

Income-Producing Activities Tracking Sheet for Independent Sales Directors

Name

Month

Do you want results from your Mary Kay business? Then concentrate on these income-producing activities on a weekly basis.

- | | | |
|----------------------------------------|--------------------------------------|----------------------------------|
| A – Skin care class/collection preview | D – Personal team-building interview | G – 5 contacts with unit members |
| B – \$100 in sales | E – Unit team-building interview | H – 5 new personal contacts |
| C – Guest follow-up | F – Personal guest to a unit meeting | I – New unit member |

What's Your Goal?

Grand Achiever Activity
Complete any 10 activities

Premier Club Activity
Complete any 15 activities

Cadillac Activity
Complete any 20+ activities

Type the letter of each activity as you complete it. You will probably do some activities more than once.

Week 1			
1		11	
2		12	
3		13	
4		14	
5		15	
6		16	
7		17	
8		18	
9		19	
10		20	

Week 2			
1		11	
2		12	
3		13	
4		14	
5		15	
6		16	
7		17	
8		18	
9		19	
10		20	

Week 3			
1		11	
2		12	
3		13	
4		14	
5		15	
6		16	
7		17	
8		18	
9		19	
10		20	

Week 4			
1		11	
2		12	
3		13	
4		14	
5		15	
6		16	
7		17	
8		18	
9		19	
10		20	

Did your activities support your goal this week? How does this week compare to last week?

The idea for this form was provided by Independent National Sales Director Bett Vernon