What would need to happen for you to be able to say, "This was the best Seminar Year ever"?
Goal Setting for the Next 90 Days

Thank you to my mentors and friends, SNSD Pam Shaw, SNSD Julia Burnett and Future NSD Amy Kemp for their contributions to this Goal Setting strategy.

**STEP #1: LET’S GET THE JUICES FLOWIN’**

If you couldn’t fail, what would your heart’s desire be to achieve by….


What do you want to FEEL like 12 months from now?

If the stars would perfectly align, what crazy, outlandishly cool things would you like to see happen 12 months from now?

WHO do you want to be?

WHAT do you want to accomplish?

What makes you happy?

I feel good about myself when…

What gives you pride?

What is the purpose of your life as you see it?

What makes you feel centered?

What do you really want?

What do you want MORE (or most right now)? (Some people live their whole life not knowing their priorities.)

Think back to when you are/were most happy in your MK business—when was this? Why?

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

What in your MK business makes you feel powerful?

**WHAT WOULD NEED TO HAPPEN FOR YOU TO BE ABLE TO SAY THAT THIS HAS BEEN YOUR BEST SEMINAR YEAR EVER?**
Goal Setting for the Next 90 Days

List 50 REASONS for achieving the goal you just listed.

1. ____________________________________________ 26. __________________________________________
2. ____________________________________________ 27. __________________________________________
3. ____________________________________________ 28. __________________________________________
4. ____________________________________________ 29. __________________________________________
5. ____________________________________________ 30. __________________________________________
6. ____________________________________________ 31. __________________________________________
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20. __________________________________________ 45. __________________________________________
21. __________________________________________ 46. __________________________________________
22. __________________________________________ 47. __________________________________________
23. __________________________________________ 48. __________________________________________
24. __________________________________________ 49. __________________________________________
25. __________________________________________ 50. __________________________________________

Highlight the top 25. Put stars by the TOP 5. Use the TOP 5 to write out your MISSION STATEMENT.

_______________________________________________________________________________________________________
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_______________________________________________________________________________________________________
**Goal Setting for the Next 90 Days**

**STEP #2 - LET’S BE HONEST (self-evaluation)**
Think back to your business — WHERE in the sequence of the MK process, do I have a tendency to “drop the ball”?
1. ______________________________ 2. _______________________________ 3. _______________________________

What would it take for me to “fix this” or “teach myself” this skill?

What current habits are inconsistent with the life I really want to live and the values I have? (Staying up too late? Hitting snooze? Drinking too much? Overly absorbed in social media? Never present in the moment with kids or husband? Often late? Often forgetful? Frivolous spending? Lack of planning? Withdrawn or isolated? Unforgiving? Poor eating? Blaming others?)

What’s my plan for replacing those habits?

What has to change in my life? In my business?
1. ______________________________ 2. _______________________________ 3. _______________________________

What are 3 things I have been unwilling to do that when I start doing them, everything would change?
1. ______________________________ 2. _______________________________ 3. _______________________________

What Income Producing Activities I most excited about & committed to?
1. ______________________________ 2. _______________________________ 3. _______________________________

**STEP #3 - LET’S GET CRYSTAL-CLEAR (goal setting)**

“Money follows VISION. It rarely works the other way around.” Andy Stanley

**MARY KAY GOALS FOR THE NEXT 90 DAYS (July 1–Sept 30)**
Goals must have 3 parameters: 1) Specific, 2) Measurable, 3) Time Bound
What is the LARGER VISION you’re working towards that will take more than 90 days? It might help to answer this question: What would need to happen for me to be able to say that this has been my best Seminar Year ever?

10 specific goals I will work on in the next 90 days to support the year-long goal.

1. ______________________________
2. ______________________________
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10. ______________________________
Goal Setting for the Next 90 Days

MY LIFE GOALS FOR THE NEXT 90 DAYS
Besides your business, which 2-3 areas of your life you want to focus on during the next 90 days? Circle them. Physical, marriage, spiritual, financial, personal growth, leadership and relationships/family. What are the goals you have in those 2-3 areas of life?
1. _______________________________ 2. _______________________________ 3. _______________________________

List potential obstacles to achieving the life goals above and how you plan to overcome them.
1. _______________________________ 2. _______________________________ 3. _______________________________

THE MATH
What can I do (that I can control) that will influence the completion of the goals I’ve set for this 90 day cycle?

MY 90-DAY COMMUNICATION STRATEGY

CALENDAR
List personal and company events happening in the next 90 days.
Goal Setting for the Next 90 Days

**STEP #4 - LET’S FIND SMALL DAILY WINS TO CREATE HABITS**

You’ll never change anything in your life until you change something you do everyday. What are 3 habits you need to change/alter/tweak/replace?

1. ___________________________________________________________________________________________________

2. ___________________________________________________________________________________________________

3. ___________________________________________________________________________________________________

**MY KEY BEHAVIORS FOR LIFE & MARY KAY**

List each Mary Kay career goal and personal goal you’ve set. Beside each goal, write a key behavior that will influence the achievement of this goal.

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<tr>
<th>Goals</th>
<th>Key Behaviors</th>
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You will track these key behaviors using the 15-Day Plan.

Make a list of people who will be positively affected AND HOW they will be affected by you keeping your word and being obedient to your key behaviors?
STEP #5 - LET’S DO SCARY THINGS
Doing scary things is the only thing that builds confidence, which is one of the most attractive qualities. Confidence is born out of ACTION.
What are 1-3 scary things you will consistently do in the next 90 days to build confidence?
1. _______________________________ 2. _______________________________ 3. _______________________________

Should these ‘scary things’ be a daily key behavior?

STEP #6 - LET’S BE ACCOUNTABLE
If no one knows your numbers, they won’t change. Here a list of opportunities for accountability in our Area…
1) 15-Day Plan
2) 13-Week Plan for New Directors
3) Turn in month’s end numbers
4) BOOK 10
5) Show up at every event
6) Choose an individual system of accountability with your Senior or NSD
7) Have a power partner with whom you’re accountable with your daily schedule.

How will you choose to be accountable?

LET’S ROCK THESE NEXT 90 DAYS!
**Unit STARs in the 1st Quarter**

*June 16 – Sept 15*

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

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What is my strategy for building and promoting STARs in my Unit?

1. ____________________
2. ____________________
3. ____________________
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What Event is coming up this Quarter?

*June 16 – Sept 15*

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My A List
My Key People

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My B List
My Middle People

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My C List
Those who probably won’t come, but I will reach out to anyway

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My campaign strategy to promote this event.

1. ____________________
2. ____________________
3. ____________________
4. ____________________
5. ____________________
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7. ____________________
8. ____________________
9. ____________________
10. _________________
I Can Do Anything For 15 Days!!

July 1–July 15

My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________
6. ___________________
7. ___________________
8. ___________________
9. ___________________
10. ___________________

I Will Do 10 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. ___________________

I Will Write 5 Handwritten Notes This Month
I will check in with my Sr. Director/Leah twice on Voxer this month
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________

I Will Book 10 Parties In The Next 15 Days to Hold 5
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________
6. ___________________
7. ___________________
8. ___________________
9. ___________________
10. ___________________

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 Move 5 Consultants
Up the Career Path This Month
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________

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

I Will Have 10 GenX/GenX ELITE/SA 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 GenX/GenX ELITE/SA Achiever this Seminar Year
July Aug Oct Nov Dec Jan
Feb Mar Apr May June July

Circle the months I completed Book 10 this Seminar Year
July Aug Oct Nov Dec Jan
Feb Mar Apr May June July

What will need to happen for me to say that this has been my best Seminar Year ever?
My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)
1. ___________________
2. ___________________
3. ___________________
4. ___________________
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I Will Do 10 Personal Career Surveys/Personal Guests In The Next 15 Days to Gold Medal This Month
(Highlight New Team Members)
1. ___________________
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I Will Have 10 GenX/GenX ELITE/SA 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. ___________________
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Circle the months I completed GenX/GenX ELITE/SA Achiever this Seminar Year
July  Aug  Oct  Nov  Dec  Jan
Feb  Mar  Apr  May  June  July

Circle the months I completed Book 10 this Seminar Year
July  Aug  Oct  Nov  Dec  Jan
Feb  Mar  Apr  May  June  July

I Will Do 10 Parties In The Next 15 Days to Hold 5
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)
1. ___________________
2. ___________________
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4. ___________________
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9. ___________________
10. ___________________

I Will Write 5 Handwritten Notes This Month
1 2 3 4 5
I will check in with my Sr. Director/Leah twice on Voxel this month
1 2
Book I am currently reading

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

I Will Move 5 Consultants Up the Career Path This Month
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________
(Put tally marks for each LIVE Coaching Call beside each name.)

I Can Do Anything For 15 Days!!
July 16 – July 31

Out of 15 days, how many days did you complete ALL key behaviors!

What will need to happen for me to say that this has been my best Seminar Year ever?
# GenX Weekly/Monthly Tracking Sheet

## 50+ Faces (Equivalent to 3 Classes Per Week)

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## $500+ Per Week in New Sales

### Week 1
- New: $ ___ Reorders: $ ___ Total: $ ___

### Week 2
- New: $ ___ Reorders: $ ___ Total: $ ___

### Week 3
- New: $ ___ Reorders: $ ___ Total: $ ___

### Week 4
- New: $ ___ Reorders: $ ___ Total: $ ___

## 3+ Career Surveys Per Week

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## MONTH to DATE

- # Appointments (*full circle) HELD this month
- # Total New Faces (product)
- # Career Surveys
- # New Team Members
- # Total Team
- # Active
- $ Retail Sales
- $ Wholesale Order
- $ Total Team Production (yours + Team)

Star Goal: Sapphire Ruby Diamond Emerald Pearl

*Full Circle appts = 3+ guests, $200+ retail, 2+ Career Surveys booked

## Month End Results

Circle YOUR Achievement: GENX * GENX Elite * GENX SUPER ACHIEVER

- # Months Consistency
- # Book 10 Appointments for NEW MONTH
  (# Parties ___ # Facials ___)

Moved UP in RED from ______ to ______

Submit your GenX numbers by midnight each Monday at www.leahlauchlan.com.
## Commission Check

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<tr>
<td><strong>Total Production</strong></td>
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<tr>
<td><strong>13% Unit Commission</strong></td>
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<tr>
<td><strong>Personal Team Commission (4-9-13%)</strong></td>
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<tr>
<td><strong>Personal Qualified Bonus ($100 each)</strong></td>
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<tr>
<td><strong>Unit Development Bonus</strong></td>
<td>(3-4 qualified=$300, 5+ qualified=$500)</td>
</tr>
<tr>
<td><strong>Unit Volume Bonus</strong></td>
<td>(must hit $5K in Prod)</td>
</tr>
<tr>
<td><strong>Quarterly STAR Bonus</strong></td>
<td>(5=$300, 10=$400, 15=$500)</td>
</tr>
<tr>
<td><strong>Offspring Commission</strong></td>
<td>(earn 4-6%)</td>
</tr>
<tr>
<td><strong>Wellness Bonus</strong></td>
<td>(Paid on Jan 15; $800-$2000)</td>
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<tr>
<td><strong>Total Commission</strong></td>
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### Unit Size On The Grow - Check reports after month closes

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<tr>
<td><strong>Current NEW Month Unit Size</strong></td>
<td>(after 13s fall off)</td>
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<tr>
<td><strong>+ Personal Recruiting Goal this month</strong></td>
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<td><strong>+ Unit Recruiting Goal</strong></td>
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<td><strong>Unit Size Goal End Of Month</strong></td>
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### Personal Team/Court of Sharing

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<tr>
<td><strong>Current New Month Personal Team Size</strong></td>
<td>(30+ is the goal – Lead by Example)</td>
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<tr>
<td><strong>YTD Personal New Agreements</strong></td>
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<tr>
<td><strong>YTD Personal Qualifieds</strong></td>
<td>(Nat’l Ct of Sharing=24, Lauchlan Ct=12)</td>
</tr>
<tr>
<td><strong>YTD Commissions On Personal Recruits</strong></td>
<td>(found in reports section of InTouch)</td>
</tr>
<tr>
<td><strong># of Personal Gold Medals</strong></td>
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### Court Of Sales- Nat’l=$36K Retail, Lauchlan=$18K Retail

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<tr>
<td><strong>YTD Personal Retail In</strong></td>
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<tr>
<td><strong>Retail Needed/Wholesale Needed</strong></td>
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<td><strong># of Months Left</strong></td>
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<tr>
<td><strong>Wholesale Needed per Month</strong></td>
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<tr>
<td><strong>Monthly Retail Sales Goal</strong></td>
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### Career Car Tracking – Grand Achiever=$39K, Premier=$54K, BMW=$75K, Cadillac=$96K over 2 Quarters

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<td><strong>Car Level Goal</strong></td>
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<td><strong>4th Qtr – Oct, Nov, Dec</strong></td>
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<td><strong>Qtr-To-Date Wholesale In Toward Car Goal</strong></td>
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<tr>
<td><strong>Personal Qualified Bonuses</strong></td>
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<td><strong>Wholesale Needed to finish Car Goal</strong></td>
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<td><strong>Prod Needed per Month</strong></td>
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### Unit Club - $300K=1st Unit Club, $500K=Big Girl Ring, $650=Trip, $800K=Prestige Trip, $1M=MILLION

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<td><strong>Year-Long Goal</strong></td>
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<td><strong>YTD Retail In</strong></td>
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<td><strong>Wholesale Prod Needed Per Month</strong></td>
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### STARS

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<td><strong>Total STARs in for Year</strong></td>
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## 20% Increase

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My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)

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

I Will Do 10 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. ____________________

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

Circle the months I completed GenX/GenX ELITE/SA Achiever this
Seminar Year
July         Aug         Oct          Nov         Dec         Jan
Feb         Mar         Apr
May         June        July

Circle the months I completed Book 10 this Seminar Year
July         Aug         Oct         Nov         Dec         Jan
Feb         Mar         Apr         May         June         July

What will need to happen for me to say that this has been
my best Seminar Year ever?
I Can Do Anything For 15 Days!!
Aug 16 – Aug 31

My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________
6. ___________________
7. ___________________
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I Will Do 10 Personal Career Surveys/Personal Guests In The Next 15 Days to Gold Medal This Month
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3. ______________________
4. ______________________
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10. ______________________

I Will Book 10 Parties In The Next 15 Days to Hold 5
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)
1. ______________________
2. ______________________
3. ______________________
4. ______________________
5. ______________________
6. ______________________
7. ______________________
8. ______________________
9. ______________________
10. ______________________

I Will Move 5 Consultants Up the Career Path This Month
1. ______________________
2. ______________________
3. ______________________
4. ______________________
5. ______________________

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

I Will Write 5 Handwritten Notes This Month
1 2 3 4 5
I will check in with my Sr. Director/Leah twice on Voxer this month
1 2
Book I am currently reading ______________________________

I Will Add 10+ New Agreements This Month
(Highlight 5+ Qualified to earn the $500 Bonus)
1. ______________________
2. ______________________
3. ______________________
4. ______________________
5. ______________________
6. ______________________
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I Will Have 10 GenX/GenX ELITE/SA 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. ______________________
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I Will Book 10 Parties In The Next 15 Days to Hold 5
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)
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What will need to happen for me to say that this has been my best Seminar Year ever?

