



I'M  ALL IN!  
Growing my dream daily #teamMK



## MONTHLY TRACKING

Mary Kay Goal this month: \_\_\_\_\_ Month: \_\_\_\_\_

### Team Building Results:

|                       | Month Goal | Week 1 | Week 2 | Week 3 | Week 4 | Total Actual |
|-----------------------|------------|--------|--------|--------|--------|--------------|
| New Team Members      |            |        |        |        |        |              |
| Shares held           |            |        |        |        |        |              |
| Bookings (for shares) |            |        |        |        |        |              |
| Dials (for shares)    |            |        |        |        |        |              |

### Retail Sales Results:

|                                 | Month Goal | Week 1 | Week 2 | Week 3 | Week 4 | Total Actual |
|---------------------------------|------------|--------|--------|--------|--------|--------------|
| Sales (from Reorders)           |            |        |        |        |        |              |
| Sales (from New Faces)          |            |        |        |        |        |              |
| Parties Held                    |            |        |        |        |        |              |
| # of Faces                      |            |        |        |        |        |              |
| Bookings (for parties)          |            |        |        |        |        |              |
| Dials (for parties)             |            |        |        |        |        |              |
| Leads & referrals (for parties) |            |        |        |        |        |              |

Wholesale Reorder: \_\_\_\_\_

Career Promotion: \_\_\_\_\_

Star Consultant (QTD): \_\_\_\_\_

QC of Sales (YTD): \_\_\_\_\_

QC of Sharing (YTD): \_\_\_\_\_

Do my efforts & activity align with my goal?  
Are my results surprising (good or bad)?



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## WEEKLY ACTIVITY TRACKER

**WEEKLY GOALS:** Parties (# Faces): \_\_\_\_\_ Retail Sales: \_\_\_\_\_ Shares: \_\_\_\_\_

|                                       | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Sunday |
|---------------------------------------|--------|---------|-----------|----------|--------|----------|--------|
| Dials (for parties)                   |        |         |           |          |        |          |        |
| # NEW Leads & referrals (for parties) |        |         |           |          |        |          |        |
| Dials (for shares)                    |        |         |           |          |        |          |        |
| Make list to call (for shares)        |        |         |           |          |        |          |        |

### New Leads & #s (parties)

- |     |     |
|-----|-----|
| 1)  | 21) |
| 2)  | 22) |
| 3)  | 23) |
| 4)  | 24) |
| 5)  | 25) |
| 6)  | 26) |
| 7)  | 27) |
| 8)  | 28) |
| 9)  | 29) |
| 10) | 30) |
| 11) | 31) |
| 12) | 32) |
| 13) | 33) |
| 14) | 34) |
| 15) | 35) |
| 16) | 36) |
| 17) | 37) |
| 18) | 38) |
| 19) | 39) |
| 20) | 40) |

### New Leads for Shares

- 1)
  - 2)
  - 3)
  - 4)
  - 5)
  - 6)
  - 7)
  - 8)
  - 9)
  - 10)
  - 11)
  - 12)
  - 13)
  - 14)
  - 15)
  - 16)
  - 17)
  - 18)
  - 19)
  - 20)
- # Parties Held: \_\_\_\_\_

### New Bookings (for Parties):

- 1)
- 2)
- 3)
- 4)
- 5)
- 6)
- 7)
- 8)
- 9)
- 10)

### New Bookings (for Shares):

- 1)
- 2)
- 3)
- 4)
- 5)
- 6)
- 7)
- 8)
- 9)
- 10)



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## WEEKLY ACTIVITY TRACKER

### New Parties Held & Faces:

- 1)
- 2)
- 3)
- 4)
- 5)
- 6)
- 7)
- 8)
- 9)
- 10)
- 11)
- 12)
- 13)
- 14)
- 15)
- 16)
- 17)
- 18)
- 19)
- 20)

# Parties Held: \_\_\_\_\_

### Sharing Appts Held:

- 1)
- 2)
- 3)
- 4)
- 5)
- 6)
- 7)
- 8)
- 9)
- 10)
- 11)
- 12)
- 13)
- 14)
- 15)

### New Team Members

- 1)
- 2)
- 3)
- 4)
- 5)
- 6)
- 7)
- 8)
- 9)
- 10)

### New Retail Sales / Reorder:

- 1) /
- 2) /
- 3) /
- 4) /
- 5) /
- 6) /
- 7) /
- 8) /
- 9) /
- 10) /
- 11) /
- 12) /
- 13) /
- 14) /
- 15) /
- 16) /
- 17) /
- 18) /
- 19) /
- 20) /

Total Retail Sales: \_\_\_\_\_

New: \_\_\_\_\_ / Reorder: \_\_\_\_\_