



Golden Rules

**SEMINAR 2023
PLANNER**

THE GOLDEN RULE

Treat others as you
would like others to
treat you.

My Bucket List



EXPERIENCES. PEOPLE. PLACES.
NEW SKILLS. ETC.

My Golden Goal



WHAT GOAL DO I HAVE FOR MY FAMILY (OR MYSELF) THIS YEAR?

If it's a big GOAL, I might be saving for it incrementally every month for 3-12 months...or it might be a small goal every month. It might be the joy of a monthly bill being paid, the breath of relief that a debt is gone, a burden taken off of someone I love, installing a pool, putting in landscaping, a media room - again, either on a consistent monthly basis or incrementally saving to pay for that goal all at once.

What are the details of my goal?

What's the approximate cost of my goal?

How many months of profit will it take?

To Do's for this goal (flights, hotels, experiences, reservations, etc.):

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My Golden Cord

To Do's for this goal (flights, hotels, experiences, reservations, etc.):

[illegible]

Life is an Adventure



WHAT'S MY VISION? (WHERE DO I
CHOOSE TO BE ONE YEAR FROM
TODAY?)

What's my WHY? (Who/What DRIVES me?)

*If not sure, ask myself this:
What wakes me UP in the morning??

What goals will take me there?

What actions will take me to those goals?

What ONE new thought will take me there?

What could POSSIBLY distract me from my journey?

How will I get back on the right path, if it does?

I'm living intentionally in my Why



HOW AM I OR WILL I SATISFY MY 2 ADDITIONAL INTRINSIC MOTIVATORS:

What will I do on a MONTHLY basis to get there?

What will I do on a WEEKLY basis to get there?

How will I make 10 bookings by the 5th a part of my monthly plan?

What time will I put in my calendar on the 15th of every month to assess that month's progress and adjust my plan?

What are 2 additional areas in addition to my career in which I intentionally choose to improve this year:

- Personal
- Physical
- Relationships
- Spiritual
- Finances

What is the NEXT step I can take (the NEXT step...the NEXT step) in these two areas?

At what time of day at the end of each day will I ask myself...did I do better today than I did yesterday?

How will I feel when the answer is YES?

JULY Monthly Goal

PICTURE OF MY GOAL

WHAT I AM SAVING FOR THIS MONTH!



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I thanked these people:

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If I wanted to break a record now, it would be...

This accomplishment revealed THIS about God/Faith to me:

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Now I know I can do this:

My next big GOAL will be:

AUGUST Monthly Goal

PICTURE OF MY GOAL

WHAT I AM SAVING FOR THIS MONTH!



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My next big GOAL will be:

SEPTEMBER Monthly Goal

PICTURE OF MY GOAL

WHAT I AM SAVING FOR THIS MONTH!



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OCTOBER Monthly Goal

PICTURE OF MY GOAL

WHAT I AM SAVING FOR THIS MONTH!



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NOVEMBER Monthly Goal

PICTURE OF MY GOAL

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My next big GOAL will be:

DECEMBER Monthly Goal

PICTURE OF MY GOAL

WHAT I AM SAVING FOR THIS MONTH!



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JANUARY Monthly Goal

PICTURE OF MY GOAL

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FEBRUARY Monthly Goal

PICTURE OF MY GOAL

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I thanked these people:

I love that I have the freedom to...

If I wanted to break a record now, it would be...

This accomplishment revealed THIS about God/Faith to me:

I learned THIS about myself:

Now I know I can do this:

My next big GOAL will be:

MARCH Monthly Goal

PICTURE OF MY GOAL

WHAT I AM SAVING FOR THIS MONTH!



It all **STARTS** with sharing the products! Team Building & Leadership Income will be the Icing on the Cake!

Reach your goals with your Mary Kay money!

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Weekly Plan Sheet

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My next big GOAL will be:

APRIL Monthly Goal

PICTURE OF MY GOAL

WHAT I AM SAVING FOR THIS MONTH!



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My next big GOAL will be:

MAY Monthly Goal

PICTURE OF MY GOAL

WHAT I AM SAVING FOR THIS MONTH!