Circle the months I completed GenX/GenX ELITE/SA Achiever this Seminar Year
July Aug Oct Nov Dec Jan
Feb Mar Apr May June July

Circle the months I completed Book 10 this Seminar Year
July Aug Oct Nov Dec Jan
Feb Mar Apr May June July
Gen X Weekly/Monthly Tracking Sheet

50+ Faces (Equivalent to 3 Classes Per Week)

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$500+ Per Week in New Sales

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<tr>
<th>Week 1</th>
<th>Week 2</th>
<th>Week 3</th>
<th>Week 4</th>
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<tbody>
<tr>
<td>$ _ _ _ _ _ NEW</td>
<td>$ _ _ _ _ _ NEW</td>
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3+ Career Surveys Per Week

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<th>Week 2 Career Survey</th>
<th>Week 3 Career Survey</th>
<th>Week 4 Career Survey</th>
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MONTH to DATE

(Keep adding weekly results for month end total)

- # Appointments (*full circle) HELD this month
- # Total New Faces (product)
- # Career Surveys
- # New Team Members
  - # Total Team
  - # Active
- $ Retail Sales
- $ Wholesale Order
- $ Total Team Production (yours + Team)
  w/s towards STAR this QUARTER

Star Goal: Sapphire  Ruby  Diamond  Emerald  Pearl

*Full Circle appts = 3+ guests, $200+ retail, 2+ Career Surveys booked

5 New Contacts PLUS 1+ Bookings Per Day

Mark Each Day You Meet 5 + 1

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Month End Results

Circle YOUR Achievement: GENX * GENX Elite * GENX SUPER ACHIEVER

- # Months Consistency
- # Book 10 Appointments for NEW MONTH
  (# Parties  # Facials )

Moved UP in RED from _______ to _______.

Submit your GenX numbers by midnight each Monday at www.leahlauchlan.com.
**Commission Check**

- Total Production
- 13% Unit Commission
- Personal Team Commission (4-9-13%)
- Personal Qualified Bonus ($100 each)
- Unit Development Bonus (3-4 qualified=$300, 5+ qualified=$500)
- Unit Volume Bonus (must hit $5K in Prod)
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- Wellness Bonus (Paid on Jan 15; $800-$2000)
- Total Commission

**Unit Size On The Grow - Check reports after month closes**

- Current NEW Month Unit Size (after 13s fall off)
- + Personal Recruiting Goal this month
- + Unit Recruiting Goal
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- Car Level Goal
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- Prod Needed per Month

**Unit Club** - $300K=1st Unit Club, $500K=Big Girl Ring, $650=Trip, $800K=Prestige Trip, $1M=MILLION

**Year-Long Goal**

- YTD Retail In (found in reports section of InTouch)
- # of Months Left
- Wholesale Prod Needed Per Month

**STARS**

- Total Year-Long STAR Goal Year
  - 1st Qtr Total Goal/Actual # /
  - 2nd Qtr Total Goal/Actual # /
  - 3rd Qtr Total Goal/Actual # /
  - 4th Qtr Total Goal/Actual # /
- Total STARs in for Year

**20% Increase**

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My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)

1. ____________________
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7. ____________________
8. ____________________
9. ____________________
10. ____________________

I Will Do 10 Personal Career Surveys/Personal Guests In The Next 15 Days to Gold Medal This Month
(Highlight New Team Members)

1. ____________________
2. ____________________
3. ____________________
4. ____________________
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I Will Write 5 Handwritten Notes This Month

1. ____________________
2. ____________________
3. ____________________
4. ____________________
5. ____________________

I Will Book 10 Parties In The Next 15 Days to Hold 5
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)

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

I Will Move 5 Consultants Up the Career Path This Month

1. ____________________
2. ____________________
3. ____________________
4. ____________________
5. ____________________

I Will 10 GenX/GenX ELITE/SA 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 GenX/GenX ELITE/SA Achiever this Seminar Year

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

Circle the months I completed Book 10 this Seminar Year

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

Out of 15 days, how many days did you complete ALL key behaviors?

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

What will need to happen for me to say that this has been my best Seminar Year ever?
My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________
6. ___________________
7. ___________________
8. ___________________
9. ___________________
10. ___________________

I Will Do 10 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. ___________________

I Will Write 5 Handwritten Notes This Month
I will check in with my Sr. Director/Leah twice on Voxer this month
Book I am currently reading

I Will Book 10 Parties In The Next 15 Days to Hold 5
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________
6. ___________________
7. ___________________
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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 GenX/GenX ELITE/SA 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. ___________________
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I Will Move 5 Consultants Up the Career Path This Month
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________

Out of 15 days, how many days did you complete ALL key behaviors?

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

What will need to happen for me to say that this has been my best Seminar Year ever?
## Gen X Weekly/Monthly Tracking Sheet

### 50+ Faces (Equivalent to 3 Classes Per Week)

<table>
<thead>
<tr>
<th>Name &amp; $</th>
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</thead>
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### $500+ Per Week in New Sales

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<tr>
<th>Week 1</th>
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<th>Week 3</th>
<th>Week 4</th>
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<td>Reorders</td>
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<td>Total</td>
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### 3+ Career Surveys Per Week

<table>
<thead>
<tr>
<th>Week 1 Career Survey</th>
<th>Week 2 Career Survey</th>
<th>Week 3 Career Survey</th>
<th>Week 4 Career Survey</th>
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<tbody>
<tr>
<td>Y Y M</td>
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</table>

### MONTH to DATE (Keep adding weekly results for month end total)

- # Appointments (*full circle) HELD this month
- # Total New Faces (product)
- # Career Surveys
- # New Team Members
  - # Total Team
  - # Active
- $ Retail Sales
- $ Wholesale Order
- $ Total Team Production (yours + Team) w/s towards STAR this QUARTER

Star Goal: Sapphire Ruby Diamond Emerald Pearl

*Full Circle appts = 3+ guests, $200+ retail, 2+ Career Surveys booked

### Month End Results

Circle YOUR Achievement: **GENX** * **GENX Elite** * **GENX SUPER ACHIEVER**

- # Months Consistency
- # Book 10 Appointments for NEW MONTH (# Parties ___ # Facials ___)

Moved UP in RED from ________ to ________

Submit your GenX numbers by midnight each Monday at www.leahlauchlan.com.
<table>
<thead>
<tr>
<th>Commission Check</th>
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<tbody>
<tr>
<td>Total Production</td>
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<tr>
<td>13% Unit Commission</td>
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<tr>
<td>Personal Team Commission (4-9-13%)</td>
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<tr>
<td>Personal Qualified Bonus ($100 each)</td>
</tr>
<tr>
<td>Unit Development Bonus (3-4 qualified=$300, 5+ qualified=$500)</td>
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<tr>
<td>Unit Volume Bonus (must hit $5K in Prod)</td>
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<tr>
<td>Quarterly STAR Bonus (5=$300, 10=$400, 15=$500)</td>
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<tr>
<td>Offspring Commission (earn 4-6%)</td>
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<tr>
<td>Wellness Bonus (Paid on Jan 15; $800-$2000)</td>
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<tr>
<td>Total Commission</td>
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<thead>
<tr>
<th>Unit Size On The Grow - Check reports after month closes</th>
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<tbody>
<tr>
<td>Current NEW Month Unit Size (after l1s fall off)</td>
</tr>
<tr>
<td>+ Personal Recruiting Goal this month</td>
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<tr>
<td>+ Unit Recruiting Goal</td>
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<tr>
<td>Unit Size Goal End Of Month</td>
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<thead>
<tr>
<th>Personal Team/Court of Sharing</th>
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<tbody>
<tr>
<td>Current New Month Personal Team Size (30+ is the goal – Lead by Example)</td>
</tr>
<tr>
<td>YTD Personal New Agreements</td>
</tr>
<tr>
<td>YTD Personal Qualifieds (Nat’l Ct of Sharing=24, Lauchlan Ct=12)</td>
</tr>
<tr>
<td>YTD Commissions On Personal Recruits (found in reports section of InTouch)</td>
</tr>
<tr>
<td># of Personal Gold Medals</td>
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<thead>
<tr>
<th>Court Of Sales- Nat’l=$36K Retail, Lauchlan=$18K Retail</th>
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<tbody>
<tr>
<td>YTD Personal Retail In</td>
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<tr>
<td>Retail Needed/Wholesale Needed /</td>
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<tr>
<td># of Months Left</td>
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<tr>
<td>Wholesale Needed per Month</td>
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<tr>
<td>Monthly Retail Sales Goal</td>
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</tbody>
</table>

**Career Car Tracking** – Grand Achiever=$39K, Premier=$54K, BMW=$75K, Cadillac=$96K over 2 Quarters

<table>
<thead>
<tr>
<th>Car Level Goal</th>
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<tbody>
<tr>
<td>1st Qtr – Jan, Feb, Mar</td>
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<td>2nd Qtr – Apr, May, June</td>
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<td>3rd Qtr – July, Aug, Sept</td>
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<td>4th Qtr – Oct, Nov, Dec</td>
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<td>Qtr-To-Date Wholesale In Toward Car Goal</td>
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<tr>
<td>Personal Qualified Bonuses</td>
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<tr>
<td>Wholesale Needed to finish Car Goal</td>
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<td>Prod Needed per Month</td>
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| Unit Club - $300K=1st Unit Club, $500K=Big Girl Ring, $650=Trip, $800K=Prestige Trip, $1M=MILLION |
| Year-Long Goal |
| YTD Retail In (found in reports section of InTouch) |
| # of Months Left |
| Wholesale Prod Needed Per Month |

| STARS |
| Total Year-Long STAR Goal Year |
| 1st Qtr Total Goal/Actual # / |
| 2nd Qtr Total Goal/Actual # / |
| 3rd Qtr Total Goal/Actual # / |
| 4th Qtr Total Goal/Actual # / |
| Total STARs in for Year |

**20% Increase**

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Goal Setting for the Next 90 Days

Thank you to my mentors and friends, SNSD Pam Shaw, SNSD Julia Burnett and Future NSD Amy Kemp for their contributions to this Goal Setting strategy.

STEP #1 - LET’S GET THE JUICES FLOWIN’
If you couldn’t fail, what would your heart’s desire be to achieve by….


What do you want to FEEL like 12 months from now?

If the stars would perfectly align, what crazy, outlandishly cool things would you like to see happen 12 months from now?

WHO do you want to be?

WHAT do you want to accomplish?

What makes you happy?

I feel good about myself when…

What gives you pride?

What is the purpose of your life as you see it?

What makes you feel centered?

What do you really want?

What do you want MORE (or most right now)? (Some people live their whole life not knowing their priorities.)

Think back to when you are/were most happy in your MK business-when was this? Why?

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

What in your MK business makes you feel powerful?

WHAT WOULD NEED TO HAPPEN FOR YOU TO BE ABLE TO SAY THAT THIS HAS BEEN YOUR BEST SEMINAR YEAR EVER?
Goal Setting for the Next 90 Days

List 50 REASONS for achieving the goal you just listed.

| 1. ___________________________ | 26. ___________________________ |
| 2. ___________________________ | 27. ___________________________ |
| 3. ___________________________ | 28. ___________________________ |
| 4. ___________________________ | 29. ___________________________ |
| 5. ___________________________ | 30. ___________________________ |
| 6. ___________________________ | 31. ___________________________ |
| 7. ___________________________ | 32. ___________________________ |
| 8. ___________________________ | 33. ___________________________ |
| 9. ___________________________ | 34. ___________________________ |
| 10. ___________________________ | 35. ___________________________ |
| 11. ___________________________ | 36. ___________________________ |
| 12. ___________________________ | 37. ___________________________ |
| 13. ___________________________ | 38. ___________________________ |
| 14. ___________________________ | 39. ___________________________ |
| 15. ___________________________ | 40. ___________________________ |
| 16. ___________________________ | 41. ___________________________ |
| 17. ___________________________ | 42. ___________________________ |
| 18. ___________________________ | 43. ___________________________ |
| 19. ___________________________ | 44. ___________________________ |
| 20. ___________________________ | 45. ___________________________ |
| 21. ___________________________ | 46. ___________________________ |
| 22. ___________________________ | 47. ___________________________ |
| 23. ___________________________ | 48. ___________________________ |
| 24. ___________________________ | 49. ___________________________ |
| 25. ___________________________ | 50. ___________________________ |

Highlight the top 25. Put stars by the TOP 5. Use the TOP 5 to write out your MISSION STATEMENT.

