

How to fill out your P.O.P. Sheet... and why your P.O.P. Sheet is SOOO Vitally Important!

Instructions prepared for POP Sheet Version 6.0 Released on 10/10/12

So, you might be asking... What does "P.O.P." stand for anyways?!! P.O.P. stands for a Progressive, Perfect Or Power Start!

You achieve a **Progressive Start** when you hold 3 Full Circle Parties (Hostess and 5+ Guests per party) OR See 18 Faces within a calendar month! You achieve **Perfect Start** when you hold 5 Full Circle Parties (Hostess and 5+ Guests per party) OR See 30 Faces within a calendar month. You achieve a **Power Start** when you hold 10 Full Circle Parties (Hostess and 5+ Guests per party) OR see 60 Faces within a calendar month.

P.O.P.ing is the key to make your business flourish and EXPLODE with Success!! Our Top Sales Champions consistently P.O.P. every month... and most months are **POWER STARTS!**

There are many Races and prizes that you can win by P.O.P.ing as well! Check out the details on Julianne's website (www.JulianneNSD.com) or ask your Director about these exciting races.

Also, it's important you know that the main recognition at all National Area Events (Quarterly Hall of Fame, Summit, Area Night at Seminar, etc.) are based solely on POP Sheets. So, you will want to **MAKE SURE** to turn your POP Sheet into your Director on time EVERY MONTH so you don't miss out!! If you don't turn your POP Sheets in... you won't get the prizes and recognition you truly deserve! Your Director will turn your POP Sheet into Julianne's office on your behalf. **POP Sheets are due into Julianne's Office by the 7th of each month unless otherwise specified for a Special Event.**

Julianne hosts a Quarterly Celebration for all those who P.O.P. (Power, Perfect or Progressive) all 3 months during the quarter and / or become a Star Consultant (New or Retail Replacement) during the Quarter. See the Party with a Purpose Consistency Club flyer for more details. (On www.JulianneNSD.com)

You are gonna want all this "Bling" and Recognition!!



Now let me show you HOW to fill out your P.O.P. Sheet!

Step 0: Each month, you want to save a new file to work in. First, open up the Master POP Sheet. Then, click "File" and select "Save As" and name your file for the month you are working on. Save it to a place on your computer where you normally save your Mary Kay business files. Now, close out the Master POP Sheet and open the file you just saved for the month you are working in. You are ready to begin! Also, remember that you need to save your file EVERY time you make additions. There is nothing worse than entering all of your data and forgetting to save your entries. **SAVE...SAVE... SAVE! We recommend that you save often while working on your popsheet in case your computer freezes.**

Step 1: Enter all your personal information (e.g. Name, Phone, Email Address, Home Address and Director's Name). Also, please enter your Start Date with Mary Kay.

Julianne's Victorious National Area P.O.P. Sheet Released 10/12/12

Name: [Redacted] Date: [Redacted] Section 2 Sales Aides: [Redacted]

Full Address: City ST ZIP Phone # Email MK Start Date Tax Rate (i.e. 7%) 6.85%

Party = Hostess & 5+ Guests

NEW FACES!! Highlight or bold the Hostess's name. List each 18+ year old guest at class.

Enter Week Number (1-5) # People

Phone Number Date Type of Appt. Party Facial or Group Facial # BASIC Set Sold # MIRACLE Set Sold # REPAIR Set Sold # ROLL-UPS sold (Click to See Note!) \$ Sold (Retail) \$ Product Given Away at Supp Retail (Sec. 1) \$ Tax Received Non-recovered Tax Hostess Gifts or Gift with Purchase at Cost (Section 2) (Book 2) Did Customer Book? Y/Yes N/No Location of Appt. Share the Dream Interview Policy and Training Center, Your Y or N 24-48 Hr Followup C-0 Consultant & Director C-1 Consultant & Director C-2 Consultant & Director Recruit (Agreement Date) Recent Y (if this is first facial for this customer) Full Circle Y/N Next Step

Don't forget Wholesale \$ (we assume zero wholesale if left blank)

The "Purpose" is to grow more Basic/Miracle/Repair Skin Care Customers! Enter your Existing and NEW Basic/Miracle/Repair Set Customers Below. Your customers will automatically calculate and you will see your Business grow before your very own eyes! WOW!!

Your Basic, Miracle and Repair Set Customers!