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JUNE Monthly Goal

PICTURE OF MY GOAL

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Now I know I can do this:

My next big GOAL will be:



Golden Rules

TOOLS &
TRACKING



I WILL BE A...

CAREER LEVEL

_____ by July 31st
 _____ by August 31st
 _____ by September 30th
 _____ by October 31st
 _____ by November 30th
 _____ by December 31st
 _____ by January 1st
 _____ by February 28th
 _____ by March 31st
 _____ by April 30th
 _____ by May 31st
 _____ by June 30th

OTHER GOALS

Monthly Retail Goal \$ _____

Number of Monthly
Selling Appointments _____

Monthly Wholesale Goal \$ _____

Quarterly Wholesale Goals

June 16-Sept 15 _____

Sept 16 - Dec 15 _____

Dec 16 - Mar 15 _____

Mar 16 - June 15 _____

Monthly Team Building Appointments _____

Number of New Team Members _____

DIRECTOR'S ONLY

Unit Club Goal \$ _____

Growth # 50+ GSQ _____

Career Path Title
6/30/2023 _____

SEMINAR 2023 mary kay goals

CAREER LEVEL

Senior Consultant
Star Team Builder
Team Leader
Elite Team Builder
DIQ
On-Target Car
Grand Achiever

ACTIVE TEAM MEMBERS

1-2
3-4
5-7
8+
10+
5+ and \$5,000 Team Wholesale
16+ and \$23,000 Team Wholesale in 1-4 months

Team Member is active in the month a \$225 wholesale order is placed and the 2 months following the order.

STAR LEVEL

Sapphire \$1800
Ruby \$2400
Diamond \$3000
Emerald \$3600
Pearl \$4800



QUEEN'S COURT OF SALES

July 1, 2022 - June 30, 2023

\$40,000 Retail Production

QUEEN'S COURT OF SHARING

July 1, 2022 - June 30, 2023

24 Great-Start Qualified



TOP DIRECTOR TRIP

July 1, 2022 - June 30, 2023

\$800,000+ Unit Retail • Barcelona & Mallorca

\$650,000+ Unit Retail • Barcelona



THINK
PINK
SOFTWARE

6 Most Important Things!

STEP ONE: CREATE YOUR VISION STATEMENT

First write down your vision as simple and short as possible. Then what is the next goal that will take you there (I.e. My vision is to set my own schedule and work my career around my faith and family. So the next goal is Star Team Builder...or Million-Dollar Director)

My Vision Statement: _____

My most immediate goal is: _____

STEP TWO: BRAIN DUMP

List every item that needs to be done. Just writing it down can be liberating.

EXACTLY WHAT NEEDS TO BE DONE	DELEGATE TO

STEP THREE: WHAT CAN BE DELEGATED

Determine what can be delegated and type the name of the person beside those items. Give that person a copy of the list.

STEP FOUR: EVALUATE THE LIST

Evaluate the remaining items according to your vision statement. If it doesn't bring you closer to your goal, then leave it on the "splatter" list to do later when you have time.

STEP FIVE: THE SIX MOST IMPORTANT THINGS YOU NEED TO DO PERSONALLY TODAY

Write in the space below only the six most important items that need to be done by you personally today.

Be precise in noting what needs to be done.

GET TO'S	GET TO'S DETAILS
1.	
2.	
3.	
4.	
5.	
6.	

STEP SIX: REVIEW THE LIST

Review your list the following morning to make certain you've chosen the appropriate items for that day.

**seeing a to-do as a "get to" instead of a "got to" creates more gratitude and brings more joy to your life*

Mary Kay Weekly Accomplishment Sheet

Please note: The weekly accomplishment sheet is not a complete summary for income tax or accounting purposes. Send a copy of this sheet to your Independent Sales Director and retain a copy for your files. Use additional sheets if needed.