____________________________________________________________________________
____________________________________________________________________________
____________________________________________________________________________
Goal Setting for the Next 90 Days

STEP #2 - LET'S BE HONEST (self-evaluation)
Think back to your business — WHERE in the sequence of the MK process, do I have a tendency to “drop the ball”?
1. _______________________________ 2. _______________________________ 3. _______________________________

What would it take for me to “fix this” or “teach myself” this skill?

What current habits are inconsistent with the life I really want to live and the values I have? (Staying up too late? Hitting snooze? Drinking too much? Overly absorbed in social media? Never present in the moment with kids or husband? Often late? Often forgetful? Frivolous spending? Lack of planning? Withdrawn or isolated? Unforgiving? Poor eating? Blaming others?)

What's my plan for replacing those habits?

What has to change in my life? In my business?
1. _______________________________ 2. _______________________________ 3. _______________________________

What are 3 things I have been unwilling to do that when I start doing them, everything would change?
1. _______________________________ 2. _______________________________ 3. _______________________________

What Income Producing Activities I most excited about & committed to?
1. _______________________________ 2. _______________________________ 3. _______________________________

STEP #3 - LET'S GET CRYSTAL-CLEAR (goal setting)
“Money follows VISION. It rarely works the other way around.” Andy Stanley

MARY KAY GOALS FOR THE NEXT 90 DAYS (Oct 1 - Dec 31)
Goals must have 3 parameters: 1) Specific, 2) Measurable, 3) Time Bound
What is the LARGER VISION you're working towards that will take more than 90 days? It might help to answer this question: What would need to happen for me to be able to say that this has been my best Seminar Year ever?

10 specific goals I will work on in the next 90 days to support the year-long goal.

1. _______________________________ 6. _______________________________
2. _______________________________ 7. _______________________________
3. _______________________________ 8. _______________________________
4. _______________________________ 9. _______________________________
5. _______________________________ 10. _______________________________
Goal Setting for the Next 90 Days

MY LIFE GOALS FOR THE NEXT 90 DAYS
Besides your business, which 2-3 areas of your life you want to focus on during the next 90 days? Circle them. Physical, marriage, spiritual, financial, personal growth, leadership and relationships/family. What are the goals you have in those 2-3 areas of life?
1. _______________________________ 2. _______________________________ 3. _______________________________

List potential obstacles to achieving the life goals above and how you plan to overcome them.
1. _______________________________ 2. _______________________________ 3. _______________________________

THE MATH
What can I do (that I can control) that will influence the completion of the goals I’ve set for this 90 day cycle?

MY 90-DAY COMMUNICATION STRATEGY

CALENDAR
List personal and company events happening in the next 90 days.
Goal Setting for the Next 90 Days

STEP #4 - LET'S FIND SMALL DAILY WINS TO CREATE HABITS
You’ll never change anything in your life until you change something you do everyday. What are 3 habits you need to change/alter/tweak/replace?
1. ___________________________________________________________________________________________________
2. ___________________________________________________________________________________________________
3. ___________________________________________________________________________________________________

MY KEY BEHAVIORS FOR LIFE & MARY KAY
List each Mary Kay career goal and personal goal you’ve set. Beside each goal, write a key behavior that will influence the achievement of this goal.

<table>
<thead>
<tr>
<th>Goals</th>
<th>Key Behaviors</th>
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<tbody>
<tr>
<td>1.___________________________</td>
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</table>

You will track these key behaviors using the 15-Day Plan.

Make a list of people who will be positively affected AND HOW they will be affected by you keeping your word and being obedient to your key behaviors? 
STEP #5 - LET’S DO SCARY THINGS
Doing scary things is the only thing that builds confidence, which is one of the most attractive qualities. Confidence is born out of ACTION. What are 1-3 scary things you will consistently do in the next 90 days to build confidence?
1. _______________________________ 2. _______________________________ 3. _______________________________

Should these ‘scary things’ be a daily key behavior?

STEP #6 - LET’S BE ACCOUNTABLE
If no one knows your numbers, they won’t change. Here a list of opportunities for accountability in our Area...
1) 15-Day Plan
2) 13-Week Plan for New Directors
3) Turn in month’s end numbers
4) BOOK 10
5) Show up at every event
6) Choose an individual system of accountability with your Senior or NSD
7) Have a power partner with whom you’re accountable with your daily schedule.

How will you choose to be accountable?

LET’S ROCK THESE NEXT 90 DAYS!
Unit STARs in the 2nd Quarter
Sept 16 - Dec 15

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

<p>| | | | | | |</p>
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<td><em>Bonus</em> 20</td>
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What is my strategy for building and promoting STARs in my Unit?

1. _______________
2. _______________
3. _______________
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What Event is coming up this Quarter?
Sept 16 - Dec 15

My A List
My Key People

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My B List
My Middle People

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My C List
Those who probably won't come, but I will reach out to anyway

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My campaign strategy to promote this event.

1. _______________
2. _______________
3. _______________
4. _______________
5. _______________
I Can Do Anything For 15 Days!!
Oct 1 - Oct 15

My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)
1. ___________________
2. ___________________
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4. ___________________
5. ___________________
6. ___________________
7. ___________________
8. ___________________
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I Will Do 10 Personal Career Surveys/Personal Guests In
The Next 15 Days to Gold Medal This Month
(Highlight New Team Members)
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I Will Write 5 Handwritten Notes This Month
I will check in with my Sr. Director/Leah twice on
Voxer this month
1. ___________________
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5. ___________________

Book I am currently reading
____________________________

I Will Have 10 GenX/GenX ELITE/SA 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.)
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Circle the months I completed GenX/GenX ELITE/SA Achiever this
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July Aug Oct Nov Dec Jan
Feb Mar Apr May June July

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(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)
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I Will Add 10+ New Agreements This Month
(Highlight 5+ Qualified to earn the $500 Bonus)
1. ___________________
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I Will Move 5 Consultants
Up the Career Path This Month
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________

(Put tally marks for each LIVE Coaching Call beside each name.)

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

Circle the months I completed GenX/GenX ELITE/SA Achiever this
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Feb Mar Apr May June July

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my best Seminar Year ever?
I Can Do Anything For 15 Days!!
Oct 16– Oct 31

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(list up to 10 key behaviors that drive your results)
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I Will Be In Front of 50 People In the Next 15 Days (Highlight Prospects)

Out of 15 days, how many days did you complete ALL key behaviors?

I Will Book 10 Parties In The Next 15 Days to Hold 5
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)
1. ___________________
2. ___________________
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9. ___________________
10. ___________________

Check off each day that you complete ALL of your Key Behaviors
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15

Out of 15 days, how many days did you complete ALL key behaviors?

What will need to happen for me to say that this has been my best Seminar Year ever?
# Gen X Weekly/Monthly Tracking Sheet

## 50+ Faces (Equivalent to 3 Classes Per Week)

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## Week Ending:

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## $500+ Per Week in New Sales

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**Total**

**Reorders**

## 3+ Career Surveys Per Week

Y = Yes  N = No  M = Maybe

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<th>Week 1 Career Survey</th>
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<th>Week 4 Career Survey</th>
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## MONTH to DATE

(Keep adding weekly results for month end total)

- # Appointments (*full circle) HELD this month
- # Total New Faces (product)
- # Career Surveys
- # New Team Members
  - # Total Team
  - # Active
- $ Retail Sales
- $ Wholesale Order
- $ Total Team Production (yours + Team) w/s towards STAR this QUARTER

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<th>Star Goal:</th>
<th>Sapphire</th>
<th>Ruby</th>
<th>Diamond</th>
<th>Emerald</th>
<th>Pearl</th>
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*Full Circle appts = 3+ guests, $200+ retail, 2+ Career Surveys booked

## 5 New Contacts PLUS 1+ Bookings Per Day

Mark Each Day You Meet 5 + 1

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## Month End Results

Circle YOUR Achievement:  GENX  *  GENX Elite  *  GENX SUPER ACHIEVER

- # Months Consistency
- # Book 10 Appointments for NEW MONTH
  - (# Parties  # Facials)

Moved UP in RED from ________ to _________

Submit your GenX numbers by midnight each Monday at www.leahlauchlan.com.
### Commission Check

- **Total Production**
- **13% Unit Commission**
- **Personal Team Commission (4-9-13%)**
- **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**
  - (5=$300, 10=$400, 15=$500)
- **Offspring Commission** (earn 4-6%)
- **Wellness Bonus** (Paid on Jan 15; $800-$2000)
- **Total Commission**

### Unit Size On The Grow - Check reports after month closes

- **Current NEW Month Unit Size** (after I3s fall off)
- **+ Personal Recruiting Goal this month**
- **+ Unit Recruiting Goal**
- **Unit Size Goal End Of Month**

### Personal Team/Court of Sharing

- **Current New Month Personal Team Size**
  - (30+ is the goal – Lead by Example)
- **YTD Personal New Agreements**
- **YTD Personal Qualifieds**
  - (Nat’l Ct of Sharing=24, Lauchlan Ct=12)
- **YTD Commissions On Personal Recruits** (found in reports section of InTouch)
- **# of Personal Gold Medals**

### Court Of Sales - Nat’l=$36K Retail, Lauchlan=$18K Retail

- **YTD Personal Retail In**
- **Retail Needed/Wholesale Needed**
- **# of Months Left**
- **Wholesale Needed per Month**
- **Monthly Retail Sales Goal**

### Career Car Tracking – Grand Achiever=$39K, Premier=$54K, BMW=$75K, Cadillac=$96K over 2 Quarters

- **Car Level Goal**
  - **1st Qtr – Jan, Feb, Mar**
  - **2nd Qtr – Apr, May, June**
  - **3rd Qtr – July, Aug, Sept**
  - **4th Qtr – Oct, Nov, Dec**

- **Qtr-To-Date Wholesale In Toward Car Goal**
  - **Personal Qualified Bonuses**
  - **Wholesale Needed to finish Car Goal**
  - **Prod Needed per Month**

### Unit Club - $300K=1st Unit Club, $500K=Big Girl Ring, $650=Trip, $800K=Prestige Trip, $1M=MILLION

- **Year-Long Goal**
- **YTD Retail In** (found in reports section of InTouch)
- **# of Months Left**
- **Wholesale Prod Needed Per Month**

### STARS

- **Total Year-Long STAR Goal Year**
  - **1st Qtr Total Goal/Actual #** /
  - **2nd Qtr Total Goal/Actual #** /
  - **3rd Qtr Total Goal/Actual #** /
  - **4th Qtr Total Goal/Actual #** /
- **Total STARs in for Year**

---

### 20% Increase

<table>
<thead>
<tr>
<th>Sem Yr</th>
<th>Unit Sale Last Year</th>
<th>20% Increase</th>
<th>Sem ’14-’15 Monthly Goal</th>
<th>Actual W/sale</th>
<th>YTD Retail</th>
<th>2014 Personal Recruiting</th>
<th>2015 Personal Recruiting</th>
<th>2014 New Unit Recruiting</th>
<th>2015 New Unit Recruiting</th>
<th>2014 Unit Size</th>
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I Will Add 10+ New Agreements This Month (Highlight 5+ Qualified to earn the $500 Bonus)

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

I Will Have 10 GenX/GenX ELITE/SA 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. ___________________
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9. ___________________
10. ___________________

I Will Move 5 Consultants Up the Career Path This Month

1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________

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

Out of 15 days, how many days did you complete ALL key behaviors? ______

I Can Do Anything For 15 Days!!
Nov 1 - Nov 15

What will need to happen for me to say that this has been my best Seminar Year ever?
My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)

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

I Will Do 10 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. ___________________

I Will Write 5 Handwritten Notes This Month

I will check in with my Sr. Director/Leah twice on Vvoxer this month

Book I am currently reading

I Will Book 10 Parties In The Next 15 Days to Hold 5 (highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)

1. ___________________  
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I Will Add 10+ New Agreements This Month (Highlight 5+ Qualified to earn the $500 Bonus)

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I Will Have 10 GenX/GenX ELITE/SA 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.)

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I Will Move 5 Consultants Up the Career Path This Month

1. ___________________  
2. ___________________  
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4. ___________________  
5. ___________________  

Out of 15 days, how many days did you complete ALL key behaviors?

