

# Build a \$10,000 Monthly Income in Six Months Holding Just 3 Classes Per Week!

Use this tried and proven plan originally shared by Tammy Crayk, Million Dollar Director, hold just 3 classes per week and you will be:

- Driving a Red Grand Am company car in three months
- Looking lovely in a Director's Suit in four months
- A Fabulous 50's Elite Director in six months

## How This Plan Works

- The average skin care class has four guests.
- At twelve classes per month x 4 guests you will see 48 new faces a month!
- One in two ladies will buy a skin care set.
- The national average production for a skin care class is \$200.
- Twelve classes per month x \$200 in sales = \$2400 in retail sales per month.
- One in five will hear about Mary Kay as a career and become a consultant.

If just one of the five women you share Mary Kay with each month adopts this plan right behind you it will work almost effortlessly! Remember, you are probably going to get approximately 4 no's for every yes you receive. If you don't have four guests at each class re-examine your hostess program. If one in five interviewed recruit prospects don't sign up, you may need to re-evaluate the type of people you are trying to recruit.

## 1st Month – You are on your way!

- Hold 12 classes (3 per week) with an average of 4 guests per class.
  - Sell \$2,400 in new business (\$200 per class). \$960.00
  - Place a \$1200 Wholesale Order
  - Market Mary Kay as a career with 48 guests (4 people per class x 12 classes).
  - Recruit 5 new team members.
  - Average \$5000 personal team productions (based on conservative average of \$1000 per recruit)
  - Team building bonus (\$50 on qualified recruits #4 & #5) \$100.00
  - Your 13% check (for 5 team members plus your order) \$650.00
- 
- Total Monthly Income** **\$1,710.00**

## **2nd Month – It is getting exciting!**

• Hold 12 classes (3 per week) with an average of 4 guests per class.	
• Sell \$2,400 in new business (\$200 per class).	\$960.00
• Place a \$1200 Wholesale Order	
• Market Mary Kay as a career with 48 guests (4 people per class x 12 classes).	
• Recruit 5 new team members.	
• Average \$5000 personal team productions (based on conservative average of \$1000 per recruit)	
• Team building bonus (5 x \$50 on qualified recruits)	\$250.00
• Your 13% check (for 5 team members plus your order)	\$650.00
<b>Total Monthly Income</b>	<b>\$1,860.00</b>

## **3rd Month – Submit D.I.Q. Commitment Card on the 1st**

• Hold 12 classes (3 per week) with an average of 4 guests per class.	
• Sell \$2,400 in new business (\$200 per class).	\$960.00
• Place a \$1200 Wholesale Order	
• Market Mary Kay as a career with 48 guests (4 people per class x 12 classes).	
• Recruit 5 new team members.	
• Average \$5000 personal team productions (based on conservative average of \$1000 per recruit)	
• Team building bonus (5 x \$50 on qualified recruits)	\$250.00
• Month 1 team members probably reordering about \$1200	
• Your 13% check (for 5 team members plus your order)	\$806.00
<b>Total Monthly Income</b>	<b>\$2,016.00</b>

### **Car production is complete with:**

**15 Personal Team Members**

**\$19,800 Total Car Team Production**

**5 new team members of your team members**

### **First Month DIQ!**

**20 Members in your soon to be unit**

**This month \$12,400 in DIQ production**

## **4th Month – It is really picking up!!**



### **DIQ is finished!**

**Finally DIQ production \$32,100**

**10 new team members of team members**

**New unit now at 35 consultants plus New Director**

## **5th Month – Almost there!!**



**15 new team members of team members**

**55 consultants**

**\$27,000 in production**

## **6th Month – This is it!!**

• Hold 12 classes (3 per week) with an average of 4 guests per class.	
• Sell \$2,400 in new business (\$200 per class).	\$960.00
• Place a \$1200 Wholesale Order	
• Market Mary Kay as a career with 48 guests (4 people per class x 12 classes).	
• Recruit 5 new team members.	
• Average \$5000 personal team productions (based on conservative average of \$1000 per recruit)	
• Month 1, 2, 3 & 4 team members probably reordering about \$9,000	
• Your 13% check (for 5 team members plus your order)	\$1,820.00
• Director 13% check (including commission on your personal production)	\$4,576.00
• Unit Development Bonus on Qualified Recruits	\$300.00
• Unit Production Bonus	\$3,100.00
<b>Total Monthly Income</b>	<b>\$10,756.00</b>

**Fabulous 50's Elite Complete**  
**20 new non-personal unit members**  
**Unit is now 80 consultants**  
**Total Unit Production \$37,200**

### **The Keys to Success**

- Your 5 monthly recruits need to be able to get started and have the desire to succeed.
- Recruits should come from your classes.
- Your recruits should hold classes and recruit from them.
- Give an introduction of Mary Kay as a career at every class with all guests.
- Your recruits should also give an introduction on Mary Kay at classes.
- If you fall behind one week make it up in the next by holding extra classes.
- If your numbers aren't meeting with the averages listed on the first page discuss skill building with your Director right away. Don't fall behind.