# of Existing Basic Cust	# of NEW Basic Cust
# of Existing Miracle Cust	# of NEW Miracle Cust
# of Existing Repair Cust	# of NEW Repair Cust
Total Existing Basic/Rep	Total NEW Basic/Rep
Total Number of Basic / Miracle / Repair Set Customers	

NEW Consultant Goal is 100 Basic Customers in the 1st 5-6 months and to keep growing!!

CHECK OUT YOUR \$1K WEEKS THIS YEAR!

Total Previous 1K Weeks	Total NEW 1K Weeks
Total Number of 1K Weeks so far this year	

Remember to carry over your new Totals to NEXT months POP Sheet.

Step 2: Enter the Month, Year and your appropriate Tax Rate. (Utah County: 6.6% Salt Lake County: 6.85%).

Julianne's Victorious National Area P.O.P. Sheet Version 6.0 Released 10/12/12

Name: [Redacted] Date: [Redacted] Section 2 Sales Aides: [Redacted]

Full Address: City ST ZIP Phone # Email MK Start Date Tax Rate (i.e. 7%) 6.85%

Party = Hostess & 5+ Guests

NEW FACES!! Highlight or bold the Hostess's name. List each 18+ year old guest at class.

Enter Week Number (1-5) # People

Phone Number Date Type of Appt. Party Facial or Group Facial # BASIC Set Sold # MIRACLE Set Sold # REPAIR Set Sold # ROLL-UPS sold (Click to See Note!) \$ Sold (Retail) \$ Product Given Away at Supp Retail (Sec. 1) \$ Tax Received Non-recovered Tax Hostess Gifts or Gift with Purchase at Cost (Section 2) (Book 2) Did Customer Book? Y/Yes N/No Location of Appt. Share the Dream Interview Policy and Training Center, Your Y or N 24-48 Hr Followup C-0 Consultant & Director C-1 Consultant & Director C-2 Consultant & Director Recruit (Agreement Date) Recent Y (if this is first facial for this customer) Full Circle Y/N Next Step

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# of Existing Basic Cust	# of NEW Basic Cust
# of Existing Miracle Cust	# of NEW Miracle Cust
# of Existing Repair Cust	# of NEW Repair Cust
Total Existing Basic/Rep	Total NEW Basic/Rep
Total Number of Basic / Miracle / Repair Set Customers	

NEW Consultant Goal is 100 Basic Customers in the 1st 5-6 months and to keep growing!!

CHECK OUT YOUR \$1K WEEKS THIS YEAR!

Total Previous 1K Weeks	Total NEW 1K Weeks
Total Number of 1K Weeks so far this year	

Remember to carry over your new Totals to NEXT months POP Sheet.

Step 3: When you place your monthly order record the amount of Section 1 Wholesale product ordered as well as the amount of Section 2 Sales Aides. IF YOU LEAVE THESE SECTIONS BLANK, WE WILL ASSUME NO ORDER WAS PLACED.

Julianne's Victorious National Area P.O.P. Sheet Version 6.0 Released 10/12/12

Name: [Redacted] Date: [Redacted] Section 2 Sales Aides: [Redacted]

Full Address: City ST ZIP Phone # Email MK Start Date Tax Rate (i.e. 7%) 6.85%

Party = Hostess & 5+ Guests

NEW FACES!! Highlight or bold the Hostess's name. List each 18+ year old guest at class.

Enter Week Number (1-5) # People

Phone Number Date Type of Appt. Party Facial or Group Facial # BASIC Set Sold # MIRACLE Set Sold # REPAIR Set Sold # ROLL-UPS sold (Click to See Note!) \$ Sold (Retail) \$ Product Given Away at Supp Retail (Sec. 1) \$ Tax Received Non-recovered Tax Hostess Gifts or Gift with Purchase at Cost (Section 2) (Book 2) Did Customer Book? Y/Yes N/No Location of Appt. Share the Dream Interview Policy and Training Center, Your Y or N 24-48 Hr Followup C-0 Consultant & Director C-1 Consultant & Director C-2 Consultant & Director Recruit (Agreement Date) Recent Y (if this is first facial for this customer) Full Circle Y/N Next Step

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# of Existing Miracle Cust	# of NEW Miracle Cust
# of Existing Repair Cust	# of NEW Repair Cust
Total Existing Basic/Rep	Total NEW Basic/Rep
Total Number of Basic / Miracle / Repair Set Customers	


NEW Consultant Goal is 100 Basic Customers in the 1st 5-6 months and to keep growing!!

