

MARY KAY®

MY PLAN OF ACTION

Having a clear plan is essential, but it's not enough. Having the discipline and determination to execute the plan you create is everything. Consider answering the questions below so you can commit your plan on paper.

1. How much time am I willing to spend working my Mary Kay business?
2. How much energy and effort am I willing to give?
3. How many sales appointments am I willing to hold weekly?
4. How many team building appointments am I willing to hold weekly?
5. How many hours a week am I willing to give to follow-up calls, emails and/or texts?
6. When will I order my Red Jacket? (Please specify a specific date.)

After you've completed answering all the questions above, you may want to print and share your answers with your Independent Sales Director or Power Partner. This can serve as a reminder to both of you about your commitment to "plan your work and work your plan".

RACE FOR RED