

21 DAY JUMP START

Get ready to “JUMPSTART” your Mary Kay Business in the next 21 days!

We have all heard that it takes 21 Days to make a habit! This Jumpstart requires daily discipline to develop Fabulous Success Habits for you. The assignments are basic for you to complete daily. Take the time and invest in yourself and your Mary Kay business for the next 21 days and watch your business take a Huge JUMP forward!!!

If it is going to BE, is Up to ME~ Mary Kay always talked about this business is a choice. If you make the commitment to finishing this jumpstart, you will see great things happen in the next 2 months! You deserve the Success that Mary Kay offers! So take the JUMP and let's begin!

Success is found in your daily routine and as you push yourself to focus on small changes, big things will begin to happen in your Mary Kay business.

Your Success depends on you.

Make the commitment to dedicate yourself to finishing this 21 Day Jumpstart!

Rules:

- Must complete at least 4 activities each day (excluding emailing /calling your Director With completed assignments).
- You have 3 “grace” days....life does happen.
- All who complete “21 Day Jump Start” plus \$600 wholesale & or 1 q. team member will earn your fabulous “Gel” watch!
- Those Consultants who complete the “21 Day Jump Start” plus \$600 wholesale & or 1 q. team member plus hold 5 parties & 5 interviews will earn an extra special prize from your Director.
- Must send vouchers to your Director to earn your prizes.

21 DAY JUMP START



Classes: Please include name of hostess and phone number

1. _____ Total Sales _____
2. _____ Total Sales _____
3. _____ Total Sales _____
4. _____ Total Sales _____
5. _____ Total Sales _____

Interviews: Please include name of prospect and phone number

1. _____ Director follow up Y or N
2. _____ Director follow up Y or N
3. _____ Director follow up Y or N
4. _____ Director follow up Y or N
5. _____ Director follow up Y or N

Total Monthly Sales: _____

Total # of New Recruits: _____

If you want to move up fast complete the And Then some days and assignments during your 21 Day Jumpstart!!

Day #1 Thursday, July 1st

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make a list of your Top 5 Strengths
- Write down your #1 most important goal for the year.
- Write down how you will change when you reach your goal.
- Name 5 action steps that you can take right now to get you to your goal.
- Break your Yearly Goal down (Quarterly, Monthly, Weekly, Daily)
- Call or email your Director that you completed day 1

Day #2 Friday, July 2nd

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for Monday
- Make your Weekly Plan Sheet for next week
- Make Goal Poster(s)
- E-mail Yearly Goal, and faces, classes, interview, and sales goal for month to your Director
- Call or email your Director that you completed day 2

Day #3 Monday, July 5th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Make 5 facial, or classes booking calls
- Complete WEEKLY ACCOMPLISHMENT SHEET
- Pay a sincere compliment to someone close to you
- Call or email your Director that you completed day 3

Day #4 Tuesday, July 6th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Warm Chatter 5 people (or call 5 customers and ask for referrals)_
- Make 10 customer service, hostess coaching, or pre-profile calls (or Warm Chatter 5)
- Call or email your Director that you completed day 4

Day #5 Wednesday, July 7th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Make 3 interview booking calls
- Invite 3 to next meeting
- Send a love note to husband, child or friend
- Let your Director know you completed day 5

Day #6 Thursday, July 8th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Make 3 facial, classes booking calls
- Invite 3 to next meeting
- Make 10 customer service, hostess coaching, or pre-profile calls (or Warm Chatter 5)
- Let your Director know you completed day 6

And Then Some Friday, July 9th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for weekend
- Warm Chatter 5 people (or call 5 customers and ask for referrals)
- Call 2 Team members (if no team members, call 2 prospects)

Day #7 Sunday, July 11th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Do one thing to treat yourself today
- Make 5 customer service, hostess coaching, or pre-profile calls (or Warm Chatter 5)
- Make Weekly Plan Sheet
- Complete WAS
- Name 5 action steps that you can take right now to get you to your goal.
- Let your Director know you completed day 7

Day #8 Monday, July 12th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Make 2 interview booking calls
- Try a new Look using colors you have not tried before
- Send a love note to husband, child or friend
- Make 5 customer service, hostess coaching, or pre-profile calls (or Warm Chatter 5)
- Let your Director know you completed day 8

