

Set the Pace for Success!

April 3rd - May 14th 2006



Success is enthusiasm in action. Success requires high values and extraordinary goals. Success requires the ability to take the power of your emotions and generate the potential strength, endurance and desire that makes a champion. Success takes visualization. Success requires commitment. Success requires knowledge and success requires competition. But a successful sales person knows that the competition is not with someone else; it is with himself. It is a quick start in the morning when it would feel good to lie in bed another hour. In short, success is the result of a lot of hard work. It's forming the attitudes of a successful sales person and paying the price of success and attitude that makes you a winner.

Mary Kay Ash



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This pacesetter is designed for those of you who are ready to have something more in your business. If you are tired of low sales, no customers, no team members and are ready for abundance to flow into your life then you are ready to set the pace for success. This will give you something to focus on daily, weekly and monthly. Here are the rules:

- Weekly Accomplishment Sheet must be turned in with pacesetter sheet each week.. You may turn it in to me at our unit meeting or enter it on-line at Intouch or send to me by Blvd. It is your responsibility to get your sheets turned in by Tuesday of the following week. To complete this Pacesetter, all Weekly Accomplishment Sheets and Pacesetter Sheets **MUST** be turned in, no exceptions! If you're mailing in the Pacesetter Sheet, please also include a copy of the Weekly Accomplishment Sheet.
- Some of your points **must** come from at least **2** of these 3 categories each week: income producing activities, alternative business building activities, and/or basic business activities.
- Every activity has a point value, add them together to get the total points earned for the week. A B.A.T.H. is worth 250 points. You must complete the whole B.A.T.H to get the 250 points per day. It's either all or nothing (250 or 0) and the E. and D. are optional and worth 100 points each. You **cannot** count the E and D if you did not **also do** the B A T and H.
- Circle the box of the activity you completed. If applicable, write down how many times you completed the activity.
- It is possible that someone may start the pacesetter late. They start on the week that we are currently on.
- Special recognition begins at 6,000 points at the end of the six weeks. Anyone who accumulates over 25,000 points will receive a fabulous prize. There will also be a special prize for all who complete the 6,000 points.

Can't wait to celebrate you crossing the finish line!

Set the Pace for Success

Week 1
April 3rd - April 9th

Income Producing Activities	Skin Care Class (Minimum \$100 retail sales and 3 new faces) 500 points	Facial (Minimum \$50 in sales and 1 new face) 100 points	\$100 retail sales in customer service, website or PCP sales 50 points	Team Building Interview with questionnaire completed 300 points	Guest to Unit meeting or special Guest Event 500 points	New Team Member (Agreement accepted by company) 500 points
Alternative Business Building Activities	Invest in a Mary Kay Website and then advertise it. 100 points	Hand out a Facial In A Bag to someone who doesn't have time for a facial. 50 points	Start an email address book of customers to send monthly specials to 100 points	Hand out 5 business cards in one day. Make sure and get back numbers! 200 points	Contact a local Girl Scout Troop to teach skin care to Moms and Daughters 300 points	Contact another direct selling company and offer to swap shows 250 points
Basic Business Activities	Create a monthly goal poster, include your pacesetter goals 100 points	Fill out a weekly plan sheet and share it with your family 100 points	Create a new contact list with at least 25 names 50 points	Attend weekly Unit meeting 250 points	Divide customer list into 6 groups and call 1 group this week for customer service 100 points	Register for Seminar or 500 points

Weekly Affirmation
(or choose your own)

My priorities are set and I am sticking to them. I keep all the commitments that I make because I am a woman of my word. I work consistently and persistently towards my goal. I believe in myself. I can do anything. Today I choose to make my goals a reality. I have a positive attitude. I love what I do. I am successful!

Income Producing Activities
Total Points _____

Alternative Business Building Activities Total Points _____

Basic Business Activities Total Points _____

Total WS ordered this week (\$1 equals 1 point) _____

Total Points for Completed B.A.T.H.(250 points per day) _____

Add (100) points for every E. and D _____
(only if you completed the BATH)

Total Points for Week = _____

Name: _____

Director: _____

Set the Pace for Success
Total Accumulated Points: _____



Take your mental B.A.T.H. daily! Check off each letter as you finish the activity.

