



# Happy Habits

Track your focused activity each day to create HAPPY HABITS!

leads to ...

# It Factor

When you focus on your daily Happy Habits --- it leads to It Factor Results!



leads to ...

# Happy Hour

Our monthly elite zoom with Future NSDs - Kivian Harris, JoAnn Allen & Christi Rossi - the conversation is different at the top

# Happy Hangout

Earn Happy Hour 2/3 months and you'll be invited to our special Happy Hangout event!

# HABITS BIG SUCCESS

DAILY HABITS BRING

# HAPPY



# Happy Habits

**MY AFFIRMATION... WHICH I READ OUT LOUD EACH DAY WITH PASSION & BELIEF!**

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Send a voice message of yourself reading your affirmation with passion & belief to Christi!

# FULL CIRCLE SUCCESS

## What is a "face"?

Someone who tries product with you for the 1st time (in-person or virtual) and you follow up with our 4 questions.

## The 4 Questions:

1. What would you like to learn at your Follow Up Appointment?
2. Which family & friends would you like to include in your Follow Up?
3. If money were no object, what would you like to take home today?
4. Would you give me 30 minutes to hear more about the MK opportunity?

## What a "face" is NOT:

- Someone who just watches a live without follow up.
- Someone you send samples to but do not follow up with.

## What is a Party?

- A group appointment with 3 or more new people in attendance (in-person or virtual) who are followed up with
- We call it a facial when there is 1 person & a double facial when there are 2 people.
- It is not considered a party if it's just a live video that maybe 3 or more people happen to watch.

## What counts as a Qualified Interview?

- Someone who is excited and signs on the spot!
- Someone who hears information about the business opportunity and you follow up with them to have a thoughtful conversation.

## What is a booking?

A group appointment (in-person or virtual) that is booked and then CONFIRMED about 24 hours later. It must be confirmed, with guest list in motion, to be considered a booking. 3 facials added together = 1 booking.

## What is retail?

Total sales dollars collected from customers, after discounts, gift cards, and taxes.

## What is wholesale?

The value of your order at your 50% off cost as an active consultant. Orders on InTouch are shown as the wholesale amount.

**Remember: 90% of our success comes with our enthusiasm! JUST ASK!**

# Ways to Share

## Sharing the Product:

- Skin Analyzer App
- Mirror Me App
- Virtual Appointment
- In-Person Appointment
- Hybrid Appointment
- Sending Samples



## Sharing the Opportunity:

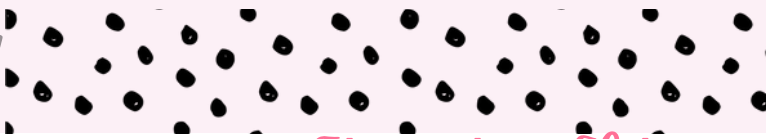
- Winning Wednesday marketing events - see the calendar for dates/details
- Beez.pink - Opportunity tab - this is where you can send your clients to hear more about MK & invite them to fill out the Career Survey
- Beez.pink - resources tab - this is for YOU to find tools > Interview guide > teambuilding layering chart > 6 reasons why > 6 qualities
- Invite your clients to join the Coupon Club & hear more about MK
- Send an agreement link, find out how on the resources tab of Beez.pink
- Book Christi for interviews over the phone or zoom - click the Calendly link on beez.pink to schedule your 3-way chats



**Visit [beez.pink](https://beez.pink) (password Beez) for more resources & information!**



# It Factor



NAME \_\_\_\_\_

MONTH \_\_\_\_\_

## It Factor

15 faces | 5 career chats  
\$750 wholesale  
1 New Team Member

## It Factor Elite

30 faces | 10 career chats  
\$1,500 wholesale  
2 New Team Members

## It girl

45 faces | 15 career chats  
\$2,250 wholesale  
3 New Team Members  
(BRONZE MEDAL)

## Holy It

60 faces | 25 career chats  
\$3,000 wholesale  
5 New Team Members  
(GOLD MEDAL)

faces

career chats

Wholesale

My goal: \_\_\_\_\_

Achieved: \_\_\_\_\_

My goal: \_\_\_\_\_

Achieved: \_\_\_\_\_

My goal: \_\_\_\_\_

Achieved: \_\_\_\_\_


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2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. IT FACTOR
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. IT FACTOR ELITE
11. \_\_\_\_\_
12. \_\_\_\_\_
13. \_\_\_\_\_
14. \_\_\_\_\_
15. IT GIRL
16. \_\_\_\_\_
17. \_\_\_\_\_
18. \_\_\_\_\_
19. \_\_\_\_\_
20. \_\_\_\_\_
21. \_\_\_\_\_
22. \_\_\_\_\_
23. \_\_\_\_\_
24. \_\_\_\_\_
25. HOLY IT


