

— BE A MARY KAY —

BOSS  
*babe*

— 2018 —

# BOSSbabe

## Earn Your Mary Kay BossBabe Degree 2018

Join me for BossBabe Classes every Monday at 7 p.m. in January & February & March!  
Guest Makeovers prior to your BossBabe Class, every Monday at 6 p.m.

- Monday, Jan 22** MK BossBabe 101: **Find Your Inner BossBabe in 2018! What makes a BossBabe?**
- Monday, Jan 29** MK BossBabe 102: **Create Your BossBabe Image! Brand Yourself...and a new look!**
- Monday, Feb 5** MK BossBabe 104: **The BossBabe Difference Maker! Go the extra mile...always!**
- Monday, Feb 12** MK BossBabe 201: **BossBabe Work Ethic! Work smart & work hard to be your best!**
- Monday, Feb 19** MK BossBabe 202: **BossBabe Communication! Master communication tips for you!**
- Monday, Feb 26** MK BossBabe 204: **BossBabe Resourcefulness & Resolve! Get gritty and get it done!**
- Monday, Mar 5** MK BossBabe 301: **BossBabe Boldness! Develop charisma and charting your path!**
- Monday, Mar 12** MK BossBabe 302: **BossBabe Leadership! Leading others as a BossBabe!**
- Monday, Mar 19** MK BossBabe 304: **BossBabe Biz Smarts! What makes a Biz Savvy BossBabe?**

### Earn your Mary Kay BossBabe Pin to wear on your Beauty Coat!!

- ♥ Attend 7 out of 9 Boss Babe Classes in January-February-March
- ♥ Complete at least 15 faces each month
- ♥ Hold at least 3 Career Chats each month

...And be a Mary Kay Boss Babe in 2018!



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## January Goals

As a Mary Kay BossBabe, I commit to the following goals for January 2018:

### **JANUARY 2018 GOALS:**

- My Personal Sales Goal for January: \$\_\_\_\_\_ which means I will have \$\_\_\_\_\_ in profit.
- I will complete \_\_\_\_\_ faces and \_\_\_\_\_ parties in January.
- I will hold \_\_\_\_\_ Career Chats in January.
- I will attend \_\_\_\_\_ To Monday (MNL) meetings in January.
- I will check in with my director \_\_\_\_\_ a week in January.

### **Check the following WINS you will commit to reaching in January:**

\_\_\_\_\_ I will earn my January Bracelet by placing at least a \$600 w/s order.

\_\_\_\_\_ I will be on target to be a Star Consultant by January 31 with at least \$900 wholesale ordered from December 16—January 31.

\_\_\_\_\_ I will earn a Medal with at least 3, 4 or 5 new team members in January. Circle the number you commit to.

### **JANUARY RESULTS:**

- My Personal Sales for January were \$\_\_\_\_\_ and I earned \$\_\_\_\_\_ in profit.
- I completed \_\_\_\_\_ faces and held \_\_\_\_\_ parties in January.
- I held \_\_\_\_\_ Career Chats in January.
- I attended \_\_\_\_\_ To Monday (MNL) meetings in January.
- I checked in with my director \_\_\_\_\_ a week in January.

### ***WINS achieved!***

\_\_\_\_\_ I earned my January Bracelet by placing at least a \$600 w/s order.

\_\_\_\_\_ I am on target to be a Star Consultant by January 31 with at least \$900 wholesale ordered from December 16—January 31.

\_\_\_\_\_ I earned a Medal with \_\_\_\_\_ new team members in January. (3, 4 or 5)

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Week 1: MK BossBabe 101  
Find Your Inner BossBabe in 2018!

## What is a Boss Babe?

According to the Urban Dictionary....

*A woman who pursues her passion(s) as a career with a thirst for continuous growth and desire to serve others. A female entrepreneur who courageously seeks happiness above all else while making the world a better place. A women with big ambition and a success mindset who pursues happiness and serves others by turning her passion into a paycheck. Living as a Boss Babe goes deeper than just having a career or going to work everyday, Boss Babes allow their dreams to set their souls on fire and they use this to fuel their daily living!*

What do you like best about this definition?

How do you describe a Mary Kay BossBabe?

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Week 2: MK BossBabe 102  
Create Your BossBabe Image!

List the names of several Mary Kay BossBabe's you admire?

What BossBabe qualities do you see in her that you love?

Of all of the traits/descriptions you listed on the previous page, which 3 best describe YOU as a Mary Kay BossBabe?