- B**-Book one appointment
- A**-say your Affirmation out loud
- T**-listen to a motivational Tape/cd
- H**-Hotline to your Director (call or e-mail)
- E**-Exercise
- D**-Daily devotional

Each day of completed B.A.T.H. is worth 250 points. All the activities (B, A, T, & H) must be completed, it's all (250) or nothing (0). The E. and D. are worth 100 points each. You can earn a total of 3150 each week, just in B.A.T.H.E.D. points. You do not have to do every day to get points for individual days. The E and D points only count if you completed the B, A, T, and H.

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
April 3	April 4	April 5	April 6	April 7	April 8	April 9
B _____	B _____	B _____	B _____	B _____	B _____	B _____
A _____	A _____	A _____	A _____	A _____	A _____	A _____
T _____	T _____	T _____	T _____	T _____	T _____	T _____
H _____	H _____	H _____	H _____	H _____	H _____	H _____
E _____	E _____	E _____	E _____	E _____	E _____	E _____
D _____	D _____	D _____	D _____	D _____	D _____	D _____

Total B.A.T.H. Pts

Total B.A.T.H. Pts

Total B.A.T.H. Pts

Total B.A.T.H. Pts

Total B.A.T.H. Pts

Total B.A.T.H. Pts

Total B.A.T.H. Pts

E.D. Bonus Pts

E.D. Bonus Pts

E.D. Bonus Pts

E.D. Bonus Pts

E.D. Bonus Pts

E.D. Bonus Pts

E.D. Bonus Pts

Total Bathed Pts

Total Bathed Pts

Total Bathed Pts

Total Bathed Pts

Total Bathed Pts

Total Bathed Pts

Total Bathed Pts

Set the Pace for Success

Week 2
April 10th - April 16th

Income Producing Activities	Skin Care Class (Minimum \$100 retail sales and 3 new faces) 500 points	Facial (Minimum \$50 in sales and 1 new face) 100 points	\$100 retail sales in customer service, website or PCP sales 50 points	Team Building Interview with questionnaire completed 300 points	Guest to Unit meeting or special Guest Event 500 points	New Team Member (Agreement accepted by company) 500 points
Alternative Business Building Activities	Post a catalog in the employee lunch room 50 points	Include a business card or flyer with all your bill payments 50 points	Get the name and number of a woman from the bank or another office 250 points	Put catalog or business cards at your neighbor's door. Include a coupon 100 points	Do a fragrance survey found at donnabayes.com Click on training and then On The Go 15 Min 250 points	Call past hostesses and ask for referrals, give an incentive 200 points
Basic Business Activities	Wear your Mary Kay Pin (Make sure you are representing the Mary Kay Image) 100 points	Attend weekly Unit meeting 250 points	Fill out a weekly plan sheet and share it with your family 100 points	Share a Mary Kay video or compact disc with 5 people in a week 500 points	Divide customer list into 6 groups and call 1 group this week for customer service 100 points	Have your answering machine state your business or update your message 50 points

Weekly Affirmation
(or choose your own)

This is an important day in my life. I visualize my achievement. I am successful in all my endeavors. I can do anything I set my mind to. I overcome any circumstance, condition or obstacle that could hold me back. I dream big dreams. I am a master booker. I take advantage of all opportunities. I am successful.