## New Team Members

My goal: \_\_\_\_\_

Achieved: \_\_\_\_\_

1. IT FACTOR
2. IT FACTOR ELITE
3. IT GIRL
4. \_\_\_\_\_
5. HOLY IT

# My Monthly Sales Goal Tracking Sheet

"Give yourself something to work toward. Constantly. A good goal is like a strenuous exercise - it makes you stretch." - Mary Kay Ash

Name: \_\_\_\_\_

Month: \_\_\_\_\_

I'm Saving For:

I Need To Profit:

÷ .40 =

The Retail Amount I Need to Sell:

(Include the tax in your profit total)

Projected Breakdown: 50% Wholesale: \_\_\_\_\_

5% Section 2/ Supplies: \_\_\_\_\_

5% MK Events/PCP: \_\_\_\_\_

40% Profit: \_\_\_\_\_

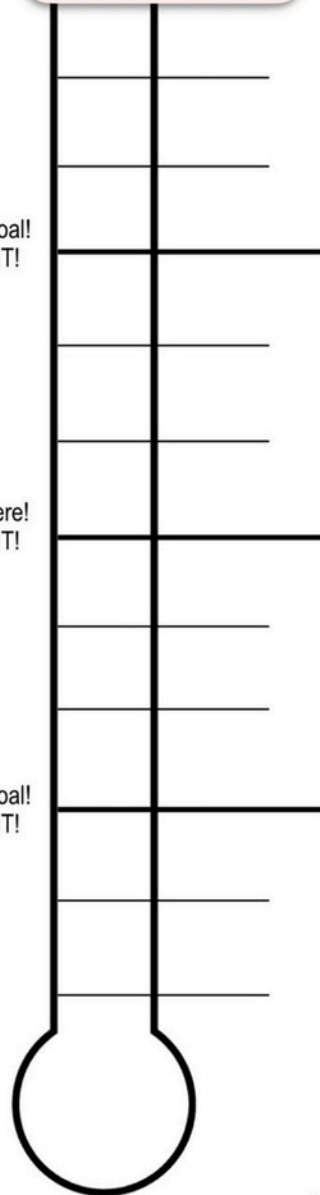
**Ready. Set. GOAL!**




3/4 of my Goal!  
I CAN DO IT!

Halfway There!  
I CAN DO IT!

1/4 of my Goal!  
I CAN DO IT!



A Picture of My Goal!

It's amazing how our focus and commitment increases when we are working towards something of value! Your goal this month could be something you wouldn't normally purchase for yourself with your family budget, a weekend vacation, a new pair of cute shoes, a new outfit, a new grill, the payment of a household bill, or a family in need. When you're really excited to accomplish a goal, you'll always find a way. If you don't, it's easy to let circumstances and excuses get in the way!

Total Wholesale Orders Placed This Month

50% of your sales:

An average of \$600/month = STAR CONSULTANT!!



# Happy Habits

**notes...**

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# Weekly Plan Sheet

Week of: \_\_\_\_\_

**3** Parties + **3** Shares + **\$300** Sales  
**3** First Family **3** Second **3** Third

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7am							
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10am							
11am							
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**Weekly Sales:**

Goal: \_\_\_\_\_

Total: \_\_\_\_\_

Production: \_\_\_\_\_

**My Star:**

\$ \_\_\_\_\_ Wholesale

\$ \_\_\_\_\_ Left to go

Quarter Ends: \_\_\_\_\_

**Growth:**

Personal sharing: \_\_\_\_\_

New: \_\_\_\_\_

Unit sharing: \_\_\_\_\_

New: \_\_\_\_\_

**Bookings for next week:**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



# success sUNDAY

Set yourself up for success this week and get prepared. Complete this checklist on Sunday.