Which of the traits/descriptions do you want to develop in yourself in 2018?

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Week 2: MK BossBabe 102  
Create Your BossBabe Image!

Think of some Mary Kay BossBabe's you admire and respect. What stands out about their image to you?

You are going to do a party with a group of 3-5 women. What do you want them to notice about you and your BossBabe image?

As a result of your own makeover today, what will you incorporate into your NEW BossBabe daily look?

What new products, colors, tips do you love and want to do on a regular basis?

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## February Goals

As a Mary Kay BossBabe, I commit to the following goals for February 2018:

### **FEBRUARY 2018 GOALS:**

- My Personal Sales Goal for February: \$\_\_\_\_\_ which means I will have \$\_\_\_\_\_ in profit.
- I will complete \_\_\_\_\_ faces and \_\_\_\_\_ parties in February.
- I will hold \_\_\_\_\_ Career Chats in February..
- I will attend \_\_\_\_\_ To Monday (MNL) meetings in February.
- I will check in with my director \_\_\_\_\_ a week in February.

### **Check the following WINS you will commit to reaching in February:**

\_\_\_\_ I will earn my February Bracelet by placing at least a \$600 w/s order.

\_\_\_\_ I will be on target to be a Star Consultant by February 28 with at least \$1500 wholesale ordered from December 16—February 28.

\_\_\_\_ I will earn a Medal with at least 3, 4 or 5 new team members in February.. Circle the number you commit to.

### **FEBRUARY RESULTS:**

- My Personal Sales for February were \$\_\_\_\_\_ and I earned \$\_\_\_\_\_ in profit.
- I completed \_\_\_\_\_ faces and held \_\_\_\_\_ parties in February.
- I held \_\_\_\_\_ Career Chats in February.
- I attended \_\_\_\_\_ To Monday (MNL) meetings in February.
- I checked in with my director \_\_\_\_\_ a week in February.

### ***WINS achieved!***

\_\_\_\_ I earned my February Bracelet by placing at least a \$600 w/s order.

\_\_\_\_ I will be on target to be a Star Consultant by February 28 with at least \$1500 wholesale ordered from December 16—February 28.

\_\_\_\_ I earned a Medal with \_\_\_\_\_ new team members in February. (3, 4 or 5)

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Week 3: MK BossBabe 104  
The BossBabe Difference Maker!

Define “Going the Extra Mile”

What does “Going the Extra Mile” look like in your Mary Kay business?

- In Booking Up Your Datebook?

- In Meeting a Sales Goal?

- In Team Building?



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Week 3: MK BossBabe 104  
The BossBabe Difference Maker!

**What needs to change in my Mary Kay business to make a difference in achieving my goals and dreams? How will I incorporate “Going the Extra Mile” in my business?**

- On a Daily Basis?

- On a Weekly Basis?

- On a Monthly Basis?

- On a Quarterly Basis?

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Week 4: MK BossBabe 201  
BossBabe Work Ethic!

**Describe what you think a BossBabe Work Ethic looks like when building a strong and successful, Mary Kay business?**

**What needs to change in my personal work ethic?**

**How can using a Weekly Plan Sheet help in improving my work ethic?**

**How can using my Weekly Accomplishment sheet help in improving my work ethic?**

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Week 4: MK BossBabe 201  
BossBabe Work Ethic!

**Key things I will do to improve my BossBabe Work Ethic in 2018:**

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Week 5: MK BossBabe 202  
BossBabe Communication!

How do you think a BossBabe communicates with.....

- Her mentor/leader:

- Her Team Member Prospects:

- Her Team Members:

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Week 5: MK BossBabe 202  
BossBabe Communication!

I will become a BossBabe Communicator in 2018 by.....

How can using a Weekly Plan Sheet help in improving my work ethic?

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Week 6: MK BossBabe 204  
BossBabe Resourcefulness & Resolve!

Check out the definitions below. Make notes next to each word of the **FIRST** thoughts that come to mind when you see/hear these words as a Mary Kay BossBabe?

- **Resourcefulness**— the ability to find quick and clever ways to overcome difficulties
  
- **Resolve**— To decide firmly on a course of action. Firm determination to do something.

You have a big goal. You are getting closer and closer to the deadline for your goal. It's not looking pretty. There's still time to reach your goal, but your belief is faltering. Doubt is creeping in. As a Mary Kay BossBabe, what do you do?

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Week 6: MK BossBabe 204  
BossBabe Resourcefulness & Resolve!

What is your next big goal?

What is your deadline?

