

MK Goal Setting

HAVE YOUR BEST 6 MONTHS

How are you feeling about your business right now?

What would you need to achieve in the next 6 months to feel really good about yourself?

- Consistent sales (how much profit each week?)
 - \$100
 - \$200
 - \$300
 - \$400
 - \$500
- Completing a Perfect or Power Start each month (putting the product on 15-30 new faces)
- Moving up the Career Path
- Being a Star Consultant
- Becoming a Sales Director

Why is this particular goal meaningful for you now?

How much time do you plan to give to your Mary Kay career?

Daily _____

Weekly _____

What potential obstacles do you foresee?

What will you do when that happens?

Do you use a weekly plan sheet? Yes No

If no, why not? _____

Do you use a 6 Most Important Things List? Yes No

If no, why not? _____

Do you submit a Weekly Accomplishment Sheet? Yes No

If no, why not? _____

Do you attend a unit meeting every week? Yes No

If no, why not? _____

Which part of the Mary Kay career do you enjoy most?

- | | |
|---|---|
| <input type="checkbox"/> One on One Facials | <input type="checkbox"/> On The Go Appointments |
| <input type="checkbox"/> Skin Care Classes | <input type="checkbox"/> Online Selling |
| <input type="checkbox"/> Team Building | <input type="checkbox"/> Collection Previews |
| <input type="checkbox"/> Reorders | <input type="checkbox"/> Other |

What 3 areas would you most like to improve?

- | | |
|--|---|
| <input type="checkbox"/> Skin Care Classes | <input type="checkbox"/> Attitude |
| <input type="checkbox"/> Team Building | <input type="checkbox"/> Time Management |
| <input type="checkbox"/> Booking | <input type="checkbox"/> Organization |
| <input type="checkbox"/> Goal-Setting | <input type="checkbox"/> Money Management |
| <input type="checkbox"/> Appearance | <input type="checkbox"/> Other |

What do you plan to do to improve these areas?

- a. _____
- b. _____
- c. _____

What role do you want me to play to support you?

(Build confidence, skills, personal accountability)

If you knew you would not fail, what dreams would you have for your Mary Kay business?

What systems do you have in place to keep you focused on this goal?

How do you plan to hold yourself accountable?

I plan to attend:

- | | | |
|---|---|--|
| <input type="checkbox"/> Weekly Success Meeting | <input type="checkbox"/> Monthly Guest Events | <input type="checkbox"/> Career Conference-March |
| <input type="checkbox"/> Pacesetter Classes | <input type="checkbox"/> Coaching Calls | <input type="checkbox"/> Seminar-July |

Each week I will stretch to do my best and strive for excellence. I am committed and determined to make my goals a reality. I understand that daily effort makes dreams come true. I plan to be a valuable part of my unit by attending special events, workshops, and unit meetings. I will achieve success in the next 6 months.

Name: _____

*Thanks for filling out the survey! You have taken the first step to reaching your goals!
I look forward to cheering you on!*