CHECK OUT YOUR \$1K WEEKS THIS YEAR!

Total Previous 1K Weeks	Total NEW 1K Weeks
Total Number of 1K Weeks so far this year	

Remember to carry over your new Totals to NEXT months POP Sheet.

As a general rule, the columns and text boxes that you can and should fill out are WHITE. You are not able to alter the gray columns or text boxes. These automatically come filled out or self-populate as you update your POP sheet (they add up your totals, etc.)

Julianne's Victorious National Area P.O.P. Sheet															Version 6.0 Released 10/12/12		Date _____	Section 2 Sales Aides <input type="checkbox"/> Section 1: Wholesale <input checked="" type="checkbox"/> Section 2: Retail												
POWER START = 10 Parties or 60 Faces / PERFECT START = 5 Parties or 30 Faces / PROGRESSIVE START = 3 Parties or 18 Faces															Month _____	Year _____	1 Completed:													
Name _____	PH # _____	Email _____	MK Start Date _____	Tax Rate (i.e. %) 6.85%	Total Sales: \$0.00	# of Recruits: 0	\$0.00																							
Full Address: City ST ZIP _____	Party = Hostess & 5+ Guests				Director:																									
Enter Week Number (1-5)  NEW FACES!! Highlight or bold the hostess' name. List each 1st year old guest at class.	#People	Phone Number	Date	Type of Party	Group Total	FABRIC Sets Sold	MIRACLE Sets Sold	PREPARE sets Sold	Back to Top	Back to New Sale!	Sold (Retail)	Product Owner Agency	# SODG Refill (Sec. 1)	SOLD MILE Set	Sold (any other way)	\$1 to Recruit	\$1 to recovered Tax	Hostess Gifts or Oil of Goodwill (Sec. 2)	Blogging	Avoided No Bid?	DID Customer Book?	Verbal Orders	Trailing Cases / Invitations	Share the Dream	24 Hr Followup	Recruit	Recurrent (Dates)	Repeat if fits in first 6 months for customer	*Full Circle Y/N	Next Step
	1																\$0.00													
	2																\$0.00													
	3																\$0.00													
	4																\$0.00													
	5																\$0.00													
	6																\$0.00													
	7																\$0.00													
	8																\$0.00													
	9																\$0.00													
	10																\$0.00													
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	12																\$0.00													
	13																\$0.00													
	14																\$0.00													

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Your Basic, Miracle and Repair Set Customers!	
# of Existing Basic Cust	# of NEW Basic Cust
# of Existing Miracle Cust	# of NEW Miracle Cust
# of Existing Repair Cust	# of NEW Repair Cust
Total Existing Basic/Mir/Rep	Total NEW Basic/Mir/ Rep
Total Number of Basic / Miracle / Repair Set Customers: 0	

*New Consultant Goal is 100 Basic Customers in the 1st 5-6 months and to keep growing!

CHECK OUT YOUR \$1K WEEKS THIS YEAR!

Total Previous 1K Weeks	Total NEW 1K Weeks
Total Number of 1K Weeks so far this year	

Remember to carry over your new Totals to NEXT month's POP Sheet.

Column 1: Enter Week Number (did you see your customer in week 1, week 2, etc...?). **Entering this information is very important, as this is what makes the P.O.P. Sheet automatically add up your totals for the month. If the Week # is not entered for each line number, then the P.O.P. sheet will not calculate correctly.**

Column 2: This column comes filled out and just shows how many faces you have seen

Column 3: Enter the Name of each guest (bold the name if she is the hostess of a Party)

Column 4: Enter the Guests Phone number (don't use hyphens or parenthesis to ensure you will be able to view the entire 10 digit number)

Column 5: Enter the Date that you “partied” with your guest,

Column 6: This column can only be **Party #**, **Facial**, or **Multi Facial** and there is a drop down menu to select your choice. If there was one guest... it is a facial. If there were 2-5 guests... it is a Group Facial, if there was a Hostess and 5 or more Guests... **"It's a PARTY!!!"** You want to make as many of your appointments parties as possible. **The goal is to WORK SMART, NOT HARD!!**

Column 7: Here you list how many Basic skin care sets you sold. (Basic = cleanser + moisturizer + foundation, it can be Timewise, Classic, Velocity or the Men's line - obviously without the foundation) Also, remember to mark if a Rollup was sold with the Basic Set.

