

# **Income-Producing Activities Weekly Tracking Sheet for Consultants**

Name \_\_\_\_\_ Week ending \_\_\_\_\_

## **Do you want results from your Mary Kay business?**

More money? Earn the use of a career car? Independent Sales Director?  
Then you'll want to concentrate on these income-producing activities on a weekly basis.

- \_\_\_\_\_ 1 skin care class/collection preview (min. \$100 retail/3 faces)
- \_\_\_\_\_ 1 facial (1-2 Faces)
- \_\_\_\_\_ 1 On-the-Go appointment (15 minutes showing product)
- \_\_\_\_\_ 1 new booking
- \_\_\_\_\_ \$100 retail in customer service calls, Web site or brochure sales
- \_\_\_\_\_ 1 marketing tape follow up with questionnaire completed
- \_\_\_\_\_ 1 team-building interview with questionnaire completed
- \_\_\_\_\_ 1 guest to a unit meeting - stay for marketing presentation
- \_\_\_\_\_ 5 new names and numbers
- \_\_\_\_\_ 1 new team member
- \_\_\_\_\_ Submit, bring or mail Weekly Accomplishment Sheet
- \_\_\_\_\_ Attend weekly Success Meeting

**What's your goal?** \_\_\_\_\_

1. On the line provided, write the number of times you completed each activity this week.
2. A variety of activities are suggested, but you'll want skin care classes/collection previews to be your first priority!
3. Submit this sheet along with your Weekly Accomplishment Sheet and any other supporting material on a weekly basis.

**Are you a part-time Consultant?** Complete any 5 activities or 1 per day  
**Are you a full-time Consultant?** Complete any 10 activities or 2 per day  
**Do you want to earn the use of a car or be a Sales Director?**  
Complete any 15 activities or 3 per day

**Did your activities support your goal this week?**  
**Please add your comments or information requests.....**

