

BACHELOR'S DEGREE WEEK 3...TOOLS IN PLACE-

- ★ **Mission/Purpose/Why**
 - How are you Enriching Lives today/this week?

- ★ **Personal & Mary Kay Goal/Dream**
 - Personal Goal/Dream-do I see it daily/nightly?
 - Mary Kay Goal/Dream-do I see it daily/nightly?

- ★ **People List**
 - People I know-how many are on your list to contact for Pick Your Look?
 - Lead Generation-my 3-5 Lead Generating Sources

- ★ **Tools Up-To-Date**
 - Apps-Great Start, Star, My Customers
 - Scripts-Booking, Coaching, Skincare Party/Appt, Individual Consult
 - I/WHY Story (2 minutes or less; 5 minutes-gives more reasons/detail)
 - Skincare Party/Appointment Checklist
 - Pamper Tote Bag (in person); Pamper Pocket File (virtual)
 - Sets Sheet
 - Marketing Sheet
 - Gift for Listening
 - Datebook/Electronic Calendar
 - Pocket Filer...13-Profiles
 - Dream Box with 31 Days/12 Months/MISC Events
 - Websites-www.marykayintouch.com, www.whiteswinners.com
 - Personal Website
 - Personal Link Copied

- ★ **Time Management**
 - Datebook-marked with MK times

- ★ **Money Management**
 - Career Path...know your next promotion

- ★ **WINS**
 - YAY ME!

- ★ **Growth Opportunities**
 - GO ME!