

## **DOCTORATE DEGREE**

Week 1:

### **Your Business Vision and Tools**

Dream Book

Vibrations

Meditation

Joy

### **People Management**

Booking Weekly

Chicken List Confidence

### **Tools**

Tubs, Towels, accessories

Decorations for seasons

Apps-Great Start, My Customers, Star Program

Datebook/Electronic Calendar

Notebook

Pocket Folders-6-training supplies, 12-money management, 13-customer information

Dream Box with 31 Days, 12 Months, Life Events

### **Time Management**

12 Week Plan

### **Money Management**

Personal Dream financed by your Mary Kay business

Weekly Accomplishment Sheet

Business Tracking Register

Expense Tracker

Week 2:

### **Your Spa Body Party Vision and Tools**

Lead Generation

Booking

Coaching-follow up; 4 Touches

Hostess Program

Connection

Introduction-WHY Story

Pamper, Product Knowledge

Close

Individual Consultation

Next Step

Week 3:

**Your Recruiting Vision and Tools**

NSD Career Path

Tools for your team

Week 4:

**Your Business for Life Vision & Tools**

Growth Plan...

Personal-your legacy...Because of you people--

Business-number of customers, team members, red jackets on your team

Customer Service...

Samples

8 Week Plan

Tags

Birthdays

Layering Chart

System for follow up

**Doctorate Course Completion**

Tools in place (see separate sheet)

30 faces pampered minimum; 40 faces to excel

\$1200 retail value/600 wholesale minimum

Team Leader

**Doctorate Awards**

Certificate

Picture in newsletter

Cap & Gown Celebration at Celebrate & Connect

Necklace

WW Exclusive-Dinner