

Get the most sales from your Pinkalicious Parties!  
 Use this tool to help take each individual Hostess through...



Lisa's Leading Ladies

# The Mary Kay Recipe for Success - Tracking Form

(For additional copies of this form go to [www.unitnet.com/LisaJones](http://www.unitnet.com/LisaJones) Pinkalicious Page)

Date I booked her \_\_\_\_\_

<b>Hostess Information</b>	
Name _____	
Address _____	
Phone _____	Cell _____
Email _____	
Party location _____	
Thank you Card off in snail mail (within 48hr?) _____	
Hostess Packet delivered (within 24 hr?) _____	

<b>Class Information</b>	
Date of appt. _____	
Have guest list (date) _____	
Thank you card sent (date) _____	
Hostess Coached (date) _____	
<b>Her Goals:</b>	
Number of guests _____	
Total free product _____	

<b>Special Instructions:</b> Products she desires & special needs _____ _____ _____ _____ _____ _____ _____ _____
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<b>Coaching Check List</b>	
<input type="checkbox"/>	Snail Mail thank you note to Hostess
<input type="checkbox"/>	Hostess coaching call
<input type="checkbox"/>	Refreshments provide (lite only)
<input type="checkbox"/>	Directions to Party
<input type="checkbox"/>	Outside orders how to
<input type="checkbox"/>	Guest List W/ Name, phone, email
<input type="checkbox"/>	Preprofiling scheduled

## Guest List Tracking

Name	Phone	Pre- Profiled N/D C/O	Email address

<b>After Class</b>	
<input type="checkbox"/>	Thank You Note
<input type="checkbox"/>	Post to Weekly Accomplishment Sheet
<input type="checkbox"/>	Put each individual in email contacts & "My Customers - InTouch"
<input type="checkbox"/>	Two day follow up planned in calendar

<b>Evaluation</b>	
Skin care sets sold _____	
Total Sets sold _____	
How Many came from total expected _____	
How many Color appointments were booked _____	
How many interviews did I schedule _____	
What skill do I want to practice _____	