- I LOVE to recognize you! Please share your weekly wins on the Weekly Accomplishment Sheet (found on your InTouch Website)
- I've learned that when I plan my work & work my plan I'm more successful! Fill out your Weekly Plan Sheet and text Christi a photo of it **(708)560-3304**
- Visit the **Featured Post** on our Future Rossi Area Facebook Group. Update your Bookings/ Shares / Help the team meet our monthly goal!
- Be "Clean On-Target" for Star Consultant Status! (Sell \$300/order \$150 per week to be clean on-target)
- Track Happy Hour (Personal Teambuilding medal OR \$750 w/sale and 1 new team member OR Team \$2,000)

## HAPPY HABITS

### Daily Focus:

- *Who am I sharing products with today?*
- *Who am I sharing the Opportunity with today?*
- *Who am I circling back to? (coaching a party / layering / following up on sales...)*
- *Who am I meeting for the first time today? (referrals / leads / warm chats)*

Achieve Happy Hour 2/3 months to earn your invite to the HAPPY HANGOUT!  
(July - August - September)  
(October - November - December)  
(January - February - March)  
(April - May - June)

# Happy Habits Daily

I read my Affirmation OUT LOUD with Passion & Belief!

Date: \_\_\_\_\_

## 6 Most Important Things

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

I filled up & called a hotline today!    
(Million \$ Message: 641-715-3900 44336#)  
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Today I am grateful for:



## Who am I sharing products with?

- |          |           |
|----------|-----------|
| 1. _____ | 6. _____  |
| 2. _____ | 7. _____  |
| 3. _____ | 8. _____  |
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## Who am I sharing the Opportunity with today?

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

## Who am I meeting today? (leads, referrals, warm chats)

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

## Who do I need to follow up with today? sales, interviews, coaching appointments, guests

- |       |       |
|-------|-------|
| _____ | _____ |
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- 6 List for Tomorrow
- Sent a pic of this sheet to Christi (708)560-3304



# Happy Habits Daily

I read my Affirmation OUT LOUD with Passion & Belief!

Date: \_\_\_\_\_

## 6 Most Important Things

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# Weekly Plan Sheet

Week of: \_\_\_\_\_

**3** Parties + **3** Shares + **\$300** Sales  
**3**

**Fail** First  
**Family** Second  
**MZ** Third

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
6am							
7am							
8am							
9am							
10am							
11am							
12pm							
1pm							
2pm							
3pm							
4pm							
5pm							
6pm							
7pm							
8pm							
9pm							
10pm							
<b>Wins</b> ↑	Booked _____ Shares _____ Sales _____ Faces _____	Booked _____ Shares _____ Sales _____ Faces _____	Booked _____ Shares _____ Sales _____ Faces _____	Booked _____ Shares _____ Sales _____ Faces _____	Booked _____ Shares _____ Sales _____ Faces _____	Booked _____ Shares _____ Sales _____ Faces _____	Booked _____ Shares _____ Sales _____ Faces _____

**Weekly Sales:**

Goal: \_\_\_\_\_

Total: \_\_\_\_\_

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**My Star:**

\$ \_\_\_\_\_ Wholesale

\$ \_\_\_\_\_ Left to go

Quarter Ends: \_\_\_\_\_

**Growth:**

Personal sharing: \_\_\_\_\_

New: \_\_\_\_\_

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New: \_\_\_\_\_

**Bookings for next week:**

\_\_\_\_\_

\_\_\_\_\_



# success sunday

Set yourself up for success this week and get prepared. Complete this checklist on Sunday.

I LOVE to recognize you! Please share your weekly wins on the Weekly Accomplishment Sheet (found on your InTouch Website)

I've learned that when I plan my work & work my plan I'm more successful! Fill out your Weekly Plan Sheet and text Christi a photo of it (708)560-3304

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Track Happy Hour (Personal Teambuilding medal OR \$750 w/sale and 1 new team member OR Team \$2,000)

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- *Who am I sharing products with today?*
- *Who am I sharing the Opportunity with today?*
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## Who am I meeting today? (leads, referrals, warm chats)

- |       |       |
|-------|-------|
| _____ | _____ |
| _____ | _____ |
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## Who do I need to follow up with today? sales, interviews, coaching appointments, guests

- |       |       |
|-------|-------|
| _____ | _____ |
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- 6 List for Tomorrow
- Sent a pic of this sheet to Christi (708)560-3304

# Happy Habits Daily

I read my Affirmation OUT LOUD with Passion & Belief!

Date: \_\_\_\_\_

## 6 Most Important Things

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

I filled up & called a hotline today!    
(Million \$ Message: 641-715-3900 44336#)  
(Goelzer Hotline: 641-715-3900 673365#)

## Who am I sharing products with?

- |          |           |
|----------|-----------|
| 1. _____ | 6. _____  |
| 2. _____ | 7. _____  |
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