Column 8 Enter how many Miracle Sets you sold this guest. **You are striving for 12 Miracle Sets a month!** Also, remember to mark if a Rollup was sold with the Miracle Set. (Special Note: Do **NOT** Mark the Basic **AND** Miracle columns when you sell a Miracle Set. Please just mark the Miracle Set box).

Column 9: Enter how many Repair Sets you sold this guest. **You are striving for 12 Repair Sets a month!** Also, remember to mark if a Rollup was sold with the Repair Set.

Column 10: Enter how many Roll-ups you sold this guest. **Generally speaking, when you sell a Rollup, a Basic Set, Miracle Set or Repair is usually sold with it. Remember to also enter a “1” in the Basics, Miracle Set or Repair Set column to show the sell of what went inside the Rollup Bag. If you don’t also enter that you sold a Basic,**

Miracle or Repair Set, it means that you sold the Rollup by itself or with color cosmetics. Make sure you never assume that we know a Basic, Miracle or Repair Set was sold with a Rollup up. Make sure to mark it on your popsheet! You won't want to miss this opportunity to track your NEW Basic, Miracle and Repair Set Customers... the initial goal is 100 Basic Customers and then to build more and more with time!

[illegible]

Column 11: Enter how much you sold each guest.

Column 12: Here you enter the amount of the Section 1 product given away. This does not include the quarterly Gift with Purchase since this is a Section 2 product. Did you offer them a free lipstick for coming to your Party, did you discount their product 10%? Or did you give out \$10 per guest for parties with 4-8 guests (\$40-\$80). Remember Hostess must have minimum of 4 guests and maximum of 8 guests under this Hostess Plan so you would be giving out \$40-\$80). This is where this type of give-away goes.

Column 13: This column calculates itself when you fill in columns 11 & 12

Column 14: Here you enter how much tax you collected from the guest.

Column 15: This calculates itself when you fill in column 14. It is also based on the Tax Percentage entered at the top of the POP Sheet (see arrow). You will need this information for tax purposes.

Column 16: This is where you enter the cost of any PCP or hostess gifts you gave this guest (if applicable). This is the Section 2 stuff that you give away.

Column 17: Did you ask them for a booking? Put an “A” for asked and an “N” for not asked.

Column 18: Here you list whether the guest booked a follow-up appointment. Put a “Y” if they did book a follow-up appointment (e.g. Party, Facial, Spa, etc.). Put an “N” if they did not book a follow-up appointment. Previously, you used to list how many appointments each person booked. This has been updated and now we just need to now if they booked a follow-up appointment with you or not.

Column 19: Here you list where you held the appointment. At the Training Center, Your Unit Meeting, Your Home, Your Hostess' Home, Work, etc.

Column 20: Was the marketing opportunity shared by either you or a Director? Enter “Y” for yes and “N” for no.
Sharing the Business Opportunity is KEY in building a strong, vibrant business! This is how you recruit new Consultants onto your team!

Column 21: Who followed up with them within 24 – 48 hours? “C” Consultant “D” Director or “C/D” for Consultant & Director. **(The optimal best is that BOTH the Consultant and the Director follow up with each guest that has heard the opportunity.)**

Page 2

There are three main pages of the POP sheet. You can navigate between pages by using the tabs along the bottom.

Page 2 - Reorders & Other Accomplishments!

My P.O.P. Goal: _____

Enter YTD from LAST MONTH: _____

Passes!...Don't forget to enter your YTD Statistics from last month so the Weekly Totals Section calculates properly.

Here is where you see your YTD Stats update!

Weekly Totals

Week 1: Total Retail Sales: \$0.00, + YTD Total: \$0.00, + New YTD Total: \$0.00

Week 2: Total Retail Sales: \$0.00, + YTD Total: \$0.00, + New YTD Total: \$0.00

Week 3: Total Retail Sales: \$0.00, + YTD Total: \$0.00, + New YTD Total: \$0.00

Week 4: Total Retail Sales: \$0.00, + YTD Total: \$0.00, + New YTD Total: \$0.00

Week 5: Total Retail Sales: \$0.00, + YTD Total: \$0.00, + New YTD Total: \$0.00

MONTHLY RECAP TOTALS: Retail Sales: \$0.00, YTD: \$0.00

POP Sheet, Reorders, Personal Use & Wholesale, Sheet 1, Sheet 2, Sheet 3, Sheet 4, Sheet 5

The first page is explained in great detail on the previous pages. The second tab (called Reorders) allows you to record your reorders. It is filled out much the same way as the first sheet. The main differences are explained in the purple box on the second page but I do want to take a moment to point out a few things!