Income Producing Activities
Total Points _____

Alternative Business Building Activities
Total Points _____

Basic Business Activities
Total Points _____

Total WS ordered this week
(\$1 equals 1 point) _____

Total Points for Completed B.A.T.H. (250 points per day) _____

Add (100) points for every E. and D
(only if you completed the BATH) _____

Total Points for Week = _____

Name: _____

Director: _____

Set the Pace for Success
Total Accumulated Points: _____

Set the Pace for Success

Week 3
April 17th - April 23rd

Income Producing Activities	Skin Care Class (Minimum \$100 retail sales and 3 new faces) 500 points	Facial (Minimum \$50 in sales and 1 new face) 100 points	\$100 retail sales in customer service, website or PCP sales 50 points	Team Building Interview with questionnaire completed 300 points	Guest to Unit meeting or special Guest Event 500 points	New Team Member (Agreement accepted by company) 500 points
Alternative Business Building Activities	Start a Referral Club (see Training link on donnabayes.com Bookings) 100 points	Enroll in the Preferred Customer Program 100 Points	Do a fish bowl drawing in a local business 200 points	Open a phone book and randomly choose someone to send a catalog 50 points	Do a web class 500 points	Place flyers in apartment laundry rooms (don't offer a discount) 100 points
Basic Business Activities	Order Mary Kay checks on your personal account. If you already have, use a check 50 points	Attend weekly Unit meeting 250 points	Fill out a weekly plan sheet and share it with your family 100 points	Make a list of potential team members 100 points	When sending emails have your website within your signature 50 points	Divide customer list into 6 groups and call 1 group this week for customer service 100 points

Weekly Affirmation
(or choose your own)

I believe in myself. I am relaxed, confident and creative. I will go over, under and through any obstacle that gets in my way. I always look for the best in myself. Everywhere I go I book. I book sharp women because I am confident, sincere and enthusiastic. My positive attitude keeps me focused on my goal and inspires others.

Income Producing Activities
Total Points _____

Alternative Business Building Activities
Total Points _____

Basic Business Activities
Total Points _____

Total WS ordered this week
(\$1 equals 1 point) _____

Total Points for Completed B.A.T.H. (250 points per day) _____

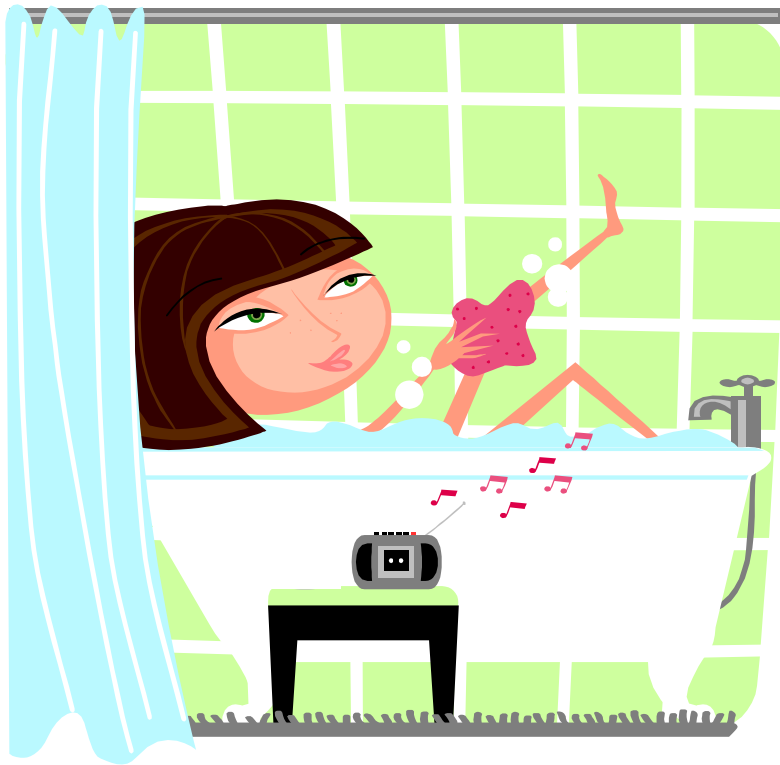
Add (100) points for every E. and D
(only if you completed the BATH) _____

Total Points for Week = _____

Name: _____

Director: _____

Set the Pace for Success
Total Accumulated Points: _____



Take your mental B.A.T.H. daily! Check off each letter as you finish the activity.