## 6 Month Activity Summary

Month	1	2	3	4	5	6
Classes held	12	12	12	12	12	12
Faces Seen	48	48	48	48	48	48
New Skin Care Customers and Interviews held	24	24	24	24	24	24
Personal Sales	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400	\$ 2,400
Personal Wholesale Orders	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200
Personal recruits	5	5	5	5	5	5
Personal Recruit Production	\$ 5,000	\$ 5,000	\$ 6,200	\$ 8,500	\$ 11,500	\$ 14,000
Granddaughters			5	10	15	20
Granddaughters Production			\$ 5,000	\$ 10,000	\$ 15,000	\$ 20,000
# of Personal Team Members	5	10	15	20	25	30
Car Production	\$ 6,200	\$ 6,200				
Car Production & DIQ Production			\$ 7,400			
DIQ Production			\$ 5,000	\$ 19,700		
New Director Unit Production					\$ 27,700	\$ 35,200
Profit on Sales	\$ 960	\$ 960	\$ 960	\$ 960	\$ 960	\$ 960
Personal 13% Commission	\$ 650	\$ 650	\$ 806	\$ 1,105	\$ 1,495	\$ 1,820
Team Building Bonus	\$ 100	\$ 250	\$ 250	\$ 250		
Director 13% Commission					\$ 3,601	\$ 4,576
Director Unit Volume Bonus					\$ 2,100	\$ 3,100
Director Unit Development Bonus					\$ 300	\$ 300
# of Unit Members				35	\$ 55	\$ 80
<b>Total Earning</b>	<b>\$ 1,710</b>	<b>\$ 1,860</b>	<b>\$ 2,016</b>	<b>\$ 2,315</b>	<b>\$ 8,456</b>	<b>\$ 10,756</b>

Follow this plan exactly and make sure to check off every thing as you accomplish it.

## Month #1 Personal Activity

### This Months Personal Retail Sales

- |                           |                            |                            |                            |
|---------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 700  | <input type="radio"/> 1300 | <input type="radio"/> 1900 |
| <input type="radio"/> 200 | <input type="radio"/> 800  | <input type="radio"/> 1400 | <input type="radio"/> 2000 |
| <input type="radio"/> 300 | <input type="radio"/> 900  | <input type="radio"/> 1500 | <input type="radio"/> 2100 |
| <input type="radio"/> 400 | <input type="radio"/> 1000 | <input type="radio"/> 1600 | <input type="radio"/> 2200 |
| <input type="radio"/> 500 | <input type="radio"/> 1100 | <input type="radio"/> 1700 | <input type="radio"/> 2300 |
| <input type="radio"/> 600 | <input type="radio"/> 1200 | <input type="radio"/> 1800 | <input type="radio"/> 2400 |

### This Months Personal Section 1 Orders

- |                           |                           |                           |                            |
|---------------------------|---------------------------|---------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 400 | <input type="radio"/> 700 | <input type="radio"/> 1000 |
| <input type="radio"/> 200 | <input type="radio"/> 500 | <input type="radio"/> 800 | <input type="radio"/> 1100 |
| <input type="radio"/> 300 | <input type="radio"/> 600 | <input type="radio"/> 900 | <input type="radio"/> 1200 |

### This Months Skin Care Classes

- |                         |                         |                         |                          |
|-------------------------|-------------------------|-------------------------|--------------------------|
| <input type="radio"/> 1 | <input type="radio"/> 4 | <input type="radio"/> 7 | <input type="radio"/> 10 |
| <input type="radio"/> 2 | <input type="radio"/> 5 | <input type="radio"/> 8 | <input type="radio"/> 11 |
| <input type="radio"/> 3 | <input type="radio"/> 6 | <input type="radio"/> 9 | <input type="radio"/> 12 |

### This Months Recruits

- |   |       |
|---|-------|
| 1 | _____ |
| 2 | _____ |
| 3 | _____ |
| 4 | _____ |
| 5 | _____ |

## Team Activity

### This Months Team Orders

- |                            |                            |                            |                            |                            |
|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 200  | <input type="radio"/> 1200 | <input type="radio"/> 2200 | <input type="radio"/> 3200 | <input type="radio"/> 4200 |
| <input type="radio"/> 400  | <input type="radio"/> 1400 | <input type="radio"/> 2400 | <input type="radio"/> 3400 | <input type="radio"/> 4400 |
| <input type="radio"/> 600  | <input type="radio"/> 1600 | <input type="radio"/> 2600 | <input type="radio"/> 3600 | <input type="radio"/> 4600 |
| <input type="radio"/> 800  | <input type="radio"/> 1800 | <input type="radio"/> 2800 | <input type="radio"/> 3800 | <input type="radio"/> 4800 |
| <input type="radio"/> 1000 | <input type="radio"/> 2000 | <input type="radio"/> 3000 | <input type="radio"/> 1000 | <input type="radio"/> 5000 |

When you recruit MCCIDw team members they should produce at least \$5,000 in production. That is only an average of \$1,000 each! Remember, inventory is a key success factor, so you shouldn't "encourage" a CIDw consultant to start that small!

## Month 1 – Skin Care Class Hostesses, Dates, Sales and Guests

Hostess #1	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #2	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #3	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #4	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #5	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #6	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #7	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #8	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #9	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #10	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #11	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #12	Date:	Sales: \$
1.	2.	
3.	4.	

