

— BE A MARY KAY —
BOSS
babe
— 2018 —

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**Earn Your Mary Kay
BossBabe Degree in 2018!**

Join me for BossBabe Classes every Tuesday at 7 p.m. EST in January, February & March!

- Tuesday, Jan 9 **[MK BossBabe 101](#): Find Your Inner BossBabe in 2018!** What makes a BossBabe?
- Tuesday, Jan 16 **[MK BossBabe 102](#): Create Your BossBabe Image!** Brand Yourself...and a new look!
- Tuesday, Jan 23 **[MK BossBabe 104](#): The BossBabe Difference Maker!** Go the extra mile...always!
- Tuesday, Jan 30 **[MK BossBabe 201](#): BossBabe Work Ethic!** Work smart & work hard to be your best!
- Tuesday, Feb 6 **[MK BossBabe 202](#): BossBabe Communication!** Master communication tips for you!
- Tuesday, Feb 13 **[MK BossBabe 204](#): BossBabe Resourcefulness & Resolve!** Get gritty and get it done!
- Tuesday, Feb 20 **[MK BossBabe 301](#): BossBabe Boldness!** Develop charisma and charting your path!
- Tuesday, Feb 27 **[MK BossBabe 302](#): BossBabe Leadership!** Leading others as a BossBabe!
- Tuesday, March 6 **[MK BossBabe 304](#): BossBabe Biz Smarts!** What makes a Biz Savvy BossBabe?



**Earn your Mary Kay BossBabe
bracelet to wear!!**

- ◆ Attend 7 out of 9 Boss Babe Classes in January-February-March
- ◆ Complete at least 15 faces each month
- ◆ Hold at least 5 Career Chats each month

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



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 The Top Tuesday 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 The Top Tuesday 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)



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?



**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?



**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?**



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?**



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?



**Week 4: MK BossBabe 201
BossBabe Work Ethic!**

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



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:**



**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?



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?



**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?



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 _____ weekly success 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 The Top Tuesday 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 am 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)



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?



**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?



**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?



**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?



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 _____ weekly success 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 15th (end of the star quarter) with at least \$1800 wholesale ordered from December 16—March 15th.

_____ 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 The Top Tuesday 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 am a Star Consultant by March 15th 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)



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:



BossBabe Reflections!

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