

Mary Kay Goal Setting To Have Your Best 6 Months

1. How are you feeling about your business right now?
2. What would you need to achieve in the next 6 months to feel really good about yourself?
 - a. Consistent sales – how much profit each week
\$100
\$200
\$300
\$400
\$500
 - b. Completing a Perfect/Power Start each month (putting the product on 15 –30 new faces each month)
 - c. Sharing our business with others – how many
 - d. Being a Star Consultant
 - e. Earning a free Pontiac Vibe or Cash
 - f. Becoming a Sales Director
3. Why is this particular goal meaningful for you now?
4. How much time do you plan to give to your Mary Kay career?
 - a. Daily_____
 - b. Weekly_____
5. What potential obstacles do you foresee?
6. What will you do when that happens?
7. Do you Use a weekly plan sheet?_____ If not, why not?_____
Do you use a 6 Most Important Things List?_____ If not, why not?_____
Do you use a weekly summary sheet and/or POP Tracking?_____ If not, why not?_____
Do you attend a unit meeting every week?_____ If not, why not_____
8. Which part of the Mary Kay career do you enjoy most?
Skin Care Classes_____ Recruiting_____ Reorders_____
Booking_____ On the Go Appointments_____ Online
Selling_____ Collection Preview/On with the
Show_____ Other_____

9. What 3 areas would you most like to improve?
 Skin Care Classes _____ Recruiting _____
 Booking _____ Goal-setting _____ Appearance _____
 Attitude _____ Time Management _____ Organization _____
 Other _____
10. What do you plan to **do** to improve in these areas?
 a.
 b.
 c.
11. What role do you want me to play in support of you? (ex: Build confidence, skill, personal accountability)
12. If you knew you would not fail, what dreams would you have for your Mary Kay business?
13. What systems do you have in place to keep you focused on this goal?
14. How do you plan to hold yourself accountable?
15. I plan to attend: (If you aren't local to me, I will find a Director in your area – just let me know what town is the best for you)
- a. Weekly Success Meetings _____
 b. Pacesetter Classes _____
 c. Monthly Guest Events _____
 d. Monthly Steppin Up Classes _____
 e. Quarterly Awards _____
 f. Career Conference – March _____
 g. Seminar – July _____

Each week I will stretch to do my best and strive for excellence. I am committed and determined to make my goals a reality. I understand that daily effort makes dreams come true. I plan to be a valuable part of my unit by attending special events, workshops, and unit meetings. I will achieve success in the next 6 months. Thanks for filling out the survey. You have taken the first step to reaching your goals. I look forward to cheering you on!!!

Name _____