## Month #2 Personal Activity

### This Months Personal Retail Sales

- |                           |                            |                            |                            |
|---------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 700  | <input type="radio"/> 1300 | <input type="radio"/> 1900 |
| <input type="radio"/> 200 | <input type="radio"/> 800  | <input type="radio"/> 1400 | <input type="radio"/> 2000 |
| <input type="radio"/> 300 | <input type="radio"/> 900  | <input type="radio"/> 1500 | <input type="radio"/> 2100 |
| <input type="radio"/> 400 | <input type="radio"/> 1000 | <input type="radio"/> 1600 | <input type="radio"/> 2200 |
| <input type="radio"/> 500 | <input type="radio"/> 1100 | <input type="radio"/> 1700 | <input type="radio"/> 2300 |
| <input type="radio"/> 600 | <input type="radio"/> 1200 | <input type="radio"/> 1800 | <input type="radio"/> 2400 |

### This Months Personal Section 1 Orders

- |                           |                           |                           |                            |
|---------------------------|---------------------------|---------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 400 | <input type="radio"/> 700 | <input type="radio"/> 1000 |
| <input type="radio"/> 200 | <input type="radio"/> 500 | <input type="radio"/> 800 | <input type="radio"/> 1100 |
| <input type="radio"/> 300 | <input type="radio"/> 600 | <input type="radio"/> 900 | <input type="radio"/> 1200 |

### This Months Skin Care Classes

- |                         |                         |                         |                          |
|-------------------------|-------------------------|-------------------------|--------------------------|
| <input type="radio"/> 1 | <input type="radio"/> 4 | <input type="radio"/> 7 | <input type="radio"/> 10 |
| <input type="radio"/> 2 | <input type="radio"/> 5 | <input type="radio"/> 8 | <input type="radio"/> 11 |
| <input type="radio"/> 3 | <input type="radio"/> 6 | <input type="radio"/> 9 | <input type="radio"/> 12 |

### This Months Recruits

- |   |       |
|---|-------|
| 1 | _____ |
| 2 | _____ |
| 3 | _____ |
| 4 | _____ |
| 5 | _____ |

## Team Activity-Personal Team now 10!

### This Months Team Orders

- |                            |                            |                            |                            |                            |
|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 200  | <input type="radio"/> 1200 | <input type="radio"/> 2200 | <input type="radio"/> 3200 | <input type="radio"/> 4200 |
| <input type="radio"/> 400  | <input type="radio"/> 1400 | <input type="radio"/> 2400 | <input type="radio"/> 3400 | <input type="radio"/> 4400 |
| <input type="radio"/> 600  | <input type="radio"/> 1600 | <input type="radio"/> 2600 | <input type="radio"/> 3600 | <input type="radio"/> 4600 |
| <input type="radio"/> 800  | <input type="radio"/> 1800 | <input type="radio"/> 2800 | <input type="radio"/> 3800 | <input type="radio"/> 4800 |
| <input type="radio"/> 1000 | <input type="radio"/> 2000 | <input type="radio"/> 3000 | <input type="radio"/> 1000 | <input type="radio"/> 5000 |

## Month 2 – Skin Care Class Hostesses, Dates, Sales and Guests

Hostess #1	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #2	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #3	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #4	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #5	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #6	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #7	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #8	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #9	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #10	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #11	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #12	Date:	Sales: \$
1.	2.	
3.	4.	

# Month #3 Personal Activity

## This Months Personal Retail Sales

- |                           |                            |                            |                            |
|---------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 700  | <input type="radio"/> 1300 | <input type="radio"/> 1900 |
| <input type="radio"/> 200 | <input type="radio"/> 800  | <input type="radio"/> 1400 | <input type="radio"/> 2000 |
| <input type="radio"/> 300 | <input type="radio"/> 900  | <input type="radio"/> 1500 | <input type="radio"/> 2100 |
| <input type="radio"/> 400 | <input type="radio"/> 1000 | <input type="radio"/> 1600 | <input type="radio"/> 2200 |
| <input type="radio"/> 500 | <input type="radio"/> 1100 | <input type="radio"/> 1700 | <input type="radio"/> 2300 |
| <input type="radio"/> 600 | <input type="radio"/> 1200 | <input type="radio"/> 1800 | <input type="radio"/> 2400 |

## This Months Personal Section 1 Orders

- |                           |                           |                           |                            |
|---------------------------|---------------------------|---------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 400 | <input type="radio"/> 700 | <input type="radio"/> 1000 |
| <input type="radio"/> 200 | <input type="radio"/> 500 | <input type="radio"/> 800 | <input type="radio"/> 1100 |
| <input type="radio"/> 300 | <input type="radio"/> 600 | <input type="radio"/> 900 | <input type="radio"/> 1200 |

## This Months Skin Care Classes

- |                         |                         |                         |                          |
|-------------------------|-------------------------|-------------------------|--------------------------|
| <input type="radio"/> 1 | <input type="radio"/> 4 | <input type="radio"/> 7 | <input type="radio"/> 10 |
| <input type="radio"/> 2 | <input type="radio"/> 5 | <input type="radio"/> 8 | <input type="radio"/> 11 |
| <input type="radio"/> 3 | <input type="radio"/> 6 | <input type="radio"/> 9 | <input type="radio"/> 12 |