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

Circle the months I completed GenX/GenX ELITE/SA Achiever this Seminar Year

Circle the months I completed Book 10 this Seminar Year

What will need to happen for me to say that this has been my best Seminar Year ever?
Gen X Weekly/Monthly Tracking Sheet

50+ Faces (Equivalent to 3 Classes Per Week)

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<thead>
<tr>
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$500+ Per Week in New Sales

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<tr>
<th>Week 1</th>
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<th>Week 2</th>
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<th>Week 3</th>
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<th>Week 4</th>
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<td>Total</td>
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</tbody>
</table>

3+ Career Surveys Per Week

<table>
<thead>
<tr>
<th>Week 1 Career Survey</th>
<th>Week 2 Career Survey</th>
<th>Week 3 Career Survey</th>
<th>Week 4 Career Survey</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y N M</td>
<td>Y N M</td>
<td>Y N M</td>
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</tbody>
</table>

3+ Career Surveys Per Week

<table>
<thead>
<tr>
<th>Y= Yes</th>
<th>N=No</th>
<th>M=Maybe</th>
</tr>
</thead>
</table>

MONTH to DATE

(Keep adding weekly results for month end total)

# Appointments (*full circle) HELD this month
# Total New Faces (product)
# Career Surveys
# New Team Members
# Total Team
# Active

$ Retail Sales
$ Wholesale Order
$ Total Team Production (yours + Team)
w/s towards STAR this QUARTER

Star Goal: Sapphire Ruby Diamond Emerald Pearl
*Full Circle appts = 3+ guests, $200+ retail, 2+ Career Surveys booked

Month End Results

Circle YOUR Achievement GENX * GENX Elite * GENX SUPER ACHIEVER

# Months Consistency

# Book 10 Appointments for NEW MONTH

(# Parties## # Facials##)

Moved UP in RED from _______ to _______

Submit your GenX numbers by midnight each Monday at www.leahlauchlan.com.
<table>
<thead>
<tr>
<th>Commission Check</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Production</td>
</tr>
<tr>
<td>13% Unit Commission</td>
</tr>
<tr>
<td>Personal Team Commission (4-9-13%)</td>
</tr>
<tr>
<td>Personal Qualified Bonus ($100 each)</td>
</tr>
<tr>
<td>Unit Development Bonus (3-4 qualified=$300, 5+ qualified=$500)</td>
</tr>
<tr>
<td>Unit Volume Bonus (must hit $5K in Prod)</td>
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<tr>
<td>Quarterly STAR Bonus (5=$300, 10=$400, 15=$500)</td>
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<tr>
<td>Offspring Commission (earn 4-6%)</td>
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<tr>
<td>Wellness Bonus (Paid on Jan 15; $800-$2000)</td>
</tr>
<tr>
<td>Total Commission</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Unit Size On The Grow - Check reports after month closes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current NEW Month Unit Size (after 13s fall off)</td>
</tr>
<tr>
<td>+ Personal Recruiting Goal this month</td>
</tr>
<tr>
<td>+ Unit Recruiting Goal</td>
</tr>
<tr>
<td>Unit Size Goal End Of Month</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Personal Team/Court of Sharing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current New Month Personal Team Size (30+ is the goal – Lead by Example)</td>
</tr>
<tr>
<td>YTD Personal New Agreements</td>
</tr>
<tr>
<td>YTD Personal Qualifieeds (Nat’l Ct of Sharing=24, Lauchlan Ct=12)</td>
</tr>
<tr>
<td>YTD Commissions On Personal Recruits (found in reports section of InTouch)</td>
</tr>
<tr>
<td># of Personal Gold Medals</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Court Of Sales- Nat’l=$36K Retail, Lauchlan=$18K Retail</th>
</tr>
</thead>
<tbody>
<tr>
<td>YTD Personal Retail In</td>
</tr>
<tr>
<td>Retail Needed/Wholesale Needed /</td>
</tr>
<tr>
<td># of Months Left</td>
</tr>
<tr>
<td>Wholesale Needed per Month</td>
</tr>
<tr>
<td>Monthly Retail Sales Goal</td>
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</table>

<table>
<thead>
<tr>
<th>20% Increase</th>
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<tbody>
<tr>
<td>--------------</td>
</tr>
<tr>
<td>July 2014</td>
</tr>
<tr>
<td>Aug 2014</td>
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<tr>
<td>Sep 2014</td>
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<td>Oct 2014</td>
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<td>Nov 2014</td>
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<td>Dec 2014</td>
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<td>Jan 2015</td>
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<td>Feb 2015</td>
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<td>Mar 2015</td>
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<tr>
<td>Apr 2015</td>
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<td>May 2015</td>
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<tr>
<td>June 2015</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Career Car Tracking – Grand Achiever=$39K, Premier=$54K, BMW=$75K, Cadillac=$96K over 2 Quarters</th>
</tr>
</thead>
<tbody>
<tr>
<td>Car Level Goal</td>
</tr>
<tr>
<td>1st Qtr – Jan, Feb, Mar</td>
</tr>
<tr>
<td>2nd Qtr – Apr, May, June</td>
</tr>
<tr>
<td>3rd Qtr – July, Aug, Sept</td>
</tr>
<tr>
<td>4th Qtr – Oct, Nov, Dec</td>
</tr>
<tr>
<td>Qtr-To-Date Wholesale In Toward Car Goal</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Unit Club - $300K=1st Unit Club, $500K=Big Girl Ring, $650=Trip, $800K=Prestige Trip, $1M=MILLION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-Long Goal</td>
</tr>
<tr>
<td>YTD Retail In (found in reports section of InTouch)</td>
</tr>
<tr>
<td># of Months Left</td>
</tr>
<tr>
<td>Wholesale Prod Needed Per Month</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>STARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Year-Long STAR Goal Year</td>
</tr>
<tr>
<td>1st Qtr Total Goal/Actual # /</td>
</tr>
<tr>
<td>2nd Qtr Total Goal/Actual # /</td>
</tr>
<tr>
<td>3rd Qtr Total Goal/Actual # /</td>
</tr>
<tr>
<td>4th Qtr Total Goal/Actual # /</td>
</tr>
<tr>
<td>Total STARs in for Year</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LAUCHLAN AREA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beat Your Best</td>
</tr>
</tbody>
</table>
My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)
1. ___________________
2. ___________________
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I Will Do 10 Personal Career Surveys/Personal Guests In
The Next 15 Days to Gold Medal This Month
(Highlight New Team Members)
1. ___________________
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I Will Write 5 Handwritten Notes This Month
1. ___________________
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I Will Book 10 Parties In The Next 15 Days to Hold 5
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)
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I Will Move 5 Consultants
Up the Career Path This Month
1. ___________________
2. ___________________
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I Will Be In Front of 50 People In the Next 15 Days (Highlight Prospects)

I Will Add 10+ New Agreements This Month
(Highlight 5+ Qualified to earn the $500 Bonus)
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I Will Have 10 GenX/GenX ELITE/SA 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.)
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I Can Do Anything For 15 Days!!
Dec 1 – Dec 15

Out of 15 days, how many days did you complete ALL key behaviors?

What will need to happen for me to say that this has been my best Seminar Year ever?
**My Daily Key Behaviors**
(list up to 10 key behaviors that drive your results)

1. ___________________
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**I Will Do 10 Personal Career Surveys/Personal Guests In The Next 15 Days to Gold Medal This Month**
(Highlight New Team Members)

1. ___________________
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10. ___________________

**I Will Write 5 Handwritten Notes This Month**

I will check in with my Sr. Director/Leah twice on Voxer this month

Circle the months I completed GenX/GenX ELITE/SA Achievers this Seminar Year

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

Circle the months I completed Book 10 this Seminar Year

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

**I Will Book 10 Parties In The Next 15 Days to Hold 5**
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)

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**I Will Add 10+ New Agreements This Month**
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**I Will Move 5 Consultants Up the Career Path This Month**

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(Put tally marks for each LIVE Coaching Call beside each name.)

**I Will Be In Front of 50 People In the Next 15 Days (Highlight Prospects)**

Out of 15 days, how many days did you complete ALL key behaviors!

________________________
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**I Will Have 10 GenX/GenX ELITE/SA 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.)

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

Dec 16 – Dec 31
Gen X Weekly/Monthly Tracking Sheet

50+ Faces (Equivalent to 3 Classes Per Week)

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Week Ending:

Name & $ | Name & $ | Name & $ | Name & $ | Name & $ | Name & $ | Name & $ | Name & $ | Name & $ | Name & $ |

$500+ Per Week in New Sales

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
<th>Week 3</th>
<th>Week 4</th>
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3+ Career Surveys Per Week

<table>
<thead>
<tr>
<th>Week 1 Career Survey</th>
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<th>Week 3 Career Survey</th>
<th>Week 4 Career Survey</th>
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</thead>
<tbody>
<tr>
<td>Y N M</td>
<td>Y N M</td>
<td>Y N M</td>
<td>Y N M</td>
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<td>Y N M</td>
<td>Y N M</td>
<td>Y N M</td>
<td>Y N M</td>
</tr>
</tbody>
</table>

Y= Yes N= No M= Maybe

MONTH to DATE

| # Appointments (*full circle) HELD this month |
| # Total New Faces (product) |
| # Career Surveys |
| # New Team Members |
| # Total Team |
| # Active |

$ Retail Sales

$ Wholesale Order

$ Total Team Production (yours + Team) w/s towards STAR this QUARTER

Star Goal: Sapphire Ruby Diamond Emerald Pearl

*Full Circle appts = 3+ guests, $200+ retail, 2+ Career Surveys booked

Month End Results

Circle YOUR Achievement

GENX * GENX Elite * GENX SUPER ACHIEVER

# Months Consistency

# Book 10 Appointments for NEW MONTH
(# Parties ___ # Facials ___)

Moved UP in RED from _________ to _________

Submit your GenX numbers by midnight each Monday at www.leahlauchlan.com.
### Commission Check

- **Total Production**
- **13% Unit Commission**
- **Personal Team Commission (4-9-13%)**
- **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**
  - (5=$300, 10=$400, 15=$500)
- **Offspring Commission**
  - (earn 4-6%)  
- **Wellness Bonus** (Paid on Jan 15; $800-$2000)
- **Total Commission**

### Unit Size On The Grow - Check reports after month closes

- **Current NEW Month Unit Size** (after 13s fall off)
- + **Personal Recruiting Goal this month**
- + **Unit Recruiting Goal**
- **Unit Size Goal End Of Month**

### Personal Team/Court of Sharing

- **Current New Month Personal Team Size**
  - (30+ is the goal – Lead by Example)
- **YTD Personal New Agreements**
- **YTD Personal Qualifieds**
  - (Nat’l Ct of Sharing=24, Lauchlan Ct=12)
- **YTD Commissions On Personal Recruits** (found in reports section of InTouch)
- **# of Personal Gold Medals**

### Court Of Sales- Nat’l=$36K Retail, Lauchlan=$18K Retail

- **YTD Personal Retail In**
- **Retail Needed/Wholesale Needed**
- **# of Months Left**
- **Wholesale Needed per Month**
- **Monthly Retail Sales Goal**

---

### 20% Increase

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<th>Monthly Goal</th>
<th>Actual</th>
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### Career Car Tracking – Grand Achiever=$39K, Premier=$54K, BMW=$75K, Cadillac=$96K over 2 Quarters

- **Car Level Goal**
  - 1st Qtr – Jan, Feb, Mar
  - 2nd Qtr – Apr, May, June
  - 3rd Qtr – July, Aug, Sept
  - 4th Qtr – Oct, Nov, Dec
- **Qtr-To-Date Wholesale In Toward Car Goal**
- **Personal Qualified Bonuses**
- **Wholesale Needed to finish Car Goal**
- **Prod Needed per Month**

### Unit Club - $300K=1st Unit Club, $500K=Big Girl Ring, $650=Trip, $800K= Prestige Trip, $1M=MILLION

- **Year-Long Goal**
- **YTD Retail In** (found in reports section of InTouch)
- **# of Months Left**
- **Wholesale Prod Needed Per Month**

### STARS

- **Total Year-Long STAR Goal Year**
  - 1st Qtr Total Goal/Actual #
  - 2nd Qtr Total Goal/Actual #
  - 3rd Qtr Total Goal/Actual #
  - 4th Qtr Total Goal/Actual #
  - **Total STARS in for Year**
Goal Setting for the Next 90 Days

Thank you to my mentors and friends, SNSD Pam Shaw, SNSD Julia Burnett and Future NSD Amy Kemp for their contributions to this Goal Setting strategy.

**STEP #1: LET’S GET THE JUICES FLOWIN’**

If you couldn’t fail, what would your heart’s desire be to achieve by….


What do you want to FEEL like 12 months from now?

If the stars would perfectly align, what crazy, outlandishly cool things would you like to see happen 12 months from now?

WHO do you want to be?

WHAT do you want to accomplish?

What makes you happy?

I feel good about myself when...

What gives you pride?

What is the purpose of your life as you see it?

What makes you feel centered?

What do you really want?

What do you want MORE (or most right now)? (Some people live their whole life not knowing their priorities.)

Think back to when you are/were most happy in your MK business—when was this? Why?

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

What in your MK business makes you feel powerful?

**WHAT WOULD NEED TO HAPPEN FOR YOU TO BE ABLE TO SAY THAT THIS HAS BEEN YOUR BEST SEMINAR YEAR EVER?**
Goal Setting for the Next 90 Days

List 50 REASONS for achieving the goal you just listed.

1. ____________________________________________
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Highlight the top 25. Put stars by the TOP 5. Use the TOP 5 to write out your MISSION STATEMENT.

_______________________________________________________________________________________________________
_______________________________________________________________________________________________________
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_______________________________________________________________________________________________________
Goal Setting for the Next 90 Days

STEP #2 - LET’S BE HONEST (self-evaluation)
Think back to your business — WHERE in the sequence of the MK process, do I have a tendency to “drop the ball”?
1. _______________________________ 2. _______________________________ 3. _______________________________

What would it take for me to “fix this” or “teach myself” this skill?

What current habits are inconsistent with the life I really want to live and the values I have? (Staying up too late? Hitting snooze? Drinking too much? Overly absorbed in social media? Never present in the moment with kids or husband? Often late? Often forgetful? Frivolous spending? Lack of planning? Withdrawn or isolated? Unforgiving? Poor eating? Blaming others?)

What’s my plan for replacing those habits?

What has to change in my life? In my business?
1. _______________________________ 2. _______________________________ 3. _______________________________

What are 3 things I have been unwilling to do that when I start doing them, everything would change?
1. _______________________________ 2. _______________________________ 3. _______________________________

What Income Producing Activities I most excited about & committed to?
1. _______________________________ 2. _______________________________ 3. _______________________________

STEP #3 - LET’S GET CRYSTAL-CLEAR (goal setting)
“Money follows vision. It rarely works the other way around.” Andy Stanley

MARY KAY GOALS FOR THE NEXT 90 DAYS (Jan 1-Mar 31)
Goals must have 3 parameters: 1) Specific, 2) Measurable, 3) Time Bound
What is the LARGER VISION you’re working towards that will take more than 90 days? It might help to answer this question: What would need to happen for me to be able to say that this has been my best Seminar Year ever?