- B**-Book one appointment
- A**-say your Affirmation out loud
- T**-listen to a motivational Tape/cd
- H**-Hotline to your Director (call or e-mail)
- E**-Exercise
- D**-Daily devotional

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Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
April 17	April 18	April 19	April 20	April 21	April 22	April 23
B _____	B _____	B _____	B _____	B _____	B _____	B _____
A _____	A _____	A _____	A _____	A _____	A _____	A _____
T _____	T _____	T _____	T _____	T _____	T _____	T _____
H _____	H _____	H _____	H _____	H _____	H _____	H _____
E _____	E _____	E _____	E _____	E _____	E _____	E _____
D _____	D _____	D _____	D _____	D _____	D _____	D _____

_____ Total B.A.T.H. Pts

_____ E.D. Bonus Pts

_____ Total Bathed Pts

Set the Pace for Success

Week 4
April 24th - April 30th

Income Producing Activities	Skin Care Class (Minimum \$100 retail sales and 3 new faces) 500 points	Facial (Minimum \$50 in sales and 1 new face) 100 points	\$100 retail sales in customer service, website or PCP sales 50 points	Team Building Interview with questionnaire completed 300 points	Guest to Unit meeting or special Guest Event 500 points	New Team Member (Agreement accepted by company) 500 points
Alternative Business Building Activities	Give a client, friend or relative 10 brochures to pass on to others 200 points	Leave your business cards on bulletin boards or in local businesses 100 points	Leave your business card with your tip for the waiter. Make sure and leave a note 100 points	Ask a hairdresser if you can place business cards at her station 150 points	Bring goodie bags to bank tellers 250 points	Contact a local business to conduct a skin care class for employees 250 points
Basic Business Activities	Fill out a weekly plan sheet and share it with your family 100 points	Make a Recruiting Notebook if you don't have one. If you do, use it at an appt 250 points	Put the Mary Kay logo sticker on your car 100 points	Divide customer list into 6 groups and call 1 group this week for customer service 100 points	Try five Mary Kay products you haven't sampled yet, could include color 50 points	Attend weekly Unit meeting 250 points

Weekly Affirmation
(or choose your own)

Today is a great day. I am optimistic, passionate and efficient. I believe in myself. I am a winner. Everyday I am full of enthusiasm and because of that everyone wants to book with me. I am a booking machine. I pass my card out to every sharp woman I see and I always get her name and number. I am mightily successful.

Income Producing Activities
Total Points _____

Alternative Business Building Activities
Total Points _____

Basic Business Activities
Total Points _____

Total WS ordered this week
(\$1 equals 1 point) _____

Total Points for Completed B.A.T.H.(250 points per day) _____

Add (100) points for every E. and D
(only if you completed the BATH) _____

Total Points for Week = _____

Name: _____

Director: _____

Set the Pace for Success Total Accumulated Points:



Take your mental B.A.T.H. daily! Check off each letter as you finish the activity.

- B**-Book one appointment
- A**-say your Affirmation out loud
- T**-listen to a motivational Tape/cd
- H**-Hotline to your Director (call or e-mail)
- E**-Exercise
- D**-Daily devotional

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Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
April 24	April 25	April 26	April 27	April 28	April 29	April 30
B _____	B _____	B _____	B _____	B _____	B _____	B _____
A _____	A _____	A _____	A _____	A _____	A _____	A _____
T _____	T _____	T _____	T _____	T _____	T _____	T _____
H _____	H _____	H _____	H _____	H _____	H _____	H _____
E _____	E _____	E _____	E _____	E _____	E _____	E _____
D _____	D _____	D _____	D _____	D _____	D _____	D _____

Total B.A.T.H. Pts Total B.A.T.H. Pts Total B.A.T.H. Pts Total B.A.T.H. Pts Total B.A.T.H. Pts Total B.A.T.H. Pts Total B.A.T.H. Pts

E.D. Bonus Pts E.D. Bonus Pts E.D. Bonus Pts E.D. Bonus Pts E.D. Bonus Pts E.D. Bonus Pts E.D. Bonus Pts

Total Bathed Pts Total Bathed Pts Total Bathed Pts Total Bathed Pts Total Bathed Pts Total Bathed Pts Total Bathed Pts

