____ 2. _____ 3. _____ 4. _____ 5. _____		5 Career Surveys/Guests (Pearl Headband) 1. _____ 2. _____ 3. _____ 4. _____ 5. _____							
LIVE COACHING & TRAINING CALLS		Training on the Power Program		Training Call before 1st Beauty Experience		Follow-up Call after 1st Beauty Experience		Money Management Conversation		Coaching for BOOK 10 to Hold 2nd Power Start		Coaching on STAR Status		Conversation to review her goals and why	
GREAT START PROGRAM		MONTH 1 Month _____ Order Amt _____ Bonus Amt _____		MONTH 2 Month _____ Order Amt _____ Bonus Amt _____		MONTH 3 Month _____ Order Amt _____ Bonus Amt _____		MONTH 4 Month _____ Order Amt _____ Bonus Amt _____		Bestie Coupons Name _____ Name _____ Name _____					

Name & Agreement Date / Goals Name _____ Recruiter _____ Start Date _____		Husband/Kids <input type="checkbox"/> Beat the Box Sent <input type="checkbox"/> Welcome Email Sent <input type="checkbox"/> Orientation Done <input type="checkbox"/> Voxer Group <input type="checkbox"/> FB Group <input type="checkbox"/> 24 Hour Orientation Follow-up <input type="checkbox"/> Website <input type="checkbox"/> InTouch		Attended 1st Meeting / found Adopted Director Started 21-Day Voxer? Finished?		Order 1st Order Amount \$ _____ 2nd Order Amount \$ _____		Virtual Classroom Sessions <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>							
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GREAT START PROGRAM		MONTH 1 Month _____ Order Amt _____ Bonus Amt _____		MONTH 2 Month _____ Order Amt _____ Bonus Amt _____		MONTH 3 Month _____ Order Amt _____ Bonus Amt _____		MONTH 4 Month _____ Order Amt _____ Bonus Amt _____		Bestie Coupons Name _____ Name _____ Name _____					

Name & Agreement Date / Goals Name _____ Recruiter _____ Start Date _____		Husband/Kids <input type="checkbox"/> Beat the Box Sent <input type="checkbox"/> Welcome Email Sent <input type="checkbox"/> Orientation Done <input type="checkbox"/> Voxer Group <input type="checkbox"/> FB Group <input type="checkbox"/> 24 Hour Orientation Follow-up <input type="checkbox"/> Website <input type="checkbox"/> InTouch		Attended 1st Meeting / found Adopted Director Started 21-Day Voxer? Finished?		Order 1st Order Amount \$ _____ 2nd Order Amount \$ _____		Virtual Classroom Sessions <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>							
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GREAT START PROGRAM		MONTH 1 Month _____ Order Amt _____ Bonus Amt _____		MONTH 2 Month _____ Order Amt _____ Bonus Amt _____		MONTH 3 Month _____ Order Amt _____ Bonus Amt _____		MONTH 4 Month _____ Order Amt _____ Bonus Amt _____		Bestie Coupons Name _____ Name _____ Name _____					

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