On a scale of 1-10 how determined/confident do you feel about accomplishing this goal? \_\_\_\_\_

What key things do you need to put into place right now to reach this goal?

How will you be accountable to your Sales Director with this goal?

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## March Goals

As a Mary Kay BossBabe, I commit to the following goals for March 2018:

### MARCH 2018 GOALS:

- My Personal Sales Goal for March: \$\_\_\_\_\_ which means I will have \$\_\_\_\_\_ in profit.
- I will complete \_\_\_\_\_ faces and \_\_\_\_\_ parties in March.
- I will hold \_\_\_\_\_ Career Chats in March.
- I will attend \_\_\_\_\_ To Monday (MNL) meetings in March.
- I will check in with my director \_\_\_\_\_ a week in March.

### Check the following WINS you will commit to reaching in March:

\_\_\_\_\_ I will earn my March Bracelet by placing at least a \$600 w/s order.

\_\_\_\_\_ I will be a Star Consultant by March 15 with at least \$1800 wholesale ordered from December 16— March 15.

\_\_\_\_\_ I will earn a Medal with at least 3, 4 or 5 new team members in March. Circle the number you commit to.

### MARCH RESULTS:

- My Personal Sales for March were \$\_\_\_\_\_ and I earned \$\_\_\_\_\_ in profit.
- I completed \_\_\_\_\_ faces and held \_\_\_\_\_ parties in March.
- I held \_\_\_\_\_ Career Chats in March.
- I attended \_\_\_\_\_ To Monday (MNL) meetings in March.
- I checked in with my director \_\_\_\_\_ a week in March.

### ***WINS achieved!***

\_\_\_\_\_ I earned my March Bracelet by placing at least a \$600 w/s order.

\_\_\_\_\_ I will be a Star Consultant by March 15 with at least \$1800 wholesale ordered from December 16— March 15.

\_\_\_\_\_ I earned a Medal with \_\_\_\_\_ new team members in March. (3, 4 or 5)



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Week 7: MK BossBabe 301  
BossBabe Boldness!

- **Charisma**— Compelling attractiveness or charm that can inspire devotion in others. Charm, presence, personality, strength of character, magnetism.

- **Boldness**— The willingness to take risks and act innovatively, confidence or courage. The quality of having a strong, vivid or clear appearance.

Describe a BossBabe's Charisma:

Rate your boldness as a BossBabe on a scale of 1-10: \_\_\_\_\_

How do Charisma and Boldness go together for a BossBabe? i8

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Week 7: MK BossBabe 301  
BossBabe Boldness!

**Define your charisma as a BossBabe?**

**What can you do SPECIFICALLY to demonstrate your boldness in going after your goals and dreams in your Mary Kay business?**

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Week 8: MK BossBabe 302  
BossBabe Leadership!

**How would you describe a Mary Kay BossBabe you know when it comes to her leadership?**

**Describe how you think her unit members/team members feel about her?**

**What affect do you want your leadership to have on others?**

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Week 8: MK BossBabe 302  
BossBabe Leadership!

**What can you start doing right now as a BossBabe leader to your team....or to your soon to be team?**

**What will you look for in women joining your team....so that you can help her become a Mary Kay BossBabe leader?**

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Week 9: MK BossBabe 304  
BossBabe Biz Smarts!

A Mary Kay BossBabe has her systems in place so that she can focus on people and IPA's. Let's take a look at key systems you need to have in place as a BossBabe!

- Keeping a Filled Up Datebook (where do I find leads on a regular basis; when do I book?)
- Coaching Your Appointments
- Being Read for Your Makeovers
- Following Up After Your Makeover
- Holding a Career Chat

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Week 9: MK BossBabe 304  
BossBabe Biz Smarts!

**A Mary Kay BossBabe has her systems in place so that she can focus on people and IPA's. Let's take a look at key systems you need to have in place as a BossBabe!**

- **Reorder Business**
- **Maximizing Guest Events**
- **Team Member Communication**

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BossBabe Reflections!

Over the past 9 weeks, you have studied what makes a Mary Kay BossBabe. Take a minute to look at your progress over these past weeks:

How have you seen yourself change as a Mary Kay BossBabe?

Have others noticed a difference in you (your family; Sales Director; Team Members, Etc.)

What changes have you seen in your business?

On a scale of 1-10 describe the forward momentum that your business has right now: \_\_\_\_\_

Describe the momentum:

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BossBabe Reflections!

In order to continuing growing as a Mary Kay BossBabe, I will commit to doing the following:



# BOS**S**babe

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