Set the Pace for Success

Week 5
May 1st - May 7th

Income Producing Activities	Skin Care Class (Minimum \$100 retail sales and 3 new faces) 500 points	Facial (Minimum \$50 in sales and 1 new face) 100 points	\$100 retail sales in customer service, website or PCP sales 50 points	Team Building Interview with questionnaire completed 300 points	Guest to Unit meeting or special Guest Event 500 points	New Team Member (Agreement accepted by company) 500 points
Alternative Business Building Activities	Bring gift ideas to local firehouses for Mother's Day 300 points	Bring gift ideas to local car dealerships 300 points	Give a catalog to the receptionist at your doctor's or dentist's office 100 points	Post a catalog in the teacher's lounge at your child's school 150 points	Facial a woman from your husband's work 250 points	Register for Seminar (can only earn these points once) 500 points
Basic Business Activities	Fill out a weekly plan sheet and share it with your family 100 points	Attend weekly Unit meeting 250 points	Create a monthly goal poster, include your pacesetter goals 100 points	Divide customer list into 6 groups and call 1 group this week for customer service 100 points	Put product labels on product. Your customer might lose your number 50 points	Read 3 articles in Learn MK. Pick topics you want help in 100 points

Weekly Affirmation
(or choose your own)

I am ambitious, motivated and not afraid to try. I enjoy challenges variety and change. I am goal oriented and enthusiastic about my achievements. I get results. I am visionary. I look sharp in my Director's suit. I am a top sales Director, making a difference in women's lives. I visualize my achievement. I am successful.

Income Producing Activities
Total Points _____

Alternative Business Building Activities
Total Points _____

Basic Business Activities
Total Points _____

Total WS ordered this week
(\$1 equals 1 point) _____

Total Points for Completed B.A.T.H.(250 points per day) _____

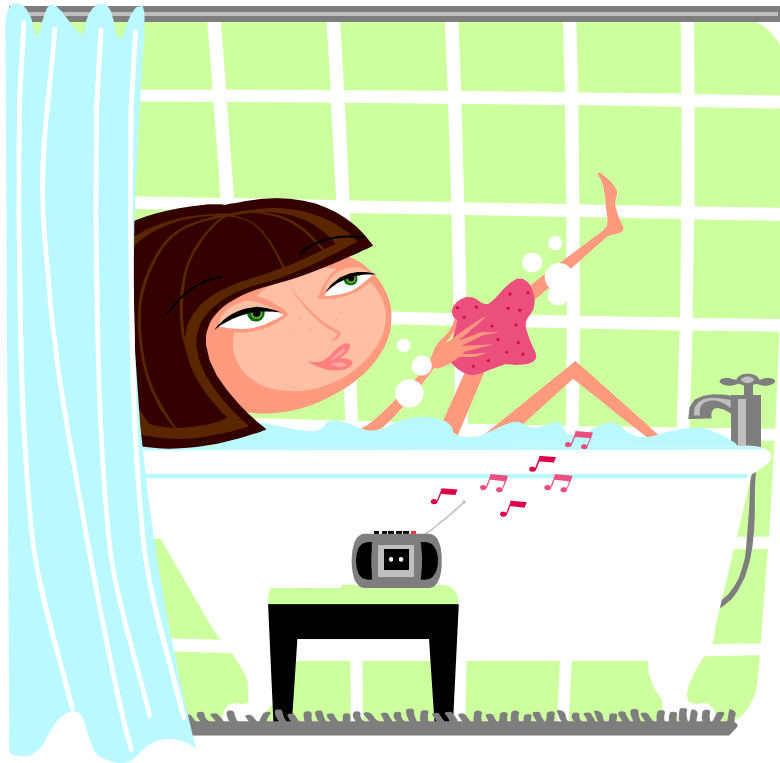
Add (100) points for every E. and D
(only if you completed the BATH) _____

Total Points for Week = _____

Name: _____

Director: _____

Set the Pace for Success Total Accumulated Points:



Take your mental B.A.T.H. daily! Check off each letter as you finish the activity.