## This Months Recruits

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_

**Car Production finished!**

**15 team members**

**\$19,800 total Car Team Production**

**5 new team members of team members!**

# Team Activity – Personal Team Now 15!

## This Months Team Orders

- |                            |                            |                            |                            |
|----------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 200  | <input type="radio"/> 1800 | <input type="radio"/> 3400 | <input type="radio"/> 2000 |
| <input type="radio"/> 400  | <input type="radio"/> 2000 | <input type="radio"/> 3600 | <input type="radio"/> 5200 |
| <input type="radio"/> 600  | <input type="radio"/> 2200 | <input type="radio"/> 3800 | <input type="radio"/> 5400 |
| <input type="radio"/> 800  | <input type="radio"/> 2400 | <input type="radio"/> 4000 | <input type="radio"/> 5600 |
| <input type="radio"/> 1000 | <input type="radio"/> 2600 | <input type="radio"/> 4200 | <input type="radio"/> 5800 |
| <input type="radio"/> 1200 | <input type="radio"/> 2800 | <input type="radio"/> 4400 | <input type="radio"/> 6000 |
| <input type="radio"/> 1400 | <input type="radio"/> 3000 | <input type="radio"/> 4600 | <input type="radio"/> 6200 |
| <input type="radio"/> 1600 | <input type="radio"/> 3200 | <input type="radio"/> 4800 |                            |

This month's team orders includes new members (\$5000) and month 1 team members reordering (\$1,200) because they are holding classes.

## This Months Team Orders

	New Unit Member	Recruiter	Date	Initial Order
1.	_____	_____	_____	\$ _____
2.	_____	_____	_____	\$ _____
3.	_____	_____	_____	\$ _____
4.	_____	_____	_____	\$ _____
5.	_____	_____	_____	\$ _____

## This Month's "Granddaughter" Orders

- |                            |                            |                            |                            |
|----------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 200  | <input type="radio"/> 1600 | <input type="radio"/> 3000 | <input type="radio"/> 4400 |
| <input type="radio"/> 400  | <input type="radio"/> 1800 | <input type="radio"/> 3200 | <input type="radio"/> 4600 |
| <input type="radio"/> 600  | <input type="radio"/> 2200 | <input type="radio"/> 3400 | <input type="radio"/> 4800 |
| <input type="radio"/> 800  | <input type="radio"/> 2200 | <input type="radio"/> 3600 | <input type="radio"/> 5000 |
| <input type="radio"/> 1000 | <input type="radio"/> 2400 | <input type="radio"/> 3800 |                            |
| <input type="radio"/> 1200 | <input type="radio"/> 2600 | <input type="radio"/> 4000 |                            |
| <input type="radio"/> 1400 | <input type="radio"/> 2800 | <input type="radio"/> 4200 |                            |

### Month 3 – Skin Care Class Hostesses, Dates, Sales and Guests

Hostess #1	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #2	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #3	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #4	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #5	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #6	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #7	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #8	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #9	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #10	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #11	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #12	Date:	Sales: \$
1.	2.	
3.	4.	

# Month #4 Personal Activity

## This Months Personal Retail Sales

- |                           |                            |                            |                            |
|---------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 700  | <input type="radio"/> 1300 | <input type="radio"/> 1900 |
| <input type="radio"/> 200 | <input type="radio"/> 800  | <input type="radio"/> 1400 | <input type="radio"/> 2000 |
| <input type="radio"/> 300 | <input type="radio"/> 900  | <input type="radio"/> 1500 | <input type="radio"/> 2100 |
| <input type="radio"/> 400 | <input type="radio"/> 1000 | <input type="radio"/> 1600 | <input type="radio"/> 2200 |
| <input type="radio"/> 500 | <input type="radio"/> 1100 | <input type="radio"/> 1700 | <input type="radio"/> 2300 |
| <input type="radio"/> 600 | <input type="radio"/> 1200 | <input type="radio"/> 1800 | <input type="radio"/> 2400 |

## This Months Personal Section 1 Orders

- |                           |                           |                           |                            |
|---------------------------|---------------------------|---------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 400 | <input type="radio"/> 700 | <input type="radio"/> 1000 |
| <input type="radio"/> 200 | <input type="radio"/> 500 | <input type="radio"/> 800 | <input type="radio"/> 1100 |
| <input type="radio"/> 300 | <input type="radio"/> 600 | <input type="radio"/> 900 | <input type="radio"/> 1200 |

## This Months Skin Care Classes

- |                         |                         |                         |                          |
|-------------------------|-------------------------|-------------------------|--------------------------|
| <input type="radio"/> 1 | <input type="radio"/> 4 | <input type="radio"/> 7 | <input type="radio"/> 10 |
| <input type="radio"/> 2 | <input type="radio"/> 5 | <input type="radio"/> 8 | <input type="radio"/> 11 |
| <input type="radio"/> 3 | <input type="radio"/> 6 | <input type="radio"/> 9 | <input type="radio"/> 12 |

## This Months Recruits

- |   |       |
|---|-------|
| 1 | _____ |
| 2 | _____ |
| 3 | _____ |
| 4 | _____ |
| 5 | _____ |

