



5 2 6 3 1 is my zipcode

This is an idea from Executive Elite National Sales Director Gloria Mayfield Banks. It is designed to help you move fast and build a very strong Mary Kay business.

5	<i>NEW NAMES A DAY.</i> You can get them from referrals from party guests, customers, warm chatter, doing life. Wherever - however. Just get new names.
2	<i>NEW BOOKINGS</i> Getting relationship building appts like facials & parties on your books. This are NOT held appts, just bookings. Aim for 1 by noon, 1 by 6pm.
6	<i>\$600 IN SALES EACH WEEK.</i> Holding 6 facial appts. or 1 full party minimum. Putting product on faces.
3	<i>3 FACE TO FACE INTERVIEWS EACH WEEK</i> This is half the faces from your appts.
1	<i>WEEKLY ACCOMPLISHMENT SHEET</i> This is your accountability and shows your results for the week.



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