




EXCEL → ERIZE

your BUSINESS

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

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







My Points

BOOKING BABES

{These 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
- ✓ 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
-  Reminding everyone about current prizes/promotions going on, upcoming events & deadlines
-  Promoting Booking Babes and sharing your success
-  Sharing an idea, tip or script with everyone
-  Reminding everyone about specific tools, training and ideas on our website and where they can find them
-  Commenting on New Consultant welcome posts and cheering them on

New Consultant

EXCEL → ERIZE

Challenge

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 |
|---|-----------|
| ✓ Read your New Consultant Packet all the way through | _____ |
| ✓ Set up your free Mary Kay E-mail on Intouch (Make sure to cannot change it after it has been set up!) | _____ |
| ✓ Add your Director as a friend on Facebook (See your Unit Page on the website for a link) | _____ |
| ✓ Add yourself to your Unit Group on Facebook (See your Unit's Page on the Website for the link) | _____ |
| ✓ Add yourself to the FOCUS Area on Facebook (See New Consultant Page on the website for link) | _____ |
| ✓ Add your Director's Personal & Office # to your phone | _____ |
| ✓ Download the Voxer App and message your Director | _____ |
| ✓ Place your Inventory order with your Director to get all your Free Product | _____ |
| ✓ Open a free checking account at your bank for your reorder money. Separate from your personal checking account. | _____ |
| ✓ Make your Master Contact List using the Leads and Layering Sheet from the Booking page Under Education on our Website. | _____ |
| ✓ Earn all of your Pearl Jewelry by completing your Leadership Training with your Director | _____ |
| ✓ Fill out a Weekly Plan Sheet (you can find and print this off of the Tracking Page on our Website) | _____ |
| ✓ Bring at least 5 women as guests to try the product at your Weekly Success Meeting in your first 2 weeks (Get your MK Business Card Holder) | _____ |
| ✓ Find the Prizes & Promotions Page on our Website to check out the current Promotions | _____ |
| ✓ Earn your Red Jacket by adding 3 Active Team Members and get your MK Tote and Pin Enhancer | _____ |
| ✓ Schedule and hold your Kickoff Party | _____ |
| ✓ Practice on at least 30 Faces (Get the MK Clutch/Money Bag) | _____ |
| ✓ Set up your Propay Account & Personal Website on Intouch | _____ |
| ✓ Book your first 5 Parties | _____ |
| ✓ 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 | _____ |

NEW FACES *take you* PLACES

A tracked number *grows*

Goals for the Month of...

Name	Tried Product	Interviewed
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
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12.		
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21.		
22.		
23.		
24.		
25.		
26.		
27.		
28.		
29.		
30.		

BOOKING GOAL:
 _____ Week _____ Month

FACE GOAL:
 _____ Week _____ Month

INTERVIEW GOAL:
 _____ Week _____ Month

SALES GOAL:
 _____ Week _____ Month

WHOLESALE PRODUCTION

\$100 \$200 \$300
 \$400 \$500 \$600 *Bronze Achiever*
 \$700 \$800 \$900
Silver Achiever \$1,000 \$1,100 \$1,200
 \$1,300 \$1,400 \$1,500
 \$1,600 \$1,700 \$1,800
Gold Achiever \$1,900 \$2,000

\$1,700 wholesale production a month
 = a Court of Sales Diamond Ring!