## Mary Kay Call Log

Week:

This list of peopleyou HAVE reached out to. Add names as you call/text them. Achieved your reason for calling? Highlight PINK. Didn't achieve desired outcome? Highlight GREEN and contact them first next week.

Date	$\checkmark$	Person Contacted	Contact Info	Why?	BE	BF	SA	BG	SAF	РО	?	HC	NI	Notes	
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	-														
	-														
	0														
BE: Bool		perience	<b>BG:</b> Booked Guest		?: Act	ion (T	ext Ca	all, Lef	t Mess		Μρςςο	nger)		ch>	
<b>BE:</b> Booked Experience <b>BF:</b> Booked Facial			<b>SAF:</b> Sharing Appt Follow-up		Action (Text, Call, Left Message, Messenger)  HC: Has Consultant										
SA: Sharing Appoinment			PO: Product Order			NI: Not Interested ✓ Responded/Called Back									