10 specific goals I will work on in the next 90 days to support the year-long goal.

1. _______________________________ 6. _______________________________
2. _______________________________ 7. _______________________________
3. _______________________________ 8. _______________________________
4. _______________________________ 9. _______________________________
5. _______________________________ 10. _______________________________
Goal Setting for the Next 90 Days

MY LIFE GOALS FOR THE NEXT 90 DAYS
Besides your business, which 2-3 areas of your life you want to focus on during the next 90 days? Circle them. Physical, marriage, spiritual, financial, personal growth, leadership and relationships/family. What are the goals you have in those 2-3 areas of life?
1. _______________________________ 2. _______________________________ 3. _______________________________

List potential obstacles to achieving the life goals above and how you plan to overcome them.
1. _______________________________ 2. _______________________________ 3. _______________________________

THE MATH
What can I do (that I can control) that will influence the completion of the goals I’ve set for this 90 day cycle?

MY 90-DAY COMMUNICATION STRATEGY

CALENDAR
List personal and company events happening in the next 90 days.
### Goal Setting for the Next 90 Days

**STEP #4 - LET'S FIND SMALL DAILY WINS TO CREATE HABITS**

You’ll never change anything in your life until you change something you do everyday. What are 3 habits you need to change/alter/tweak/replace?

1. ___________________________________________________________________________________________________

2. ___________________________________________________________________________________________________

3. ___________________________________________________________________________________________________

### MY KEY BEHAVIORS FOR LIFE & MARY KAY

List each Mary Kay career goal and personal goal you’ve set. Beside each goal, write a key behavior that will influence the achievement of this goal.

<table>
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<tr>
<th>Goals</th>
<th>Key Behaviors</th>
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You will track these key behaviors using the 15-Day Plan.

Make a list of people who will be positively affected AND HOW they will be affected by you keeping your word and being obedient to your key behaviors?

---

46
Goal Setting for the Next 90 Days

STEP #5 - LET’S DO SCARY THINGS
Doing scary things is the only thing that builds confidence, which is one of the most attractive qualities. Confidence is born out of ACTION.
What are 1-3 scary things you will consistently do in the next 90 days to build confidence?
1. _______________________________ 2. _______________________________ 3. _______________________________

Should these ‘scary things’ be a daily key behavior?

STEP #6 - LET’S BE ACCOUNTABLE
If no one knows your numbers, they won’t change. Here a list of opportunities for accountability in our Area…
1) 15-Day Plan
2) 13-Week Plan for New Directors
3) Turn in month’s end numbers
4) BOOK 10
5) Show up at every event
6) Choose an individual system of accountability with your Senior or NSD
7) Have a power partner with whom you’re accountable with your daily schedule.

How will you choose to be accountable?

LET’S ROCK THESE NEXT 90 DAYS!
Unit STARs in the 3rd Quarter
Dec 16 - Mar 15

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

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What is my strategy for building and promoting STARs in my Unit?

1. _____________________
2. _____________________
3. _____________________
4. _____________________
5. _____________________
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10. _____________________

What Event is coming up this Quarter?
Dec 16 - Mar 15

My A List
My Key People

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My B List
My Middle People

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My C List
Those who probably won't come, but I will reach out to anyway

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My campaign strategy to promote this event.

1. _____________________
2. _____________________
3. _____________________
4. _____________________
5. _____________________
6. _____________________
7. _____________________
8. _____________________
9. _____________________
10. _____________________
My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)

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

I Will Do 10 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. ______________________
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I Will Write 5 Handwritten Notes This Month
I will check in with my Sr. Director/Leah twice on Voxer this month
Book I am currently reading

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

Check off each day that you complete ALL of your Key Behaviors

Out of 15 days, how many days did you complete ALL key behaviors?

I Will Book 10 Parties In The Next 15 Days to Hold 5
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)

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

I Will Do 10 Personal Career Surveys/Personal Guests In The Next 15 Days to Gold Medal This Month
(Highlight New Team Members)

1. ______________________
2. ______________________
3. ______________________
4. ______________________
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10. ______________________

I Will Move 5 Consultants Up the Career Path This Month

1. ______________________
2. ______________________
3. ______________________
4. ______________________
5. ______________________

Put tally marks for each LIVE Coaching Call beside each name.

I Will Book 10 Parties In The Next 15 Days to Hold 5
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)

I Will Add 10+ New Agreements This Month
(Highlight 5+ Qualified to earn the $500 Bonus)

1. ______________________
2. ______________________
3. ______________________
4. ______________________
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6. ______________________
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9. ______________________
10. ______________________

I Will Have 10 GenX/GenX ELITE/SA 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. ______________________
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7. ______________________
8. ______________________
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10. ______________________

Circle the months I completed GenX/GenX ELITE/SA Achiever this Seminar Year

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

Circle the months I completed Book 10 this Seminar Year

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

What will need to happen for me to say that this has been my best Seminar Year ever?
My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)

1. __________________
2. __________________
3. __________________
4. __________________
5. __________________
6. __________________
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8. __________________
9. __________________
10. ________________

I Will Do 10 Personal Career Surveys/Personal Guests In
The Next 15 Days to Gold Medal This Month
(Highlight New Team Members)

1. __________________
2. __________________
3. __________________
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I Will Book 10 Parties In The Next 15 Days to Hold 5
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)

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I Will Add 10+ New Agreements This Month
(Highlight 5+ Qualified to earn the $500 Bonus)

1. __________________
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I Will Have 10 GenX/GenX ELITE/SA 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. __________________
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I Can Do Anything For 15 Days!!
Jan 16–Jan 31

Out of 15 days, how many days did you complete ALL key behaviors?

1. __________________
2. __________________
3. __________________
4. __________________
5. __________________
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I Will Move 5 Consultants
Up the Career Path This Month

1. __________________
2. __________________
3. __________________
4. __________________
5. __________________

(Put tally marks for each LIVE Coaching Call beside each name.)

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

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

I Will Write 5 Handwritten Notes This Month

I will check in with my Sr. Director/Leah twice on
Voxer this month

Book I am currently reading

I Will 10 GenX/GenX ELITE/SA Achiever this
Seminar Year

Circle the months I completed GenX/GenX ELITE/SA Achiever this
Seminar Year

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

Circle the months I completed Book 10 this Seminar Year

July Aug Oct Nov Dec Jan
Feb Mar Apr May June July
# Gen X Weekly/Monthly Tracking Sheet

## 50+ Faces (Equivalent to 3 Classes Per Week)

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## $500+ Per Week in New Sales

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## 3+ Career Surveys Per Week

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## MONTH to DATE

<table>
<thead>
<tr>
<th># Appointments (*full circle) HELD this month</th>
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<tbody>
<tr>
<td># Total New Faces (product)</td>
</tr>
<tr>
<td># Career Surveys</td>
</tr>
<tr>
<td># New Team Members</td>
</tr>
<tr>
<td># Total Team</td>
</tr>
<tr>
<td># Active</td>
</tr>
<tr>
<td>$ Retail Sales</td>
</tr>
<tr>
<td>$ Wholesale Order</td>
</tr>
<tr>
<td>$Total Team Production (yours + Team)</td>
</tr>
<tr>
<td>w/s towards STAR this QUARTER</td>
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</table>

Star Goal: Sapphire, Ruby, Diamond, Emerald, Pearl

*Full Circle appts = 3+ guests, $200+ retail, 2+ Career Surveys booked

## 5 New Contacts PLUS 1+ Bookings Per Day

Mark Each Day You Meet 5 + 1

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## Month End Results

Circle YOUR Achievement: GENX, GENX Elite, GENX Super Achiever

- # Months Consistency
- # Book 10 Appointments for NEW MONTH
- (# Parties # Facials)

Moved UP in RED from _______ to _______

Submit your GenX numbers by midnight each Monday at www.leahlauchlan.com.
**Commission Check**

<table>
<thead>
<tr>
<th>Total Production</th>
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<tbody>
<tr>
<td>13% Unit Commission</td>
</tr>
<tr>
<td>Personal Team Commission (4-9-13%)</td>
</tr>
<tr>
<td>Personal Qualified Bonus ($100 each)</td>
</tr>
<tr>
<td>Unit Development Bonus (3-4 qualified=$300, 5+ qualified=$500)</td>
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<tr>
<td>Unit Volume Bonus (must hit $5K in Prod)</td>
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<tr>
<td>Quarterly STAR Bonus (5=$300, 10=$400, 15=$500)</td>
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<tr>
<td>Offspring Commission (earn 4-6%)</td>
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<tr>
<td>Wellness Bonus (Paid on Jan 15; $800-$2000)</td>
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<tr>
<td>Total Commission</td>
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</tbody>
</table>

**Unit Size On The Grow - Check reports after month closes**

| Current NEW Month Unit Size (after I3s fall off) |
| + Personal Recruiting Goal this month |
| + Unit Recruiting Goal |
| Unit Size Goal End Of Month |

**Personal Team/Court of Sharing**

| Current New Month Personal Team Size (30+ is the goal – Lead by Example) |
| YTD Personal New Agreements |
| YTD Personal Qualifieds (Nat’l Ct of Sharing=24, Lauchlan Ct=12) |
| YTD Commissions On Personal Recruits (found in reports section of InTouch) |
| # of Personal Gold Medals |

**Court Of Sales - Nat’l=$36K Retail, Lauchlan=$18K Retail**

| YTD Personal Retail In |
| Retail Needed/Wholesale Needed / |
| # of Months Left |
| Wholesale Needed per Month |
| Monthly Retail Sales Goal |

**Career Car Tracking – Grand Achiever=$39K, Premier=$54K, BMW=$75K, Cadillac=$96K over 2 Quarters**

| Car Level Goal |
| 1st Qtr – Jan, Feb, Mar |
| 2nd Qtr – Apr, May, June |
| 3rd Qtr – July, Aug, Sept |
| 4th Qtr – Oct, Nov, Dec |

**Qtr-To-Date Wholesale In Toward Car Goal**

| Personal Qualified Bonuses |
| Wholesale Needed to finish Car Goal |
| Prod Needed per Month |

**Unit Club - $300K=1st Unit Club, $500K=Big Girl Ring, $650=Trip, $800K=Prestige Trip, $1M=MILLION**

| Year-Long Goal |
| YTD Retail In (found in reports section of InTouch) |
| # of Months Left |
| Wholesale Prod Needed Per Month |

**STARS**

| Total Year-Long STAR Goal Year |
| 1st Qtr Total Goal/Actual # / |
| 2nd Qtr Total Goal/Actual # / |
| 3rd Qtr Total Goal/Actual # / |
| 4th Qtr Total Goal/Actual # / |
| Total STARs in for Year |

**20% Increase**

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**Commission Check**

- Total Production
- 13% Unit Commission
- Personal Team Commission (4-9-13%)
- 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 (5=$300, 10=$400, 15=$500)
- Offspring Commission (earn 4-6%)
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- Total Commission

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- Current NEW Month Unit Size (after I3s fall off)
- + Personal Recruiting Goal this month
- + Unit Recruiting Goal
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**Unit Club**

- $300K=1st Unit Club, $500K=Big Girl Ring, $650=Trip, $800K=Prestige Trip, $1M=MILLION
- Year-Long Goal
- YTD Retail In (found in reports section of InTouch)
- # of Months Left
- Wholesale Prod Needed Per Month

**STARS**

- Total Year-Long STAR Goal Year
- 1st Qtr Total Goal/Actual # /
- 2nd Qtr Total Goal/Actual # /
- 3rd Qtr Total Goal/Actual # /
- 4th Qtr Total Goal/Actual # /
- Total STARs in for Year

**20% Increase**

- July 2014
- Aug 2014
- Sep 2014
- Oct 2014
- Nov 2014
- Dec 2014
- Jan 2015
- Feb 2015
- Mar 2015
- Apr 2015
- May 2015
- June 2015
**My Daily Key Behaviors**
(list up to 10 key behaviors that drive your results)

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

**I Will Do 10 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. _________________

**I Will Write 5 Handwritten Notes This Month**

I will check in with my Sr. Director/Leah twice on Voxer this month

**I Will Book 10 Parties In The Next 15 Days to Hold 5**
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)

1. ___________________
2. ___________________
3. ___________________
4. ___________________
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**I Will Add 10+ New Agreements This Month**
(Highlight 5+ Qualified to earn the $500 Bonus)

1. ___________________
2. ___________________
3. ___________________
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9. ___________________
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**I Will Have 10 GenX/GenX ELITE/SA 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. ___________________
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7. ___________________
8. ___________________
9. ___________________
10. _________________

**I Will Move 5 Consultants Up the Career Path This Month**

1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________

(Put tally marks for each LIVE Coaching Call beside each name.)

**I Will Be In Front of 50 People In the Next 15 Days (Highlight Prospects)**

1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________

6. ___________________
7. ___________________
8. ___________________
9. ___________________
10. _________________

Out of 15 days, how many days did you complete ALL key behaviors?

**I Can Do Anything For 15 Days!!**
Feb 1 - Feb 15

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

---

I Will Book 10 Parties In The Next 15 Days to Hold 5
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)

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(Put tally marks for each LIVE Coaching Call beside each name.)

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Out of 15 days, how many days did you complete ALL key behaviors?
My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)

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I Will Do 10 Personal Career Surveys/Personal Guests In The Next 15 Days to Gold Medal This Month
(Highlight New Team Members)

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10. ___________________

I Will Write 5 Handwritten Notes This Month

I will check in with my Sr. Director/Leah twice on Voxer this month

Book I am currently reading

I Will Move 5 Consultants Up the Career Path This Month

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(Put tally marks for each LIVE Coaching Call beside each name.)