## Team Activity-Personal Team now 20!

### This Months Team Orders

- |                            |                            |                            |                            |                            |
|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 200  | <input type="radio"/> 2000 | <input type="radio"/> 3800 | <input type="radio"/> 5600 | <input type="radio"/> 7400 |
| <input type="radio"/> 400  | <input type="radio"/> 2200 | <input type="radio"/> 4000 | <input type="radio"/> 5800 | <input type="radio"/> 7600 |
| <input type="radio"/> 600  | <input type="radio"/> 2400 | <input type="radio"/> 4200 | <input type="radio"/> 6000 | <input type="radio"/> 7800 |
| <input type="radio"/> 800  | <input type="radio"/> 2600 | <input type="radio"/> 4400 | <input type="radio"/> 6200 | <input type="radio"/> 8000 |
| <input type="radio"/> 1000 | <input type="radio"/> 2800 | <input type="radio"/> 4600 | <input type="radio"/> 6400 | <input type="radio"/> 8200 |
| <input type="radio"/> 1200 | <input type="radio"/> 3000 | <input type="radio"/> 4800 | <input type="radio"/> 6600 | <input type="radio"/> 8400 |
| <input type="radio"/> 1400 | <input type="radio"/> 3200 | <input type="radio"/> 5000 | <input type="radio"/> 6800 | <input type="radio"/> 8600 |
| <input type="radio"/> 1600 | <input type="radio"/> 3400 | <input type="radio"/> 5200 | <input type="radio"/> 7000 |                            |
| <input type="radio"/> 1800 | <input type="radio"/> 3600 | <input type="radio"/> 5400 | <input type="radio"/> 7200 |                            |

These figures include new team members (\$5,000) and month 1 and 2 team members reordering (\$3,500) because they are holding classes.

## New Granddaughters

	New Unit Member	Recruiter	Date	Initial Order
1.	_____	_____	_____	\$ _____
2.	_____	_____	_____	\$ _____
3.	_____	_____	_____	\$ _____
4.	_____	_____	_____	\$ _____
5.	_____	_____	_____	\$ _____
6.	_____	_____	_____	\$ _____
7.	_____	_____	_____	\$ _____
8.	_____	_____	_____	\$ _____
9.	_____	_____	_____	\$ _____
10.	_____	_____	_____	\$ _____

## Granddaughter Orders

- 200       2800       5400       8000       10800       13400
- 400       3000       5600       8200       11000       13600
- 600       3200       5800       8400       11200       13800
- 800       3400       6000       8600       11400       14000
- 1000       3600       6200       8800       11600       14200
- 1200       3800       6400       9000       11800       14400
- 1400       4000       6600       9200       12000       14600
- 1600       4200       6800       9400       12200       14800
- 1800       4400       7000       9600       12400       15000
- 2000       4600       7200       9800       12600
- 2200       4800       7400       10000       12800
- 2400       5000       7600       10200       13000
- 2600       5200       7800       10400       13200

## Month 4 – Skin Care Class Hostesses, Dates, Sales and Guests

Hostess #1	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #2	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #3	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #4	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #5	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #6	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #7	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #8	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #9	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #10	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #11	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #12	Date:	Sales: \$
1.	2.	
3.	4.	

# Month #5 Personal Activity

## This Months Personal Retail Sales

- |                           |                            |                            |                            |
|---------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 700  | <input type="radio"/> 1300 | <input type="radio"/> 1900 |
| <input type="radio"/> 200 | <input type="radio"/> 800  | <input type="radio"/> 1400 | <input type="radio"/> 2000 |
| <input type="radio"/> 300 | <input type="radio"/> 900  | <input type="radio"/> 1500 | <input type="radio"/> 2100 |
| <input type="radio"/> 400 | <input type="radio"/> 1000 | <input type="radio"/> 1600 | <input type="radio"/> 2200 |
| <input type="radio"/> 500 | <input type="radio"/> 1100 | <input type="radio"/> 1700 | <input type="radio"/> 2300 |
| <input type="radio"/> 600 | <input type="radio"/> 1200 | <input type="radio"/> 1800 | <input type="radio"/> 2400 |

## This Months Personal Section 1 Orders

- |                           |                           |                           |                            |
|---------------------------|---------------------------|---------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 400 | <input type="radio"/> 700 | <input type="radio"/> 1000 |
| <input type="radio"/> 200 | <input type="radio"/> 500 | <input type="radio"/> 800 | <input type="radio"/> 1100 |
| <input type="radio"/> 300 | <input type="radio"/> 600 | <input type="radio"/> 900 | <input type="radio"/> 1200 |

## This Months Skin Care Classes

- |                         |                         |                         |                          |
|-------------------------|-------------------------|-------------------------|--------------------------|
| <input type="radio"/> 1 | <input type="radio"/> 4 | <input type="radio"/> 7 | <input type="radio"/> 10 |
| <input type="radio"/> 2 | <input type="radio"/> 5 | <input type="radio"/> 8 | <input type="radio"/> 11 |
| <input type="radio"/> 3 | <input type="radio"/> 6 | <input type="radio"/> 9 | <input type="radio"/> 12 |

