

BACHELOR'S DEGREE WEEK 4...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 for FRANK?
 - Lead Generation-my 3-5 Lead Generating Sources

- ★ **Tools Up-To-Date**
 - Apps-My Customers (practiced setting up a TAG)
 - Website set up and promoted
 - Optional: Social Media Business Page
 - Thank You notes available
 - Samples available
 - At least 5 names entered for PCP
 - 2 Customer Service Tools I'm going to do/use/promote
 - Scripts-Table Close for Full Circle Success...It's my job to share with you everything you deserve from Mary Kay-
 - Sets Sheet
 - Datebook/Electronic Calendar
 - Pocket Filer...13-Profiles-use profiles for customer service/Birthdays, Anniversaries, introduce more products customized to her/requested by her
 - Dream Box with 31 Days/12 Months/MISC Events
 - Websites-www.marykaintouch.com, www.whiteswinners.com

- ★ **Time Management/Dream Box/Book**
 - Datebook-marked with Customer Service System

- ★ **Money Management**
 - 10% Business Tools column-how much are you keeping in your account?

- ★ **WINS**
 - YAY ME!

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