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

Out of 15 days, how many days did you complete ALL key behaviors?

I Will Add 10+ New Agreements This Month
(Highlight 5+ Qualified to earn the $500 Bonus)

1. ___________________
2. ___________________
3. ___________________
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Circle the months I completed GenX/GenX ELITE/SA Achiever this Seminar Year

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

Circle the months I completed Book 10 this Seminar Year

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

What will need to happen for me to say that this has been my best Seminar Year ever?
# Gen X Weekly/Monthly Tracking Sheet

## 50+ Faces (Equivalent to 3 Classes Per Week)

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## $500+ Per Week in New Sales

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## 3+ Career Surveys Per Week

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## MONTH to DATE

(Keep adding weekly results for month end total)

- # Appointments (*full circle) HELD this month
- # Total New Faces (product)
- # Career Surveys
- # New Team Members
  - # Total Team
  - # Active
- $ Retail Sales
- $ Wholesale Order
- $ Total Team Production (yours + Team) w/s towards STAR this QUARTER

**Star Goal:** Sapphire  Ruby  Diamond  Emerald  Pearl

*Full Circle appts = 3+ guests, $200+ retail, 2+ Career Surveys booked*

## 5 New Contacts PLUS 1+ Bookings Per Day

Mark Each Day You Meet 5 + 1

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## Month End Results

Circle YOUR Achievement: GENX  * GENX Elite  * GENX SUPER ACHIEVER

- # Months Consistency
- # Book 10 Appointments for NEW MONTH
  - (# Parties  # Facials)

Moved UP in RED from _________ to _________

Submit your GenX numbers by midnight each Monday at www.leahlauchlan.com.
### Commission Check

<table>
<thead>
<tr>
<th>Total Production</th>
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<tr>
<td>13% Unit Commission</td>
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<tr>
<td>Personal Team Commission (4-9-13%)</td>
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<tr>
<td>Personal Qualified Bonus ($100 each)</td>
</tr>
<tr>
<td>Unit Development Bonus (3-4 qualified=$300, 5+ qualified=$500)</td>
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<td>Wellness Bonus (Paid on Jan 15; $800-$2000)</td>
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#### Unit Size On The Grow - Check reports after month closes

- Current NEW Month Unit Size (after I3s fall off)
- + Personal Recruiting Goal this month
- + Unit Recruiting Goal
- Unit Size Goal End Of Month

#### Personal Team/Court of Sharing

- Current New Month Personal Team Size (30+ is the goal – Lead by Example)
- YTD Personal New Agreements
- YTD Personal Qualfieds (Nat’l Ct of Sharing=24, Lauchlan Ct=12)
- YTD Commissions On Personal Recruits (found in reports section of InTouch)
- # of Personal Gold Medals

#### Court Of Sales– Nat’l=$36K Retail, Lauchlan=$18K Retail

- YTD Personal Retail In
- Retail Needed/Wholesale Needed
- # of Months Left
- Wholesale Needed per Month
- Monthly Retail Sales Goal

### Career Car Tracking – Grand Achiever=$39K, Premier=$54K, BMW=$75K, Cadillac=$96K over 2 Quarters

<table>
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<th>Car Level Goal</th>
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<td>1st Qtr – Jan, Feb, Mar</td>
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<td>3rd Qtr – July, Aug, Sept</td>
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<td>4th Qtr – Oct, Nov, Dec</td>
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</table>

#### Qtr-Total Wholesale In Toward Car Goal

| Wholesale Needed to finish Car Goal |
| Prod Needed per Month |

#### Unit Club - $300K=1st Unit Club, $500K=Big Girl Ring, $650=Trip, $800K=Prestige Trip, $1M=MILLION

#### Year-Long Goal

| Wholesale Prod Needed Per Month |

#### STARS

| Total Year-Long STAR Goal Year |
| 1st Qtr Total Goal/Actual # |
| 2nd Qtr Total Goal/Actual # |
| 3rd Qtr Total Goal/Actual # |
| 4th Qtr Total Goal/Actual # |
| Total STARS in for Year |

### 20% Increase

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<td>Unit Sales Last Year</td>
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<td>20% Increase</td>
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<td>Sem ’14-’15 Monthly Goal</td>
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<td>YTD Sales</td>
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<td>Apr 2015</td>
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<td>May 2015</td>
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<td>June 2015</td>
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My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________
6. ___________________
7. ___________________
8. ___________________
9. ___________________
10. ___________________

I Will Do 10 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. ___________________

I Will Write 5 Handwritten Notes This Month
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________
I will check in with my Sr. Director/Leah twice on Voxer this month
1. ___________________
2. ___________________

I Will Book 10 Parties In The Next 15 Days to Hold 5
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________
6. ___________________
7. ___________________
8. ___________________
9. ___________________
10. ___________________

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 GenX/GenX ELITE/SA 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. ___________________

Check off each day that you complete ALL of your Key Behaviors
1 2 3 4 5 6 7 8 9 10
Out of 15 days, how many days did you complete ALL key behaviors!

I Will Move 5 Consultants Up the Career Path This Month
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________
(Put tally marks for each LIVE Coaching Call beside each name.)

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

What will need to happen for me to say that this has been my best Seminar Year ever?
My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)

1. ___________________
2. ___________________
3. ___________________
4. ___________________
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I Will Do 10 Personal Career Surveys/Personal Guests In The Next 15 Days to Gold Medal This Month
(Highlight New Team Members)

1. ______________________
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I Will Write 5 Handwritten Notes This Month

I will check in with my Sr. Director/Leah twice on Vonder this month

Book I am currently reading ______________________

I Will Have 10 GenX/GenX ELITE/SA 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. ______________________
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I Will Be In Front of 50 People In the Next 15 Days (Highlight Prospects)

Check off each day that you complete ALL of your Key Behaviors

Out of 15 days, how many days did you complete ALL key behaviors! ___

I Will Move 5 Consultants Up the Career Path This Month

1. ______________________
2. ______________________
3. ______________________
4. ______________________
5. ______________________

(Put tally marks for each LIVE Coaching Call beside each name.)

I Can Do Anything For 15 Days!!
Mar 16 – Mar 31

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

Circle the months I completed GenX/GenX ELITE/SA Achiever this Seminar Year
July Aug Oct Nov Dec Jan
Feb Mar Apr May June July

Circle the months I completed Book 10 this Seminar Year
July Aug Oct Nov Dec Jan
Feb Mar Apr May June July
Title: GenX Weekly/Monthly Tracking Sheet

50+ Faces (Equivalent to 3 Classes Per Week)

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
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$500+ Per Week in New Sales

<table>
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<th>Week 1</th>
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<td>NEW</td>
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3+ Career Surveys Per Week

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<th>Week 1 Career Survey</th>
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3+ Career Surveys Per Week

| Y= Yes | N= No | M= Maybe |

MONTH to DATE

(Keep adding weekly results for month end total)

- # Appointments (*full circle) HELD this month
- # Total New Faces (product)
- # Career Surveys
- # New Team Members
  - # Total Team
  - # Active
- $ Retail Sales
- $ Wholesale Order
- $ Total Team Production (yours + Team)
- w/s towards STAR this QUARTER

Star Goal: Sapphire Ruby Diamond Emerald Pearl

*Full Circle appts = 3+ guests, $200+ retail, 2+ Career Surveys booked

5 New Contacts PLUS 1+ Bookings Per Day

Mark Each Day You Meet 5 + 1

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Month End Results

Circle YOUR Achievement: GENX * GENX Elite * GENX SUPER ACHIEVER

- # Months Consistency
- # Book 10 Appointments for NEW MONTH
  - (# Parties # Facials)

Moved UP in RED from _______ to _______

Submit your GenX numbers by midnight each Monday at www.leahlauchlan.com.
### Commission Check

| Description                                                                 |
|                                                                           |
| Total Production                                                          |
| 13% Unit Commission                                                       |
| Personal Team Commission (4-9-13%)                                        |
| 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 (5=$300, 10=$400, 15=$500)                           |
| Offspring Commission (earn 4-6%)                                         |
| Wellness Bonus (Paid on Jan 15; $800-$2000)                               |
| Total Commission                                                          |

### Unit Size On The Grow - Check reports after month closes

| Description                                                                 |
|                                                                           |
| Current NEW Month Unit Size (after 13s fall off)                          |
| + Personal Recruiting Goal this month                                    |
| + Unit Recruiting Goal                                                    |
| Unit Size Goal End Of Month                                              |

### Personal Team/Court of Sharing

| Description                                                                 |
|                                                                           |
| Current New Month Personal Team Size (30+ is the goal – Lead by Example)  |
| YTD Personal New Agreements                                               |
| YTD Personal Qualifeds (Nat’l Ct of Sharing=24, Lauchlan Ct=12)           |
| YTD Commissions On Personal Recruits (found in reports section of InTouch)|
| # of Personal Gold Medals                                                 |

### Court Of Sales- Nat’l=$36K Retail, Lauchlan=$18K Retail

| Description                                                                 |
|                                                                           |
| YTD Personal Retail In                                                    |
| Retail Needed/Wholesale Needed                                            |
| # of Months Left                                                          |
| Wholesale Needed per Month                                                |
| Monthly Retail Sales Goal                                                 |

### Career Car Tracking – Grand Achiever=$39K, Premier=$54K, BMW=$75K, Cadillac=$96K over 2 Quarters

| Car Level Goal                                                                                      |
|                                                                                                     |
| 1st Qtr – Jan, Feb, Mar                                                                            |
| 2nd Qtr – Apr, May, June                                                                           |
| 3rd Qtr – July, Aug, Sept                                                                          |
| 4th Qtr – Oct, Nov, Dec                                                                           |
| Qtr-To-Date Wholesale In Toward Car Goal                                                          |
| Personal Qualified Bonuses                                                                         |
| Wholesale Needed to finish Car Goal                                                               |
| Prod Needed per Month                                                                             |

### Unit Club - $300K=1st Unit Club, $500K=Big Girl Ring, $650=Trip, $800K=Prestige Trip, $1M=MILLION

| Year-Long Goal                                                                                      |
|                                                                                                     |
| YTD Retail In (found in reports section of InTouch)                                               |
| # of Months Left                                                                                   |
| Wholesale Prod Needed Per Month                                                                   |

### STARs

| Description                                                                                      |
|                                                                                                     |
| Total Year-Long STAR Goal Year                                                                   |
| 1st Qtr Total Goal/Actual #                                                                       |
| 2nd Qtr Total Goal/Actual #                                                                       |
| 3rd Qtr Total Goal/Actual #                                                                       |
| 4th Qtr Total Goal/Actual #                                                                       |
| Total STARs in for Year                                                                           |

### 20% Increase

| Description                                                                                      |
|                                                                                                     |
| Sem Yr 2015                                                                                       |
| Unit Wisale Last Year                                                                             |
| 20% Increase                                                                                      |
| Sem ’14-15 Monthly Goal                                                                           |
| Actual Wisale                                                                                      |
| YTD Retail                                                                                         |
| 2014 Personal Recruiting                                                                          |
| 2015 Personal Recruiting                                                                          |
| 2014 New Unit Recruiting                                                                          |
| 2015 New Unit Recruiting                                                                          |
| 2014 Unit Size                                                                                    |
| 2015 Unit Size                                                                                    |
| July 2014                                                                                          |
| Aug 2014                                                                                          |
| Sep 2014                                                                                          |
| Oct 2014                                                                                          |
| Nov 2014                                                                                          |
| Dec 2014                                                                                          |
| Jan 2015                                                                                          |
| Feb 2015                                                                                          |
| Mar 2015                                                                                          |
| Apr 2015                                                                                          |
| May 2015                                                                                          |
| June 2015                                                                                         |
Goal Setting for the Next 90 Days

Thank you to my mentors and friends, SNSD Pam Shaw, SNSD Julia Burnett and Future NSD Amy Kemp for their contributions to this Goal Setting strategy.

STEP #1: LET'S GET THE JUICES FLOWIN'

If you couldn't fail, what would your heart's desire be to achieve by....


What do you want to FEEL like 12 months from now?

If the stars would perfectly align, what crazy, outlandishly cool things would you like to see happen 12 months from now?

WHO do you want to be?

WHAT do you want to accomplish?

What makes you happy?

I feel good about myself when...

What gives you pride?

What is the purpose of your life as you see it?

What makes you feel centered?

What do you really want?

What do you want MORE (or most right now)? (Some people live their whole life not knowing their priorities.)

Think back to when you are/were most happy in your MK business-when was this? Why?

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

What in your MK business makes you feel powerful?

WHAT WOULD NEED TO HAPPEN FOR YOU TO BE ABLE TO SAY THAT THIS HAS BEEN YOUR BEST SEMINAR YEAR EVER?
Goal Setting for the Next 90 Days

List 50 REASONS for achieving the goal you just listed.

1. ___________________________________________  
2. ___________________________________________  
3. ___________________________________________  
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50. ___________________________________________  

Highlight the top 25. Put stars by the TOP 5. Use the TOP 5 to write out your MISSION STATEMENT.
STEP #2 - LET’S BE HONEST (self-evaluation)
Think back to your business – WHERE in the sequence of the MK process, do I have a tendency to “drop the ball”?
1. _______________________________ 2. _______________________________ 3. _______________________________.

What would it take for me to “fix this” or “teach myself” this skill?

What current habits are inconsistent with the life I really want to live and the values I have? (Staying up too late? Hitting snooze? Drinking too much? Overly absorbed in social media? Never present in the moment with kids or husband? Often late? Often forgetful? Frivolous spending? Lack of planning? Withdrawn or isolated? Unforgiving? Poor eating? Blaming others?)

What’s my plan for replacing those habits?