- B**-Book one appointment
- A**-say your Affirmation out loud
- T**-listen to a motivational Tape/cd
- H**-Hotline to your Director (call or e-mail)
- E**-Exercise
- D**-Daily devotional

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Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Saturday
May 1	May 2	May 3	May 4	May 5	May 6	May 7
B _____	B _____	B _____	B _____	B _____	B _____	B _____
A _____	A _____	A _____	A _____	A _____	A _____	A _____
T _____	T _____	T _____	T _____	T _____	T _____	T _____
H _____	H _____	H _____	H _____	H _____	H _____	H _____
E _____	E _____	E _____	E _____	E _____	E _____	E _____
D _____	D _____	D _____	D _____	D _____	D _____	D _____

Total B.A.T.H. Pts Total B.A.T.H. Pts Total B.A.T.H. Pts Total B.A.T.H. Pts Total B.A.T.H. Pts Total B.A.T.H. Pts Total B.A.T.H. Pts

E.D. Bonus Pts E.D. Bonus Pts E.D. Bonus Pts E.D. Bonus Pts E.D. Bonus Pts E.D. Bonus Pts E.D. Bonus Pts

Total Bathed Pts Total Bathed Pts Total Bathed Pts Total Bathed Pts Total Bathed Pts Total Bathed Pts Total Bathed Pts

Set the Pace for Success

Week 6
May 8th - May 14th

Income Producing Activities	Skin Care Class (Minimum \$100 retail sales and 3 new faces) 500 points	Facial (Minimum \$50 in sales and 1 new face) 100 points	\$100 retail sales in customer service, website or PCP sales 50 points	Team Building Interview with questionnaire completed 300 points	Guest to Unit meeting or special Guest Event 500 points	New Team Member (Agreement accepted by company) 500 points
Alternative Business Building Activities	Hand out five business cards in one day. Make sure you get their phone number 150 points	Go to a local hospital and hand out samples to nurses 300 points	Take gift bags to new Moms 200 points	Conduct skin care surveys found at donnabayes.com Click on training and then booking 150 points	Share Satin Hands with every person who walks through your door 50 points	Go to hotels and offer the staff a quick makeover on their break 150 points
Basic Business Activities	Fill out a weekly plan sheet and share it with your family 100 points	Finish your Star 750 points	Divide customer list into 6 groups and call 1 group this week for customer service 100 points	Read the Mary Kay Autobiography 250 points	Attend weekly Unit meeting 250 points	Put together a bag of samples to carry with you always 100 points

Weekly Affirmation
(or choose your own)

I am outgoing, passionate and excited. I look, act and feel like a winner because I believe in myself and so does everyone else. I always praise others to success, imagining they have a sign around their neck that says make me feel important. I know God loves me and wants me to succeed and so I am successful.

Income Producing Activities
Total Points _____

Alternative Business Building Activities
Total Points _____

Basic Business Activities
Total Points _____

Total WS ordered this week
(\$1 equals 1 point) _____

Total Points for Completed B.A.T.H. (250 points per day) _____

Add (100) points for every E. and D
(only if you completed the BATH) _____

Total Points for Week = _____

Name: _____

Director: _____

Set the Pace for Success Total Accumulated Points:



Take your mental B.A.T.H. daily! Check off each letter as you finish the activity.

- B**-Book one appointment
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- T**-listen to a motivational Tape/cd
- H**-Hotline to your Director (call or e-mail)
- E**-Exercise
- D**-Daily devotional

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Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
May 8	May 9	May 10	May 11	May 12	May 13	May 14
B _____	B _____	B _____	B _____	B _____	B _____	B _____
A _____	A _____	A _____	A _____	A _____	A _____	A _____
T _____	T _____	T _____	T _____	T _____	T _____	T _____
H _____	H _____	H _____	H _____	H _____	H _____	H _____
E _____	E _____	E _____	E _____	E _____	E _____	E _____
D _____	D _____	D _____	D _____	D _____	D _____	D _____

Total B.A.T.H. Pts

Total B.A.T.H. Pts

Total B.A.T.H. Pts

Total B.A.T.H. Pts

Total B.A.T.H. Pts

Total B.A.T.H. Pts

Total B.A.T.H. Pts

E.D. Bonus Pts

E.D. Bonus Pts

E.D. Bonus Pts

E.D. Bonus Pts

E.D. Bonus Pts

E.D. Bonus Pts

E.D. Bonus Pts

Total Bathed Pts

Total Bathed Pts

Total Bathed Pts

Total Bathed Pts

Total Bathed Pts

Total Bathed Pts

Total Bathed Pts