

BACHELOR'S DEGREE WEEK 2...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?
 - Lead Generation-my 3-5 Lead Generating Sources

- ★ **Tools Up-To-Date**
 - Apps-My Customers, Skin Analyzer, Catalog
 - Scripts-Booking, Coaching, Skincare Party/Appt, Individual Consult
 - Skincare Party/Appointment Checklist
 - Pamper Tote Bag (in person); Pamper Pocket File (virtual)
 - Sets Sheet
 - Pictures
 - Hostess Program
 - Products-Personal Use, Demo, Inventory, Gift Occasions
 - Business Cards (Labels, Nametag-MKConnections)
 - Samples, Minis
 - 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
 - ProPay

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

- ★ **Money Management**
 - Money Bag

- ★ **WINS**
 - YAY ME!

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