

# Income Producing Activities

## TRACKING SHEET FOR CONSULTANTS

NAME \_\_\_\_\_ MONTH \_\_\_\_\_

### DO YOU WANT RESULTS FROM YOUR MARY KAY BUSINESS?

More money? Earn the use of a career car? Independent Sales Director?  
Concentrate on these income producing activities on a weekly basis to see results!

**WHAT'S  
YOUR  
GOAL?**

**PART TIME CONSULTANT**

// COMPLETE ANY 20 ACTIVITIES [ 1 PER DAY or 5 PER WEEK ]

**FULL TIME CONSULTANT**

// COMPLETE ANY 40 ACTIVITIES [ 2 PER DAY or 10 PER WEEK ]

**ON TARGET CAR + SALES DIRECTOR**

// COMPLETE ANY 60 ACTIVITIES [ 3 PER DAY or 15 PER WEEK ]

- A** – 1 Skin Care Class/Collection Preview (Minimum \$100 Retail/3 Faces)
- B** – 2 Facials or On-the-Go Appointments (Minimum \$100 Retail/3 Faces)
- C** – 2 New Bookings
- D** – \$100 Retail in Customer Service, Website, The Look Sales
- E** – 1 Marketing Follow-Up with completed Survey

- F** – 1 Team-Building Interview with completed Survey
- G** – 1 Guest to a Unit Meeting - stay for Marketing
- H** – 7 New Names & Numbers
- I** – 1 New Team Member

**WEEK 1**

**WEEK 2**

**WEEK 3**

**WEEK 4**

1.	16.	1.	16.	1.	16.	1.	16.
2.	17.	2.	17.	2.	17.	2.	17.
3.	18.	3.	18.	3.	18.	3.	18.
4.	19.	4.	19.	4.	19.	4.	19.
5.	20.	5.	20.	5.	20.	5.	20.
6.	21.	6.	21.	6.	21.	6.	21.
7.	22.	7.	22.	7.	22.	7.	22.
8.	23.	8.	23.	8.	23.	8.	23.
9.	24.	9.	24.	9.	24.	9.	24.
10.	25.	10.	25.	10.	25.	10.	25.
11.	26.	11.	26.	11.	26.	11.	26.
12.	27.	12.	27.	12.	27.	12.	27.
13.	28.	13.	28.	13.	28.	13.	28.
14.	29.	14.	29.	14.	29.	14.	29.
15.	30.	15.	30.	15.	30.	15.	30.