## This Months Recruits

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_

## **This Month's Personal Team Orders – Personal Team 25!**

- |                            |                            |                            |                            |                             |                             |
|----------------------------|----------------------------|----------------------------|----------------------------|-----------------------------|-----------------------------|
| <input type="radio"/> 200  | <input type="radio"/> 2200 | <input type="radio"/> 4200 | <input type="radio"/> 6200 | <input type="radio"/> 8200  | <input type="radio"/> 10200 |
| <input type="radio"/> 400  | <input type="radio"/> 2400 | <input type="radio"/> 4400 | <input type="radio"/> 6400 | <input type="radio"/> 8400  | <input type="radio"/> 10400 |
| <input type="radio"/> 600  | <input type="radio"/> 2600 | <input type="radio"/> 4600 | <input type="radio"/> 6600 | <input type="radio"/> 8600  | <input type="radio"/> 10600 |
| <input type="radio"/> 800  | <input type="radio"/> 2800 | <input type="radio"/> 4800 | <input type="radio"/> 6800 | <input type="radio"/> 8800  | <input type="radio"/> 10800 |
| <input type="radio"/> 1000 | <input type="radio"/> 3000 | <input type="radio"/> 5000 | <input type="radio"/> 7000 | <input type="radio"/> 9000  | <input type="radio"/> 11000 |
| <input type="radio"/> 1200 | <input type="radio"/> 3200 | <input type="radio"/> 5200 | <input type="radio"/> 7200 | <input type="radio"/> 9200  | <input type="radio"/> 11200 |
| <input type="radio"/> 1400 | <input type="radio"/> 3400 | <input type="radio"/> 5400 | <input type="radio"/> 7400 | <input type="radio"/> 9400  | <input type="radio"/> 11400 |
| <input type="radio"/> 1600 | <input type="radio"/> 3600 | <input type="radio"/> 5600 | <input type="radio"/> 7600 | <input type="radio"/> 9600  | <input type="radio"/> 11600 |
| <input type="radio"/> 1800 | <input type="radio"/> 3800 | <input type="radio"/> 5800 | <input type="radio"/> 7800 | <input type="radio"/> 9800  |                             |
| <input type="radio"/> 2000 | <input type="radio"/> 4000 | <input type="radio"/> 6000 | <input type="radio"/> 8000 | <input type="radio"/> 10000 |                             |

## **Granddaughter Orders**

- |                            |                            |                            |                             |                             |                             |
|----------------------------|----------------------------|----------------------------|-----------------------------|-----------------------------|-----------------------------|
| <input type="radio"/> 200  | <input type="radio"/> 2800 | <input type="radio"/> 5400 | <input type="radio"/> 8000  | <input type="radio"/> 10800 | <input type="radio"/> 13400 |
| <input type="radio"/> 400  | <input type="radio"/> 3000 | <input type="radio"/> 5600 | <input type="radio"/> 8200  | <input type="radio"/> 11000 | <input type="radio"/> 13600 |
| <input type="radio"/> 600  | <input type="radio"/> 3200 | <input type="radio"/> 5800 | <input type="radio"/> 8400  | <input type="radio"/> 11200 | <input type="radio"/> 13800 |
| <input type="radio"/> 800  | <input type="radio"/> 3400 | <input type="radio"/> 6000 | <input type="radio"/> 8600  | <input type="radio"/> 11400 | <input type="radio"/> 14000 |
| <input type="radio"/> 1000 | <input type="radio"/> 3600 | <input type="radio"/> 6200 | <input type="radio"/> 8800  | <input type="radio"/> 11600 | <input type="radio"/> 14200 |
| <input type="radio"/> 1200 | <input type="radio"/> 3800 | <input type="radio"/> 6400 | <input type="radio"/> 9000  | <input type="radio"/> 11800 | <input type="radio"/> 14400 |
| <input type="radio"/> 1400 | <input type="radio"/> 4000 | <input type="radio"/> 6600 | <input type="radio"/> 9200  | <input type="radio"/> 12000 | <input type="radio"/> 14600 |
| <input type="radio"/> 1600 | <input type="radio"/> 4200 | <input type="radio"/> 6800 | <input type="radio"/> 9400  | <input type="radio"/> 12200 | <input type="radio"/> 14800 |
| <input type="radio"/> 1800 | <input type="radio"/> 4400 | <input type="radio"/> 7000 | <input type="radio"/> 9600  | <input type="radio"/> 12400 | <input type="radio"/> 15000 |
| <input type="radio"/> 2000 | <input type="radio"/> 4600 | <input type="radio"/> 7200 | <input type="radio"/> 9800  | <input type="radio"/> 12600 |                             |
| <input type="radio"/> 2200 | <input type="radio"/> 4800 | <input type="radio"/> 7400 | <input type="radio"/> 10000 | <input type="radio"/> 12800 |                             |
| <input type="radio"/> 2400 | <input type="radio"/> 5000 | <input type="radio"/> 7600 | <input type="radio"/> 10200 | <input type="radio"/> 13000 |                             |
| <input type="radio"/> 2600 | <input type="radio"/> 5200 | <input type="radio"/> 7800 | <input type="radio"/> 10400 | <input type="radio"/> 13200 |                             |

