

Follow One Course Until Successful develops EXCELLENCE!!

Feeling the VIBE in 2005!!

Name _____ Current Title _____ Month _____

Director Name _____ Phone () _____ Voicemail () _____

Biggest Move-UP Goal _____

Move-Up Goal This Month _____

Current team size _____ + _____ = _____

So far I have earned _____ Gold Medals

Guest/Interviews Goal _____ New Faces Goal _____

Monthly Retail Sales goal \$ _____ Weekly \$ _____

Team Building Goal _____

Team Production Goal _____

Wholesale Goal _____

Star Consultant Goal _____

- 40** Faces
- 30** Tapes
- 20** Guests/Interviews
- 10** Roll-Up Bags



Monthly Unit Events:

Personal Appointments
New Faces

Sales

Personal Appointments
New Faces

Sales

1			21		
2			22		
3			23		
4			24		
5			25		
6			26		
7			27		
8			28		
9			29		
10			30		
11			31		
12			32		
13			33		
14			34		
15			35		
16			36		
17			37		
18			38		
19			39		
20			40		

Monthly Results: Sales _____ Classes _____ Basics _____ Bags _____

HOSTESS/FACIAL PROSPECT LIST

Name	Phone	Booked?	Profiled?	Coached?	Notes/Other Info
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27					
28					
29					
30					

TEAM PROSPECT LIST

(GUESTS/INTERVIEWS)

Name	Uses product	Hostess?	Guest?	Tape & Packet	Interviewed	Response	Initial order	Debut	Attended meeting	First Recruit
1										
2										
3.										
4										
5										
6										
7										
8										
9										
10										
11										
12										
13										
14										
15										
16										
17										
18										
19										
20										
21										
22										
23										
24										
25										
26										
27										
28										
29										
30										

TEAM AT-A-GLANCE

Name	Monthly goal	Wholesale production	Active	For 2005 Seminar court	Star goal	Career Title (C-SR-RJ-TL)
1.						
2.						
3.						
4.						
5.						
6.						
7.						
8.						
9.						
10						
11.						
12.						

quarter
one
June 16 - Sept. 15
2004

Quarterly Star Consultant Success Sheet

Enter your goals to the right. Then track your achievements each week and each quarter below.

My goals this Quarter: Wholesale Section 1 Orders + New Contest-Qualified Team Members* = Total Quarterly Contest Credit
_____ x 600 = _____

The prize I want to earn this quarter: _____

Week	Retail Sales	Wholesale Orders	Qualified Team Members*	Total Contest Credits
Example	\$1,200	\$600	2 x 600 = 1200	1,800
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
TOTALS:	\$	+	=	

PLAN OF ACTION Number of NEW customers/wk _____ RETAIL sales/wk _____ **WHOLESALE Section 1 orders each month** _____

STAR CONSULTANT YEARLONG CONSISTENCY CHALLENGE

Year-End Goal Wholesale Section 1: (Please check box.)

\$7,200 \$9,600 \$12,000 \$14,400
Sapphire Ruby Diamond Emerald

Achievement Category	2004-2005 Quarters				Year-End Total
	1	2	3	4	
Wholesale					
Star Earned					

*A new qualified team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are postmarked within the contest quarter.



Month In Review!!

To be filled out AFTER the month has ended!!

How many Guests/Interviews _____ Did I meet or excel my goal? (Y/N) If not how can I fix it? _____

How Many New Faces Goal _____ Did I meet or excel my goal? (Y/N) If not how can I fix it? _____

Monthly Retail Sales goal \$ _____ Weekly \$ _____ Did I meet or excel my goal? (Y/N) If not how can I fix it? _____

Team Building Goal _____ Did I meet or excel my goal? (Y/N) If not how can I fix it? _____

Team Production Goal _____ Did I meet or excel my goal? (Y/N) If not how can I fix it? _____

Wholesale Goal _____ Did I meet or excel my goal? (Y/N) If not how can I fix it? _____

Star Consultant Goal _____ Did I meet or excel my goal? (Y/N) If not how can I fix it? _____

Did I do anything different this month to make my month run smoother? _____ Explain. _____