



## Vrinios National Area - Income-Producing Activities Tracking Sheets for Consultants

Name \_\_\_\_\_ Month \_\_\_\_\_

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

- |                                 |   |  |
|---------------------------------|---|--|
| <b>A - Skin care class</b>      | <b>D - Personal team-building interview</b> | <b>G - 7 new contacts/referrals</b>      |
| <b>B - \$100 in sales</b>       | <b>E - Guest to meeting</b>                 | <b>H - 2 new bookings (class/facial)</b> |
| <b>C - Every 2 facials held</b> | <b>F - Follow up after marketing call</b>   | <b>I - 1 new team member</b>             |

What's your goal? \_\_\_\_\_



**Consultant Part Time**  
Complete any 10 activities

**Consultant Full Time**  
Complete any 15 activities

**Driving Free**  
Complete any 20 activities

**DIQ-Director**  
Complete any 35 activities

*Make copies of this sheet. Write the letter of each activity as you complete it. You will probably do some activities more than once.*

**Week 1**

1	16
2	17
3	18
4	19
5	20
6	21
7	22
8	23
9	24
10	25
11	26
12	27
13	28
14	29
15	30

**Week 2**

1	16
2	17
3	18
4	19
5	20
6	21
7	22
8	23
9	24
10	25
11	26
12	27
13	28
14	29
15	30

**Week 3**

1	16
2	17
3	18
4	19
5	20
6	21
7	22
8	23
9	24
10	25
11	26
12	27
13	28
14	29
15	30

**Week 4**

1	16
2	17
3	18
4	19
5	20
6	21
7	22
8	23
9	24
10	25
11	26
12	27
13	28
14	29
15	30

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