## New Granddaughters

	New Unit Member	Recruiter	Date	Initial Order
1.	_____	_____	_____	\$ _____
2.	_____	_____	_____	\$ _____
3.	_____	_____	_____	\$ _____
4.	_____	_____	_____	\$ _____
5.	_____	_____	_____	\$ _____
6.	_____	_____	_____	\$ _____
7.	_____	_____	_____	\$ _____
8.	_____	_____	_____	\$ _____
9.	_____	_____	_____	\$ _____
10.	_____	_____	_____	\$ _____
11.	_____	_____	_____	\$ _____
12.	_____	_____	_____	\$ _____
13.	_____	_____	_____	\$ _____
14.	_____	_____	_____	\$ _____
15.	_____	_____	_____	\$ _____

## Month 5 – Skin Care Class Hostesses, Dates, Sales and Guests

Hostess #1	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #2	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #3	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #4	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #5	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #6	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #7	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #8	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #9	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #10	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #11	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #12	Date:	Sales: \$
1.	2.	
3.	4.	

# Month #6 Personal Activity

## This Months Personal Retail Sales

- |                           |                            |                            |                            |
|---------------------------|----------------------------|----------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 700  | <input type="radio"/> 1300 | <input type="radio"/> 1900 |
| <input type="radio"/> 200 | <input type="radio"/> 800  | <input type="radio"/> 1400 | <input type="radio"/> 2000 |
| <input type="radio"/> 300 | <input type="radio"/> 900  | <input type="radio"/> 1500 | <input type="radio"/> 2100 |
| <input type="radio"/> 400 | <input type="radio"/> 1000 | <input type="radio"/> 1600 | <input type="radio"/> 2200 |
| <input type="radio"/> 500 | <input type="radio"/> 1100 | <input type="radio"/> 1700 | <input type="radio"/> 2300 |
| <input type="radio"/> 600 | <input type="radio"/> 1200 | <input type="radio"/> 1800 | <input type="radio"/> 2400 |

## This Months Personal Section 1 Orders

- |                           |                           |                           |                            |
|---------------------------|---------------------------|---------------------------|----------------------------|
| <input type="radio"/> 100 | <input type="radio"/> 400 | <input type="radio"/> 700 | <input type="radio"/> 1000 |
| <input type="radio"/> 200 | <input type="radio"/> 500 | <input type="radio"/> 800 | <input type="radio"/> 1100 |
| <input type="radio"/> 300 | <input type="radio"/> 600 | <input type="radio"/> 900 | <input type="radio"/> 1200 |

## This Months Skin Care Classes

- |                         |                         |                         |                          |
|-------------------------|-------------------------|-------------------------|--------------------------|
| <input type="radio"/> 1 | <input type="radio"/> 4 | <input type="radio"/> 7 | <input type="radio"/> 10 |
| <input type="radio"/> 2 | <input type="radio"/> 5 | <input type="radio"/> 8 | <input type="radio"/> 11 |
| <input type="radio"/> 3 | <input type="radio"/> 6 | <input type="radio"/> 9 | <input type="radio"/> 12 |

## This Months Recruits

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_

### **This Month's Personal Team Orders – Personal Team 30!**

- |                            |                            |                            |                             |                             |                             |
|----------------------------|----------------------------|----------------------------|-----------------------------|-----------------------------|-----------------------------|
| <input type="radio"/> 200  | <input type="radio"/> 2800 | <input type="radio"/> 5400 | <input type="radio"/> 8000  | <input type="radio"/> 10800 | <input type="radio"/> 13400 |
| <input type="radio"/> 400  | <input type="radio"/> 3000 | <input type="radio"/> 5600 | <input type="radio"/> 8200  | <input type="radio"/> 11000 | <input type="radio"/> 13600 |
| <input type="radio"/> 600  | <input type="radio"/> 3200 | <input type="radio"/> 5800 | <input type="radio"/> 8400  | <input type="radio"/> 11200 | <input type="radio"/> 13800 |
| <input type="radio"/> 800  | <input type="radio"/> 3400 | <input type="radio"/> 6000 | <input type="radio"/> 8600  | <input type="radio"/> 11400 | <input type="radio"/> 14000 |
| <input type="radio"/> 1000 | <input type="radio"/> 3600 | <input type="radio"/> 6200 | <input type="radio"/> 8800  | <input type="radio"/> 11600 | <input type="radio"/> 14200 |
| <input type="radio"/> 1200 | <input type="radio"/> 3800 | <input type="radio"/> 6400 | <input type="radio"/> 9000  | <input type="radio"/> 11800 | <input type="radio"/> 14400 |
| <input type="radio"/> 1400 | <input type="radio"/> 4000 | <input type="radio"/> 6600 | <input type="radio"/> 9200  | <input type="radio"/> 12000 | <input type="radio"/> 14600 |
| <input type="radio"/> 1600 | <input type="radio"/> 4200 | <input type="radio"/> 6800 | <input type="radio"/> 9400  | <input type="radio"/> 12200 | <input type="radio"/> 14800 |
| <input type="radio"/> 1800 | <input type="radio"/> 4400 | <input type="radio"/> 7000 | <input type="radio"/> 9600  | <input type="radio"/> 12400 | <input type="radio"/> 15000 |
| <input type="radio"/> 2000 | <input type="radio"/> 4600 | <input type="radio"/> 7200 | <input type="radio"/> 9800  | <input type="radio"/> 12600 |                             |
| <input type="radio"/> 2200 | <input type="radio"/> 4800 | <input type="radio"/> 7400 | <input type="radio"/> 10000 | <input type="radio"/> 12800 |                             |
| <input type="radio"/> 2400 | <input type="radio"/> 5000 | <input type="radio"/> 7600 | <input type="radio"/> 10200 | <input type="radio"/> 13000 |                             |
| <input type="radio"/> 2600 | <input type="radio"/> 5200 | <input type="radio"/> 7800 | <input type="radio"/> 10400 | <input type="radio"/> 13200 |                             |