What has to change in my life? In my business?
1. _______________________________ 2. _______________________________ 3. _______________________________.

What are 3 things I have been unwilling to do that when I start doing them, everything would change?
1. _______________________________ 2. _______________________________ 3. _______________________________.

What Income Producing Activities I most excited about & committed to?
1. _______________________________ 2. _______________________________ 3. _______________________________.

STEP #3 - LET’S GET CRYSTAL-CLEAR (goal setting)
“Money follows VISION. It rarely works the other way around.” Andy Stanley

MARY KAY GOALS FOR THE NEXT 90 DAYS (Apr 1-June 30)
Goals must have 3 parameters: 1) Specific, 2) Measurable, 3) Time Bound
What is the larger vision you’re working towards that will take more than 90 days? It might help to answer this question: What would need to happen for me to be able to say that this has been my best Seminar Year ever?

10 specific goals I will work on in the next 90 days to support the year-long goal.

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

64
MY LIFE GOALS FOR THE NEXT 90 DAYS
Besides your business, which 2-3 areas of your life do you want to focus on during the next 90 days? Circle them. Physical, marriage, spiritual, financial, personal growth, leadership and relationships/family. What are the goals you have in those 2-3 areas of life?
1. _______________________________ 2. _______________________________ 3. _______________________________

List potential obstacles to achieving the life goals above and how you plan to overcome them.
1. _______________________________ 2. _______________________________ 3. _______________________________

THE MATH
What can I do (that I can control) that will influence the completion of the goals I’ve set for this 90 day cycle?

MY 90-DAY COMMUNICATION STRATEGY

CALENDAR
List personal and company events happening in the next 90 days.
STEP #4 - LET'S FIND SMALL DAILY WINS TO CREATE HABITS
You'll never change anything in your life until you change something you do everyday. What are 3 habits you need to change/alter/tweak/replace?
1. ___________________________________________________________________________________________________

2. ___________________________________________________________________________________________________

3. ___________________________________________________________________________________________________

MY KEY BEHAVIORS FOR LIFE & MARY KAY
List each Mary Kay career goal and personal goal you’ve set. Beside each goal, write a key behavior that will influence the achievement of this goal.

<table>
<thead>
<tr>
<th>Goals</th>
<th>Key Behaviors</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.____________________________________________________</td>
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You will track these key behaviors using the 15-Day Plan.

Make a list of people who will be positively affected AND HOW they will be affected by you keeping your word and being obedient to your key behaviors?
**Goal Setting for the Next 90 Days**

**STEP #5 - LET'S DO SCARY THINGS**
Doing scary things is the only thing that builds confidence, which is one of the most attractive qualities. Confidence is born out of ACTION. What are 1-3 scary things you will consistently do in the next 90 days to build confidence?
1. _______________________________ 2. _______________________________ 3. _______________________________

Should these ‘scary things’ be a daily key behavior?

**STEP #6 - LET'S BE ACCOUNTABLE**
If no one knows your numbers, they won’t change. Here a list of opportunities for accountability in our Area…
1) 15-Day Plan
2) 13-Week Plan for New Directors
3) Turn in month’s end numbers
4) BOOK 10
5) Show up at every event
6) Choose an individual system of accountability with your Senior or NSD
7) Have a power partner with whom you’re accountable with your daily schedule.

How will you choose to be accountable?

**LET'S ROCK THESE NEXT 90 DAYS!**
### Unit STARs in the 4th Quarter
**Mar 16 – June 15**

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#### Who, in my Unit, can build to STAR Consultant Level?

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#### What is my strategy for building and promoting STARs in my Unit?

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

### What Event is coming up this Quarter?
**Mar 16 – June 15**

#### My A List
**My Key People**

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#### My B List
**My Middle People**

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#### My C List
**Those who probably won’t come, but I will reach out to anyway**

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#### My campaign strategy to promote this event.

1. ________________ 6. ________________
2. ________________ 7. ________________
3. ________________ 8. ________________
4. ________________ 9. ________________
5. ________________ 10. ________________
I Can Do Anything For 15 Days!!
Apr 1 - Apr 15

My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________
6. ___________________
7. ___________________
8. ___________________
9. ___________________
10. ___________________

I Will Do 10 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. ___________________

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 Move 5 Consultants Up the Career Path 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)

I Will Book 10 Parties In The Next 15 Days to Hold 5
(highlight the appointments that held; Mark P for Party or F for Facial/Double Facial)
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________
6. ___________________
7. ___________________
8. ___________________
9. ___________________
10. ___________________

I Will Have 10 GenX/GenX ELITE/SA 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. ___________________

I Will Write 5 Handwritten Notes This Month
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________
I will check in with my Sr. Director/Leah twice on Voxer this month
1. ___________________
2. ___________________
Book I am currently reading
____________________________

What will need to happen for me to say that this has been my best Seminar Year ever?
My Daily Key Behaviors
(list up to 10 key behaviors that drive your results)
1. ___________________
2. ___________________
3. ___________________
4. ___________________
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7. ___________________
8. ___________________
9. ___________________
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10. ___________________

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 Move 5 Consultants Up the Career Path This Month
1. ___________________
2. ___________________
3. ___________________
4. ___________________
5. ___________________

(I put tally marks for each LIVE Coaching Call beside each name.)

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

What will need to happen for me to say that this has been my best Seminar Year ever?
Gen X Weekly/Monthly Tracking Sheet

50+ Faces (Equivalent to 3 Classes Per Week)

<table>
<thead>
<tr>
<th>Name &amp; $</th>
<th>Name &amp; $</th>
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<th>Name &amp; $</th>
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</thead>
</table>

$500+ Per Week in New Sales

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
<th>Week 3</th>
<th>Week 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>$</td>
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<tr>
<td>NEW</td>
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<td>Total</td>
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3+ Career Surveys Per Week

<table>
<thead>
<tr>
<th>Week 1 Career Survey</th>
<th>Week 2 Career Survey</th>
<th>Week 3 Career Survey</th>
<th>Week 4 Career Survey</th>
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<tbody>
<tr>
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MONTH to DATE

- # Appointments (*full circle) HELD this month
- # Total New Faces (product)
- # Career Surveys
- # New Team Members
- # Total Team
- # Active
- $ Retail Sales
- $ Wholesale Order
- $ Total Team Production (yours + Team)

Star Goal: Sapphire  Ruby  Diamond  Emerald  Pearl

*Full Circle appts = 3+ guests, $200+ retail, 2+ Career Surveys booked

Month End Results

Circle YOUR Achievement: GENX * GENX Elite * GENX SUPER ACHIEVER

# Months Consistency

# Book 10 Appointments for NEW MONTH
( # Parties  # Facials )

Moved UP in RED from _________ to _________

Submit your GenX numbers by midnight each Monday at www.leahlauchlan.com.
### Commission Check

<table>
<thead>
<tr>
<th>Total Production</th>
</tr>
</thead>
<tbody>
<tr>
<td>13% Unit Commission</td>
</tr>
<tr>
<td>Personal Team Commission (4-9-13%)</td>
</tr>
<tr>
<td>Personal Qualified Bonus ($100 each)</td>
</tr>
<tr>
<td>Unit Development Bonus (3-4 qualified=$300, 5+ qualified=$500)</td>
</tr>
<tr>
<td>Unit Volume Bonus (must hit $5K in Prod)</td>
</tr>
<tr>
<td>Quarterly STAR Bonus (5=$300, 10=$400, 15=$500)</td>
</tr>
<tr>
<td>Offspring Commission (earn 4-6%)</td>
</tr>
<tr>
<td>Wellness Bonus (Paid on Jan 15; $800-$2000)</td>
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<tr>
<td>Total Commission</td>
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</tbody>
</table>

### Unit Size On The Grow - Check reports after month closes

<table>
<thead>
<tr>
<th>Current NEW Month Unit Size (after I3s fall off)</th>
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<tbody>
<tr>
<td>+ Personal Recruiting Goal this month</td>
</tr>
<tr>
<td>+ Unit Recruiting Goal</td>
</tr>
<tr>
<td>Unit Size Goal End Of Month</td>
</tr>
</tbody>
</table>

### Personal Team/Court of Sharing

| Current New Month Personal Team Size (30+ is the goal – Lead by Example) |
| YTD Personal New Agreements |
| YTD Personal Qualifeds (Nat’l Ct of Sharing=24, Lauchlan Ct=12) |
| YTD Commissions On Personal Recruits (found in reports section of InTouch) |
| # of Personal Gold Medals |

### Court Of Sales - Nat’l=$36K Retail, Lauchlan=$18K Retail

<table>
<thead>
<tr>
<th>YTD Personal Retail</th>
<th>Retail Needed/Wholesale Needed</th>
</tr>
</thead>
<tbody>
<tr>
<td># of Months Left</td>
<td></td>
</tr>
<tr>
<td>Wholesale Needed per Month</td>
<td></td>
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<tr>
<td>Monthly Retail Sales Goal</td>
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</tbody>
</table>

### Career Car Tracking – Grand Achiever=$39K, Premier=$54K, BMW=$75K, Cadillac=$96K over 2 Quarters

<table>
<thead>
<tr>
<th>Car Level Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st Qtr – Jan, Feb, Mar</td>
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<tr>
<td>2nd Qtr – Apr, May, June</td>
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<td>3rd Qtr – July, Aug, Sept</td>
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<td>4th Qtr – Oct, Nov, Dec</td>
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<table>
<thead>
<tr>
<th>Qtr-To-Date Wholesale In Toward Car Goal</th>
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</thead>
<tbody>
<tr>
<td>Personal Qualified Bonuses</td>
</tr>
<tr>
<td>Wholesale Needed to finish Car Goal</td>
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<tr>
<td>Prod Needed per Month</td>
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</table>

### Unit Club - $300K=1st Unit Club, $500K=Big Girl Ring, $650=Trip, $800K=Prestige Trip, $1M=MILLION

<table>
<thead>
<tr>
<th>Year-Long Goal</th>
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<tbody>
<tr>
<td>YTD Retail In (found in reports section of InTouch)</td>
</tr>
<tr>
<td># of Months Left</td>
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<tr>
<td>Wholesale Prod Needed Per Month</td>
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### STARS

<table>
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<th>Total Year-Long STAR Goal Year</th>
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<tbody>
<tr>
<td>1st Qtr Total Goal/Actual #</td>
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<td>2nd Qtr Total Goal/Actual #</td>
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<td>3rd Qtr Total Goal/Actual #</td>
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<td>4th Qtr Total Goal/Actual #</td>
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<td>Total STARs in for Year</td>
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### 20% Increase

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7. ___________________
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I Will Do 10 Personal Career Surveys/Personal Guests In The Next 15 Days to Gold Medal This Month
(Highlight New Team Members)
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I Will Write 5 Handwritten Notes This Month
I will check in with my Sr. Director/Leah twice on Voxer this month
1. ___________________ 2. ___________________

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

I Can Do Anything For 15 Days!!
May 1 - May 15

Out of 15 days, how many days did you complete ALL key behaviors! ____________

I Will Move 5 Consultants Up the Career Path This Month
1. ___________________
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3. ___________________
4. ___________________
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I Will Add 10+ New Agreements This Month
(Highlight 5+ Qualified to earn the $500 Bonus)
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What will need to happen for me to say that this has been my best Seminar Year ever?
**My Daily Key Behaviors**  
(list up to 10 key behaviors that drive your results)

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(Put tally marks for each LIVE Coaching Call beside each name.)

**I Will Write 5 Handwritten Notes This Month**

1  2  3  4  5

I will check in with my Sr. Director/Leah twice on Voxer this month

1  2

Book I am currently reading

____________________________

**I Will Have 10 GenX/GenX ELITE/SA Achievers In My Unit This Month**  
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**I Can Do Anything For 15 Days!!**

May 16 - May 31

What will need to happen for me to say that this has been my best Seminar Year ever?
Submit your GenX numbers by midnight each Monday at www.leahlauchlan.com.
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| 1st Qtr – Jan, Feb, Mar | / |
| 2nd Qtr – Apr, May, June | / |
| 3rd Qtr – July, Aug, Sept | / |
| 4th Qtr – Oct, Nov, Dec | / |
| Qtr-To-Date Wholesale In Toward Car Goal |  |
| Personal Qualified Bonuses |  |
| Wholesale Needed to finish Car Goal |  |
| Prod Needed per Month |  |

| Unit Club - $300K=1st Unit Club, $500K=Big Girl Ring, $650=Trip, $800K=Prestige Trip, $1M=MILLION |  |
| Year-Long Goal |  |
| YTD Retail In (found in reports section of InTouch) |  |
| # of Months Left |  |
| Wholesale Prod Needed Per Month |  |

| STARS |  |
| Total Year-Long STAR Goal Year |  |
| 1st Qtr Total Goal/Actual # | / |
| 2nd Qtr Total Goal/Actual # | / |
| 3rd Qtr Total Goal/Actual # | / |
| 4th Qtr Total Goal/Actual # | / |
| Total STARs in for Year |  |

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<th>20% Increase</th>
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<td>July 2014</td>
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<td>Sep 2014</td>
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Out of 15 days, how many days did you complete ALL key behaviors!

