

MASTER CONSULTANT GRADUATION CHECKLIST

	Date	Task
☐	Session 1	Start Read Mary Kay's Auto Biography, "Miracles Happen"
☐	Session 2	Write out your blue prints both positive and negative
☐	Session 2	Create an affirmation statement to re-program your limiting beliefs from your negative blue prints
☐	Session 3	Complete a ""Who should be on my contact list" sheet and start booking using the 21 day challenge
☐	Session 3	Memorize the 4 booking objections
☐	Session 3	Practice your booking script for 30 minutes
☐	Session 3	Book 10 appointments to be held in the next 2 weeks
☐	Session 3	Evaluate your progress on the assignments to date and communicate with your director about your progress.
☐	Session 4	Create your 1 minute "I can story"
☐	Session 4	Conduct 10 career marketing surveys
☐	Session 5	Use the Weekly Plan sheet to plan your time for the following 3 weeks
☐	Session 5	Turn in your WAS sheets and your monthly trackers
☐	Session 6	Contact 10 people who have made a purchase or attended a party or facial with you
☐	Session 6	Memorize the 4 Selling objections
☐	Session 7	Evaluate your progress on the assignments you have gotten so far. Create a plan to complete by the date and communicate that with your director.
☐	Session 7	Complete Mary Kay's Auto biography
☐	Session 7	Turn in all your previous Session homework
☐	Session 7	Share Your Business Goal for the upcoming month with your Director
☐	Session 7	Complete and Turn in Self-Evaluation

Complete all items and this checklist within 1 week of final Class session to graduate!

TABLE 1

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