

# INCOME-PRODUCING ACTIVITIES TRACKING SHEETS FOR CONSULTANTS

DO YOU WANT RESULTS FROM YOUR MARY KAY BUSINESS?

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

THEN **CONCENTRATE** ON THESE INCOME-PRODUCING ACTIVITIES ON A WEEKLY BASIS.

**A** HOLD A SKIN CARE CLASS

**E** GUEST TO MEETING

**H** 2 NEW BOOKINGS

**B** HAVE A \$100 DAY

**F** FOLLOW UP AFTER MARKETING CALL

**I** 1 NEW TEAM MEMBER

**C** EVERY TWO MAKEOVERS HELD

**G** 5 NEW CONTACTS/REFERRALS

**J** 10 REACH OUTS (INDIVIDUAL CONTACT ATTEMPTS FOR YOUR BUSINESS WITH CURRENT TEAM MEMBERS & CUSTOMERS, OR BOOKING NEW APTS)

**D** LEADERSHIP INTERVIEW  
(ALONE OR WITH YOUR DIRECTOR/DIQ)

WHAT'S YOUR GOAL? \_\_\_\_\_

**CONSULTANT PART TIME**  
COMPLETE ANY 10 ACTIVITIES

**CONSULTANT FULL TIME**  
COMPLETE ANY 15 ACTIVITIES

**DRIVING FREE**  
COMPLETE ANY 20 ACTIVITIES

**DIQ-DIRECTOR**  
COMPLETE ANY 35 ACTIVITIES

WRITE THE LETTER OF EACH ACTIVITY AS YOU COMPLETE IT. YOU WILL PROBABLY DO SOME ACTIVITIES MORE THAN ONCE.

## WEEK 1

- |           |           |           |
|-----------|-----------|-----------|
| 1. _____  | B. _____  | 25. _____ |
| 2. _____  | H. _____  | 26. _____ |
| 3. _____  | D. _____  | 27. _____ |
| 4. _____  | K. _____  | 28. _____ |
| 5. _____  | N. _____  | 29. _____ |
| 6. _____  | R. _____  | 30. _____ |
| 7. _____  | M. _____  | 31. _____ |
| 8. _____  | 20. _____ | 32. _____ |
| 9. _____  | A. _____  | 33. _____ |
| 10. _____ | 22. _____ | 34. _____ |
| 11. _____ | B. _____  | 35. _____ |
| 12. _____ | 24. _____ |           |

## WEEK 2

- |           |           |           |
|-----------|-----------|-----------|
| 1. _____  | B. _____  | 25. _____ |
| 2. _____  | H. _____  | 26. _____ |
| 3. _____  | D. _____  | 27. _____ |
| 4. _____  | K. _____  | 28. _____ |
| 5. _____  | N. _____  | 29. _____ |
| 6. _____  | R. _____  | 30. _____ |
| 7. _____  | M. _____  | 31. _____ |
| 8. _____  | 20. _____ | 32. _____ |
| 9. _____  | A. _____  | 33. _____ |
| 10. _____ | 22. _____ | 34. _____ |
| 11. _____ | B. _____  | 35. _____ |
| 12. _____ | 24. _____ |           |

## WEEK 3

- |           |           |           |
|-----------|-----------|-----------|
| 1. _____  | B. _____  | 25. _____ |
| 2. _____  | H. _____  | 26. _____ |
| 3. _____  | D. _____  | 27. _____ |
| 4. _____  | K. _____  | 28. _____ |
| 5. _____  | N. _____  | 29. _____ |
| 6. _____  | R. _____  | 30. _____ |
| 7. _____  | M. _____  | 31. _____ |
| 8. _____  | 20. _____ | 32. _____ |
| 9. _____  | A. _____  | 33. _____ |
| 10. _____ | 22. _____ | 34. _____ |
| 11. _____ | B. _____  | 35. _____ |
| 12. _____ | 24. _____ |           |

## WEEK 4

- |           |           |           |
|-----------|-----------|-----------|
| 1. _____  | B. _____  | 25. _____ |
| 2. _____  | H. _____  | 26. _____ |
| 3. _____  | D. _____  | 27. _____ |
| 4. _____  | K. _____  | 28. _____ |
| 5. _____  | N. _____  | 29. _____ |
| 6. _____  | R. _____  | 30. _____ |
| 7. _____  | M. _____  | 31. _____ |
| 8. _____  | 20. _____ | 32. _____ |
| 9. _____  | A. _____  | 33. _____ |
| 10. _____ | 22. _____ | 34. _____ |
| 11. _____ | B. _____  | 35. _____ |
| 12. _____ | 24. _____ |           |

DID YOUR ACTIVITIES SUPPORT YOUR GOAL THIS WEEK? HOW DOES THIS WEEK COMPARE TO LAST WEEK?