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June 1 - June 15

What will need to happen for me to say that this has been
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Circle the months I completed GenX/GenX ELITE/SA Achiever this Seminar Year

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

I Will Add 10+ New Agreements This Month
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I Will Be In Front of 50 People In the Next 15 Days (Highlight Prospects)

Circle the months I completed Book 10 this Seminar Year

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

What will need to happen for me to say that this has been my best Seminar Year ever?
# Gen X Weekly/Monthly Tracking Sheet

## 50+ Faces (Equivalent to 3 Classes Per Week)

<table>
<thead>
<tr>
<th>Name &amp; $</th>
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## $500+ Per Week in New Sales

<table>
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<tr>
<th>Week 1</th>
<th>Week 2</th>
<th>Week 3</th>
<th>Week 4</th>
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<td>Reorders</td>
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<td>Total</td>
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## 3+ Career Surveys Per Week

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<th>Week 2 Career Survey</th>
<th>Week 3 Career Survey</th>
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## MONTH to DATE

(Keep adding weekly results for month end total)

| # Appointments (*full circle) HELD this month |
| # Total New Faces (product) |
| # Career Surveys |
| # New Team Members |
| # Total Team |
| # Active |
| $ Retail Sales |
| $ Wholesale Order |
| $ Total Team Production (yours + Team) w/s towards STAR this QUARTER |

**Star Goal:** Sapphire  Ruby  Diamond  Emerald  Pearl

*Full Circle appts = 3+ guests, $200+ retail, 2+ Career Surveys booked

## 5 New Contacts PLUS 1+ Bookings Per Day

Mark Each Day You Meet 5 + 1

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## Month End Results

- **Circle YOUR Achievement:** GENX  GENX Elite  GENX SUPER ACHIEVER
- # Months Consistency
- # Book 10 Appointments for NEW MONTH (# Parties # Facials)

Moved UP in RED from _______ to _______

Submit your GenX numbers by midnight each Monday at www.leahlauchlan.com.
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join the
Queen's Court of Personal Sharing

24 NEW Personal Qualified Team Members*
July 1, 2014-June 30, 2015

*NEW REQUIREMENT: Only A+1 Consultants count as part of the 24 OR the Consultant must be a STAR at least one Quarter during the 2015 Seminar Year*

Write the name of each New Qualified Team Member.

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Queen's Court of Personal Sales

$40,000 Personal Retail Production
July 1, 2014-June 30, 2015

Track your progress and fill in a square for every $500 wholesale/$1000 retail you order!

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Per Month Figures:

- January: $12,144
- February: $13,959
- March: $16,053
- April: $18,461
- May: $21,239
- June: $24,435

YTD Wholesale:

- January: $51,259
- February: $13,965
- March: $16,060
- April: $18,469
- May: $21,239
- June: $24,435

YTD Retail:

- January: $91,914
- February: $13,965
- March: $16,060
- April: $18,469
- May: $21,239
- June: $24,435
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Have you REALLY established personal activity goals for the Seminar year that I am completely committed to accomplishing?

What are they?

Did I do GenX, GenX ELITE or GenX Super Achiever personally? Answer this. Deal with this. Reward myself or FIX and schedule this RIGHT NOW!

Did my unit hear me talk about my personal classes, hostesses and how I met my new personal team members this month? (There is a fine line between making them feel like I am competing with them, and learning from me by modeling my work——BUT they MUST see me lead by example!)

How am I tracking National Court of Sharing? National Court of Sales? Unit Club? How am I tracking Leadership/ Seminar parties? Where are the tracking sheets? Am I looking at them DAILY?

Who are your key people? What are you basing this on?

Do you have a goal for how many consultants will hit their Book 10 by the 5th? How are you communicating this goal frequently over the next few days? Can you help anyone get to 10 who might not be tracking it now (especially new)? How many do your key people have booked right now?

Who can move up the career path this month? To what position? Do you know her goals? Is she on the date book?

Who are your new who need to place 2nd or 3rd orders and start to cement GenX as standard activity?

Are your NEW plugged into New Consultant Training? What reminder systems are in place? Where is each new consultant on earning her pearls? Do you need to contact anyone about finishing those first Career Surveys? Are they completing new consultant training homework?

Estimate NEW RECRUIT PRODUCTION that will be added to your base. Use projected number of new recruits and your current initial order average to figure this number.

Project your unit wholesale production. What is the unit wholesale production you have now; your base + new production? What needs to shift in terms of scheduling or adding activity to meet grown and production goals you have set for your unit?

What communication is set up to track this activity and goal? What is its frequency? Is it timed and delegated?

Email? Voxer? Facebook?
Mail? Phone? Text?

Close Of The Month

Crossover Week is a time to finish and a time to set up.

3-4 Days Out

Do you have five or more qualified for maximum $500 bonus? FIND THEM.

Have you reached your unit size increase goal? How many T’s do you need to activate, or how many new consultants need to join to hit this number?

How close are you to the next $1000 bonus level? STRETCH! NEVER hold back production!
Do you and your team leaders have a minimum of 5 team members ordering $200 plus your $600 wholesale for a 13% check?

Where are your people on GenX goals? Do you know how many faces, career surveys, whole and how many new team members each has? Don’t assume they know how to this! Dig in and ask if they know how to get to 30 faces, etc.

Who has good team production but only has 3-4 team members? Can you get her on-target for a car or into DIQ? To a 13% check? THESE ARE THE PEOPLE TO STRETCH! Keep the urgency flowing, so they don’t get stuck!

Has your personal team grown to a new benchmark on your way to 40+? What kind of urgency do you have to accomplish this?

Do your 13’s have team members? They will lose their recruiting commission check if they don’t order $200 wholesale. Does a DELEGATED call need to be placed to those with recruits? Easiest way to find this is on DOM. Go to Parent Unit Section. Click on "Third Non-Ordering Month." If these consultants have team members and do not order, they will not get paid.

Do you have "T" unit members who have team members? They will lose their team members if they don’t order $200 wholesale. Does a DELEGATED call need to be placed to those with recruits? Easiest way to find this is on DOM. Go to Parent Unit Section. Click on "Termination Month."

Is DELEGATED help calling anyone who is on target for consistency club who hasn’t ordered yet?

As a senior director, are you aware that your BEST TIER commission is contingent on your unit wholesale? Are you on it?

How will you close out the month?
Will you stop 24 hours early?
Will you throw your hands up by the 25th?
Will you plan a weekend get-away for the 29th?
Or, will you schedule yourself and your attitude to WORK TO THE LAST MINUTE?
THIS is where exhilarating wins show up!

Month-End Wrap Up

How many people were you in front of this month and what is the plan to increase that number next month?

Have you written notes of appreciation and congratulations to unit members for their performance, effort, persistence and results?

Have you recognized them via email? Facebook? Voxer?


Take time to evaluate your office and home help. Do you have systems to tweak? Do you have adequate child care?

What can you tighten up in your office to make it more efficient?
How are you doing on your time management?
How are you doing on the Sunday night dump list?
How do you do with the daily 6 most important things list?
How do you do with the daily affirmations?
How do you do with daily CD, podcast listening?
Do you need to join the 5:00 club for a few months?
What is taking up time that you could release, say no to or delegate?
### Avenue 1
**Unit Wholesale**
$5,000+ = 13\% \text{ (*9\% changing)}$

\[
\text{Line} \times 13\% = \text{Unit Wholesale}
\]

**Avenue 1 Commission Earned**

### Avenue 2
**Unit Volume Bonus**
- $5000-5999 = $500
- $6000-6999 = $600
- Keep going adding $100 per $1000

\[
\text{Line} \times \text{\%} = \text{Unit Volume Bonus}
\]

**Avenue 2 Commission Earned**

### Avenue 3
**Personal Team Commission**
- 4\%, 9\%, or 13\%
- 4\% for 1-4 active; 9\% for 5+ active
- 13\% for 5+ placing $200 ws or more and a personal of $600 ws or more

\[
\text{Line} \times \text{\%} = \text{Personal Team WS}
\]

**Avenue 3 Commission Earned**

### Avenue 4
**Personal Team Building**
$100 bonus for each new personal qualified unit member in the same or following month she joins

**Avenue 4 Commission Earned**

### Avenue 5
**Star Consultant Bonus**

<table>
<thead>
<tr>
<th># of Stars</th>
<th>Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>5-9</td>
<td>$300</td>
</tr>
<tr>
<td>10-14</td>
<td>$400</td>
</tr>
<tr>
<td>15+</td>
<td>$500</td>
</tr>
</tbody>
</table>

**Avenue 5 Commission Earned**

### Avenue 6
**Car or Cash**
- Grand Achiever: $375
- Premiere Club: $500
- Pink Cadillac: $900

*Additional benefit of insurance to be added.*

**Avenue 6 Commission Earned**

### Avenue 7
**Unit Development Bonus**
- Qualified New Unit Members
- $300 bonus for 3 or 4 qualified or
- $500 bonus for 5+ qualified in one month
(orders placed in same or following month of joining.)

<table>
<thead>
<tr>
<th>Line</th>
<th>Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
</tr>
<tr>
<td>$300</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td></td>
</tr>
<tr>
<td>$500</td>
<td></td>
</tr>
</tbody>
</table>

**Avenue 7 Commission Earned**

### Avenue 8
**Personal Product Sales**
Figured at 40\%

- Week 1 Sales: $\_\_\_\_\_\_\_\_
- Week 2 Sales: $\_\_\_\_\_\_\_\_
- Week 3 Sales: $\_\_\_\_\_\_\_\_
- Week 4 Sales: $\_\_\_\_\_\_\_\_
- Week 5 Sales: $\_\_\_\_\_\_\_\_

\[
\$ \_\_\_\_\_\_\_\_ \times 40\% = \text{Sales minus sales tax}
\]

**Avenue 8 Commission Earned**

### Avenue 9
**Annual Bonus Opportunities**
- Wellness Bonus paid in January
- Based on Calendar Year
- Circle your bonus

<table>
<thead>
<tr>
<th>Total Annual W/S Production</th>
<th>Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>$60,000—$124,999</td>
<td>$800</td>
</tr>
<tr>
<td>$125,000—$186,999</td>
<td>$1,300</td>
</tr>
<tr>
<td>$187,000 and above</td>
<td>$2,000</td>
</tr>
</tbody>
</table>

- \$1,000 bonus when do a unit club higher than the year before
- \$1,000 bonus when you earn the use of a Pink Cadillac

**Avenue 9 Commission Earned**
### Avenue 10
**New Director Bonus Plan**
The following is part of the Track to Run on program for brand new directors.

<table>
<thead>
<tr>
<th>Achievement #</th>
<th>months from Director’s Debut</th>
<th>Amount of bonus paid</th>
</tr>
</thead>
<tbody>
<tr>
<td>On the Move</td>
<td>3rd month</td>
<td>$1000</td>
</tr>
<tr>
<td>Fabulous 50’s</td>
<td>6th month</td>
<td>$1000</td>
</tr>
<tr>
<td>Honor Society</td>
<td>12th month</td>
<td>$1000</td>
</tr>
</tbody>
</table>

**Additional Money Saving Perks**
- Free Leadership Conference
- Registration Fabulous 50 ($145 value)
- Free Seminar Registration with Honor Society ($185 value)

---

### Avenue 11
**Senior Director Bonus**
The following is part of the Track to Run on program for a director who off springs a new director. The bonus for each is paid to the senior director when the new offspring achieves each program. She wins you win.

<table>
<thead>
<tr>
<th>Achievement #</th>
<th>months from Director’s Debut</th>
<th>Amount of bonus paid</th>
</tr>
</thead>
<tbody>
<tr>
<td>On the Move</td>
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<tr>
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<td>$500</td>
</tr>
<tr>
<td>Honor Society</td>
<td>12th month</td>
<td>$500</td>
</tr>
</tbody>
</table>

**additional bonus potential**

---

### Avenue 12
**Offspring Director’s Commission**

<table>
<thead>
<tr>
<th>Tier</th>
<th>Individual Monthly # of Offspring</th>
<th>% Paid</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier 1 $4,000 to $11,999 One to Three</td>
<td>4.5%</td>
<td></td>
</tr>
<tr>
<td>Tier 2 $12,000 or more One to Three</td>
<td>5.0%</td>
<td></td>
</tr>
</tbody>
</table>

**Director 1 production:** $__________
**Director 2 production:** $__________
**Director 3 production:** $__________
**Director 4 production:** $__________
**Director 5 production:** $__________
**Director 6 production:** $__________
**Director 7 production:** $__________
**Director 8 production:** $__________
**Director 9 production:** $__________

If you have filled in all 9 you need to check out the NSD commission schedule

**Total** $__________

**X** % =

---

**Avenue 1** $__________
**Avenue 2** $__________
**Avenue 3** $__________
**Avenue 4** $__________
**Avenue 5** $__________
**Avenue 6** $__________
**Avenue 7** $__________
**Avenue 8** $__________
**Avenue 9** $__________
**Avenue 10** $__________
**Avenue 11** $__________
**Avenue 12** $__________

---

**Avenue 10 Commission Earned**

**Avenue 11 Commission Earned**

**Avenue 12 Commission Earned**

---

**I earned $__________ this month.**

“Mary Kay, Inc. ’s third component in the company’s strategic plan is building and maintaining financial strength.”

from the book, *It’s more than a Pink Cadillac*

**Notes to why this month worked or did not work.**

Save and file for future comparisons.

---

D’Anna Brown 5/13
Review & Reflect

It's October 1! Spend some time reviewing & reflecting on the last 90 days.
What goals did you HIT? Which ones did you MISS?

What were you most proud of?

What were you most disappointed by?

What did you learn from your failures?

What new habits did you establish?

What new vision do you have for the next 90 days?

It's time to create a new 90 day plan for Oct 1-Dec 31.

It's January 1! Spend some time reviewing & reflecting on the last 90 days.
What goals did you HIT? Which ones did you MISS?

What were you most proud of?

What were you most disappointed by?

What did you learn from your failures?

What new habits did you establish?

What new vision do you have for the next 90 days?

It's time to create a new 90 day plan for Jan 1-Mar 31.

It's April 1! Spend some time reviewing & reflecting on the last 90 days.
What goals did you HIT? Which ones did you MISS?

What were you most proud of?

What were you most disappointed by?

What did you learn from your failures?

What new habits did you establish?

What new vision do you have for the next 90 days?

It's time to create a new 90 day plan for July 1-Sept 31.