Day #9 Tuesday, July 13th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Make 3 facial, classes booking calls
- Warm Chatter 5 people (or call 5 customers and ask for referrals)
- Let your Director know you completed day 9

Day #10 Wednesday, July 14th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Make 3 facial, classes booking calls
- Do one thing that scares you today.
- Make 5 customer service, hostess coaching, or pre-profile calls (or Warm Chatter 5)
- Let your Director know you completed day 10

Day #11 Thursday, July 15th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Make 3 Interview booking calls.
- Make 10 customer service, hostess coaching, or pre-profile calls (or Warm Chatter 5)
- Warm Chatter 5 people (or call 5 customers and ask for referrals)
- Let your Director know you completed day 11

And Then Some Friday, July 16th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for weekend
- Write 5 things you are grateful for today
- Warm Chatter 5 people (or call 5 customers and ask for referrals)
- Pay a sincere compliment to someone close to you

Day #12 Sunday, July 18th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Make 5 customer service, hostess coaching, or pre-profile calls (or Warm Chatter 5)
- Make your Weekly Plan Sheet
- Complete WAS
- Name 5 action steps that you can take right now to get you to your goal.
- Let your Director know you completed day 12

Day #13 Monday, July 19th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Make 3 Interview booking calls
- Warm Chatter 5 people (or call 5 customers and ask for referrals)
- Try a new Look using New Colors
- Let your Director know you completed day 13

Day #14 Tuesday, July 20th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Make 5 facial, classes booking calls
- Call 2 Team members (if no team members, call 2 prospects)
- Make 5 customer service, hostess coaching, or pre-profile calls (or Warm Chatter 5)
- Let your Dr. know you completed day 14

Day #15 Wednesday, July 21st

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Warm Chatter 5 people (or call 5 customers and ask for referrals)
- Make 5 facial, classes booking calls
- Make 5 customer service, hostess coaching, or pre-profile calls (or Warm Chatter 5)
- Let your Director know you completed day 15

Day #16 Thursday, July 22nd

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Make 5 customer service, hostess coaching, or pre-profile calls (or Warm Chatter 5)
- Make 5 Interview booking calls
- Make a list of 5 things you do great!
- Let your Director know you completed day 16

And Then Some Friday, July 23rd

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for weekend
- Warm Chatter 5 people (or call 5 customers and ask for referrals)
- Send 3 Recruiting Packets
- Send a love note to your husband, child or friend

Day #17 Sunday, July 25th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Make a Weekly Plan Sheet
- Complete WAS
- Make 5 customer service, hostess coaching, or pre-profile calls (or Warm Chatter 5)
- Name 5 action steps that you can take right now to get you to your goal.
- Let your Director know you completed day 17

Day #18 Monday, July 26th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Warm Chatter 5 people (or call 5 customers and ask for referrals)
- Make 8 customer service, hostess coaching, or pre-profile calls (or Warm Chatter 5)
- Send a love note to husband, child or friend
- Make 2 Interview booking calls
- Let your Director know you completed day 18

Day #19 Tuesday, July 27th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for tomorrow
- Make 5 Interview booking calls
- Make 5 customer service, hostess coaching, or pre-profile calls (or Warm Chatter 5)
- Let your Director know you completed day 19

Day #20 Wednesday, July 28th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for Monday
- Write 10 things you are grateful for today
- Warm Chatter 5 people (or call 5 customers and ask for referrals)
- Make 5 facial, classes booking calls
- Yah, Let your Director know you completed day 20

Day #21 Thursday, July 29th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for Monday
- Make 5 facial, classes booking calls
- Warm Chatter 5 people (or call 5 customers and ask for referrals)
- Call 2 team members and ask about goals for next month
- Yah, Let your Director know you completed day 21

And Then Some Friday, July 30th

- Read a Motivational Book for 15 minutes or listen to motivational CD
- Make your 6 MOST IMPORTANT THINGS list for Monday
- Make 5 facial, classes booking calls
- Warm Chatter 5 people (or call 5 customers and ask for referrals)
- Yah, Let your Director know you completed day 21

CONGRATULATIONS!

I am so proud of you for investing the time in yourself and your MK business.

You are a Winner make sure to send me your tracking sheet so I have it by August 9th if you did the “AND THEN SOME” and finished the 5 PARTIES TOO, for the Additional PRIZE!!!



MAKE YOUR BUSINESS EXPLODE THIS YEAR!!!!