### **Granddaughter Orders**

- |                            |                            |                            |                             |                             |                             |
|----------------------------|----------------------------|----------------------------|-----------------------------|-----------------------------|-----------------------------|
| <input type="radio"/> 200  | <input type="radio"/> 3400 | <input type="radio"/> 6400 | <input type="radio"/> 9600  | <input type="radio"/> 12800 | <input type="radio"/> 17800 |
| <input type="radio"/> 400  | <input type="radio"/> 3600 | <input type="radio"/> 6600 | <input type="radio"/> 9800  | <input type="radio"/> 13000 | <input type="radio"/> 18000 |
| <input type="radio"/> 600  | <input type="radio"/> 3800 | <input type="radio"/> 6800 | <input type="radio"/> 10000 | <input type="radio"/> 13200 | <input type="radio"/> 18200 |
| <input type="radio"/> 800  | <input type="radio"/> 4000 | <input type="radio"/> 7000 | <input type="radio"/> 10200 | <input type="radio"/> 13400 | <input type="radio"/> 18400 |
| <input type="radio"/> 1000 | <input type="radio"/> 4200 | <input type="radio"/> 7200 | <input type="radio"/> 10400 | <input type="radio"/> 13600 | <input type="radio"/> 18600 |
| <input type="radio"/> 1200 | <input type="radio"/> 4400 | <input type="radio"/> 7400 | <input type="radio"/> 10600 | <input type="radio"/> 13800 | <input type="radio"/> 18800 |
| <input type="radio"/> 1400 | <input type="radio"/> 4600 | <input type="radio"/> 7600 | <input type="radio"/> 10800 | <input type="radio"/> 14000 | <input type="radio"/> 19000 |
| <input type="radio"/> 1600 | <input type="radio"/> 4800 | <input type="radio"/> 7800 | <input type="radio"/> 11000 | <input type="radio"/> 14200 | <input type="radio"/> 19200 |
| <input type="radio"/> 1800 | <input type="radio"/> 5000 | <input type="radio"/> 8000 | <input type="radio"/> 11200 | <input type="radio"/> 14400 | <input type="radio"/> 19400 |
| <input type="radio"/> 2000 | <input type="radio"/> 5200 | <input type="radio"/> 8200 | <input type="radio"/> 11400 | <input type="radio"/> 14600 | <input type="radio"/> 19600 |
| <input type="radio"/> 2200 | <input type="radio"/> 5400 | <input type="radio"/> 8400 | <input type="radio"/> 11600 | <input type="radio"/> 14800 | <input type="radio"/> 19800 |
| <input type="radio"/> 2400 | <input type="radio"/> 5600 | <input type="radio"/> 8600 | <input type="radio"/> 11800 | <input type="radio"/> 15000 | <input type="radio"/> 20000 |
| <input type="radio"/> 2600 | <input type="radio"/> 5600 | <input type="radio"/> 8800 | <input type="radio"/> 12000 | <input type="radio"/> 17000 |                             |
| <input type="radio"/> 2800 | <input type="radio"/> 5800 | <input type="radio"/> 9000 | <input type="radio"/> 12200 | <input type="radio"/> 17200 |                             |
| <input type="radio"/> 3000 | <input type="radio"/> 6000 | <input type="radio"/> 9200 | <input type="radio"/> 12400 | <input type="radio"/> 17400 |                             |
| <input type="radio"/> 3200 | <input type="radio"/> 6200 | <input type="radio"/> 9400 | <input type="radio"/> 12600 | <input type="radio"/> 17600 |                             |

## New Granddaughters

	New Unit Member	Recruiter	Date	Initial Order
1.	_____	_____	_____	\$ _____
2.	_____	_____	_____	\$ _____
3.	_____	_____	_____	\$ _____
4.	_____	_____	_____	\$ _____
5.	_____	_____	_____	\$ _____
6.	_____	_____	_____	\$ _____
7.	_____	_____	_____	\$ _____
8.	_____	_____	_____	\$ _____
9.	_____	_____	_____	\$ _____
10.	_____	_____	_____	\$ _____
11.	_____	_____	_____	\$ _____
12.	_____	_____	_____	\$ _____
13.	_____	_____	_____	\$ _____
14.	_____	_____	_____	\$ _____
15.	_____	_____	_____	\$ _____

## Month 6 – Skin Care Class Hostesses, Dates, Sales and Guests

Hostess #1	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #2	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #3	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #4	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #5	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #6	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #7	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #8	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #9	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #10	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #11	Date:	Sales: \$
1.	2.	
3.	4.	
Hostess #12	Date:	Sales: \$
1.	2.	
3.	4.	