

Track your points and redeem them for Prizes each month! You can find the prizes on the EXCEL-erize page on our website. Set a goal each month of how many points you want to earn and how you want to earn them! Points do NOT roll over to the next month. You will need to track your points as well as the activity you did to earn them (Ex. faces and interviews) To claim your prize, you must fill out your Recognition Report (found on our website), with the item #/name and description, by the 5th of the month.

Get I EXTRA Point for every action with a A completed during the 1st-15th of the month

		My Points
\checkmark	ttave 10 Appointments on your schedule by the 5th of the month = 10 Points	
1	Every Face = 1 Point	
~	Every Face = 1 Point 4 Every Interview = 1 Point 4	
~	Watch PINK University = 1 Point, (2 Points for watching LIVE & interacting)	
~	Attend your Weekly Success Night = 1 Point (Extra point for attending all month)	
	thaving models at your Weekly Success Night = 1 Point	
J	Attend a Guest Event/Workshop/Directors Meeting = 5 Points	
1	Attend a Conference or Retreat = 10 Points	
J	Every \$100 in Wholesale Production you have in = 1 Point	
J	Filling out your Recognition Report by the 5th of the month = 1 Point	
1	Every new Team Member = 5 Points 4	
1	Every \$600 wholesale your TEAM (not including yours) has in = 1 Point	
	Enroll Customers in the Preferred Customer Program (PCP) = 1 Point	
J	thave a minimum of \$225 in Wholesale Production for the month = 1 Point	
J	Every New Customer you enroll in the Glow & Tell Challenge= 1 Point	

BOOKING BABES

EThese points can only be earned by Booking Babe Members?

- / Receive an EXCEL-erize point for each day you post; post all 7 days and get 10 points for that week
- You get a point for EVERY 10 Reach Outs you make ex) you made 20, you get 2 points that day. (If you post 20 all 7 days that week you get 20 points)
- / The FIRST Babe to post her 10+ reach outs for the day gets an extra point
- \prime Enroll another unit member for our Booking Babes Group & when she completes her 21 days, get 10 points $_$
- Get a point for each Unit Rally Post

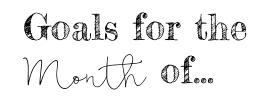
The following count as a Unit Rally Post:

- Sharing praise news- something great that happened in your business or celebrating someone else's praise news
- A Reminding everyone about current prizes/promotions going on, upcoming events & deadlines
- A Promoting Booking Babes and sharing your success
- A Sharing an idea, tip or script with everyone
- A Reminding everyone about specific tools, training and ideas on our website and where they can find them
- A Commenting on New Consultant welcome posts and cheering them on

Earn an EXCEL-erize Point for each action you complete in your first 30 days. See the EXCEL-erize Page on our FOCUS Area Website to see what you can redeem your Points for!

		My Points
1	Read your New Consultant Packet all the way through	Ŭ
V V	Cature yours charge lower to an Examine the part of the second of the second se	
× /	Add your Director as a friend on Facebook (See your Unit Page on the website for a link)	
V	Add yourself to your Unit Group on Facebook (See your Unit's Page on the Website for the link)	
\checkmark	Add yourself to the FOCUS Area on Facebook (See New Consultant Page on the website for link)	
\checkmark	Add your Director's Personal & Office # to your phone	
\checkmark	Download the Voxer App and message your Director	
√,	Place your Inventory order with your Director to get all your Free Product	
\checkmark	Open a free checking account at your bank for your reorder money. Separate from your	
\checkmark		
,	personal checking account.	
\checkmark	Make your Master Contact List using the Leads and Layering Sheet from the Booking page Under	
	Education on our Website.	
\checkmark	Earn all of your Pearl Jewelry by completing your Leadership Training with your Director	
\checkmark	Fill out a Weekly Plan Sheet (you can find and print this off of the Tracking Page on our Website)	
\checkmark		
	2 weeks (Get your MK Business Card Holder)	
\checkmark	Find the Prizes & Promotions Page on our Website to check out the current Promotions	
\checkmark	Earn your Red Jacket by adding 3 Active Team Members and get your MK. Tote and Pin Enhancer	
\checkmark	Schedule and hold your Kickoff Party	
\checkmark	Practice on at least 30 Faces (Get the MK Clutch/Money Bag)	
J	Set up your Propay Account & Personal Website on Intouch	
Ĵ	Book your first 5 Parties	
Ĵ	Make Index Cards for each product that you demo and continue to add product info to them as you	
	learn new things about each product	
./	Introduce yourself on a PINK University training event on Facebook	
	Watch the DVD in your Starter Kit	
	Read through your entire Start Something Beautiful Magazine	
	Add your first Team Member	
	Check out MK University on Intouch	
	Read Mary Kay's Autobiography	
× /	Explore the Education Tab on the FOCUS Area Website	
~/	Write out your WHY and create a Vision Board with your goals	
V	σ	

NEW FACES take you PLACES



Month

Month

Month

Month

Name	Tried Product	Interviewed	
2.			BOOKING GOAL: WeekMonth
3. <u>4.</u> 5			FACE GOAL: WeekMonth
0. 6. 7.			INTERVIEW GOAL: WeekMonth
2. 3. 4. 5. 6. 7. 8. 9. 10.			SALES GOAL: WeekMonth
<u>11.</u> <u>12.</u> <u>13.</u>			WHOLESALE
14. 15.			PRODUCTION (\$100) (\$200) (\$300)
16. 17. 18.			\$400 \$500 \$600 ¹⁵
<u>19.</u> 20. 21.			\$700 \$800 \$900
22. 23.			(\$1,000) (\$1,100) (\$1,200) (\$1,300) (\$1,400) (\$1,500)
24. 25. 26.			(\$1,600) (\$1,700) (\$1,800)
27. 28. 29.			\$1,900 \$2,000
<i>3</i> 0.			\$1,700 wholesale production a month = a Court of Sales Diamond Ring!