		Page _____ of _____
<u>Independent Beauty Consultant Name and Number</u>	<u>Telephone No.</u>	<u>Week Ending Date</u>
<u>Independent Sales Director Name</u>		

[illegible]

WEEKLY SALES TOTAL (LESS TAX)	YEAR-TO-DATE SALES TOTAL (LESS TAX)

\$	On The Go Appointments	Orders Submitted to Company This Week	Section 1 wholesale Section 2 at cost	Estimated Weekly Gross Profit			
\$	Online/Personal Web Site Orders						
\$	Shows (Trunk Shows, Collection Previews, etc.)						
\$	Brochure/Pref. Cust. Program/Misc. Sales/Reorders						
\$	Weekly Sales Total Less Tax						
		Weekly Sales Total Less Tax	\$	x	.40	=	
		Estimated Weekly Gross Profit		Deposit total amount collected in business account. It is suggested to allow 60 percent of sales for product replacement; 40 percent is profit less other business expenses.			

Queen's Court OF SALES



\$40,000
RETAIL SALES
JULY 1, 2022 – JUNE 30, 2023

GOLDEN
Rules

\$600
WHOLESALE

\$600
WHOLESALE

\$600
WHOLESALE

\$600
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HALF-WAY
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WHOLESALE

Congratulations!

Queen's Court OF SHARING

24 GREAT START
QUALIFIED

JULY 1, 2022 – JUNE 30, 2023

GOLDEN
Rules

NAME	NAME	NAME	NAME	NAME	NAME
NAME	NAME	NAME	NAME	NAME	NAME

HALF-WAY THERE!

NAME	NAME	NAME	NAME	NAME	NAME
NAME	NAME	NAME	NAME	NAME	NAME



Congratulations!





TRACK YOUR WAY TO ALL STAR!

<https://marykaystarprogram.com/>

TRACK YOUR Q1 STAR

For each \$200 wholesale you order, mark a square and track your progress!

\$200	\$400	\$600	\$800	\$1000	\$1200	\$1400	\$1600
\$1800 <i>Sapphire</i>	\$2000	\$2200	\$2400 <i>Ruby</i>	\$2600	\$2800	\$3000 <i>Diamond</i>	\$3200
\$3400	\$3600 <i>Emerald</i>	\$3800	\$4000	\$4200	\$4400	\$4600	\$4800 <i>Pearl</i>
Earn 600 points toward your STAR for every new personal GSQ. Fill in a box for everyone you add.				\$600	\$600	\$600	\$600

TRACK YOUR Q2 STAR

For each \$200 wholesale you order, mark a square and track your progress!

\$200	\$400	\$600	\$800	\$1000	\$1200	\$1400	\$1600
\$1800 <i>Sapphire</i>	\$2000	\$2200	\$2400 <i>Ruby</i>	\$2600	\$2800	\$3000 <i>Diamond</i>	\$3200
\$3400	\$3600 <i>Emerald</i>	\$3800	\$4000	\$4200	\$4400	\$4600	\$4800 <i>Pearl</i>
Earn 600 points toward your STAR for every new personal GSQ. Fill in a box for everyone you add.				\$600	\$600	\$600	\$600

TRACK YOUR Q3 STAR

For each \$200 wholesale you order, mark a square and track your progress!

\$200	\$400	\$600	\$800	\$1000	\$1200	\$1400	\$1600
\$1800 <i>Sapphire</i>	\$2000	\$2200	\$2400 <i>Ruby</i>	\$2600	\$2800	\$3000 <i>Diamond</i>	\$3200
\$3400	\$3600 <i>Emerald</i>	\$3800	\$4000	\$4200	\$4400	\$4600	\$4800 <i>Pearl</i>
Earn 600 points toward your STAR for every new personal GSQ. Fill in a box for everyone you add.				\$600	\$600	\$600	\$600

TRACK YOUR Q4 STAR

For each \$200 wholesale you order, mark a square and track your progress!

\$200	\$400	\$600	\$800	\$1000	\$1200	\$1400	\$1600
\$1800 <i>Sapphire</i>	\$2000	\$2200	\$2400 <i>Ruby</i>	\$2600	\$2800	\$3000 <i>Diamond</i>	\$3200
\$3400	\$3600 <i>Emerald</i>	\$3800	\$4000	\$4200	\$4400	\$4600	\$4800 <i>Pearl</i>
Earn 600 points toward your STAR for every new personal GSQ. Fill in a box for everyone you add.				\$600	\$600	\$600	\$600

GOLDEN

Rules