Page 2 - Reorders & Other Accomplishments!

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Enter YTD from LAST MONTH: _____

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Week 3: Total Retail Sales: \$0.00, + YTD Total: \$0.00, + New YTD Total: \$0.00

Week 4: Total Retail Sales: \$0.00, + YTD Total: \$0.00, + New YTD Total: \$0.00

Week 5: Total Retail Sales: \$0.00, + YTD Total: \$0.00, + New YTD Total: \$0.00

MONTHLY RECAP TOTALS: Retail Sales: \$0.00, YTD: \$0.00

POP Sheet, Reorders, Personal Use & Wholesale, Sheet 1, Sheet 2, Sheet 3, Sheet 4, Sheet 5

This page is where you will track all of your reorder business and activity that comes from existing customers. You will notice that there are 45 lines to enter data so that you have plenty of space to enter your Reorder activity.

Here you will also find weekly tracking boxes to enter your weekly totals so that you can follow your progress. Your Retail Sales will automatically calculate (BE SURE TO SPECIFY WHICH WEEK IN THE FIRST COLUMN OR THIS WILL NOT WORK CORRECTLY)

At the bottom, you will find the MONTHLY RECAP TOTALS box. All of your monthly statistics will automatically calculate for you as you progress through the month. This allows you to easily view your monthly accomplishments.

You will also notice Averages and Percentages automatically calculating at the bottom of this page for you (scroll down). This allows you to easily see your "Racetrack Stats". You will notice that statistics can be viewed for your Reorder business only, or you can view all of your sales activity, including Parties from Page 1.

It is important that you manually enter your "Year-to-Date" information at the top portion of Page 2 so that the YTD calculations below work correctly. *Remember, the Mary Kay year goes from July 1 – June 30th and so that is the way it needs to be recorded on your POP sheet.*

You will notice that all of totals will show up week by week below the YTD information as well so you can easily see your sales each week. There is even a MONTHLY RECAP TOTALS box at the very bottom to see your monthly stats!

Page 2 - Reorders & Other Accomplishments!

My P.O.P. Goal:

Enter YTD from LAST MONTH:

Personal Sales: Tax:
 Group Sales: N/R Tax:
 Group Away:

Weekly Totals

Week 1: YTD Total:
 Total Retail Sales: New YTD Total:
 Full Circle: Faces:
 Interviews Held: VNA Follow-up:
 New Bookings: New YTD Total:
 New Customers: New YTD Total:
 Daily PPA Goal: 2 Bookings & 5 New Contacts

Week 2: YTD Total:
 Total Retail Sales: New YTD Total:
 Full Circle: Faces:
 Interviews Held: VNA Follow-up:
 New Bookings: New YTD Total:
 New Customers: New YTD Total:
 Daily PPA Goal: 2 Bookings & 5 New Contacts

Week 3: YTD Total:
 Total Retail Sales: New YTD Total:
 Full Circle: Faces:
 Interviews Held: VNA Follow-up:
 New Bookings: New YTD Total:
 New Customers: New YTD Total:
 Daily PPA Goal: 2 Bookings & 5 New Contacts

Week 4: YTD Total:
 Total Retail Sales: New YTD Total:
 Full Circle: Faces:
 Interviews Held: VNA Follow-up:
 New Bookings: New YTD Total:
 New Customers: New YTD Total:
 Daily PPA Goal: 2 Bookings & 5 New Contacts

Week 5: YTD Total:
 Total Retail Sales: New YTD Total:
 Full Circle: Faces:
 Interviews Held: VNA Follow-up:
 New Bookings: New YTD Total:
 New Customers: New YTD Total:
 Daily PPA Goal: 2 Bookings & 5 New Contacts

MONTHLY RECAP TOTALS

Personal Sales: YTD: \$0.00

POP Sheet Reorders Personal Use & Wholesale Sheet 1 Sheet 2 Sheet 3 Sheet 4 Sheet 5

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The last area I would like to point out on Page 2 is a Brand New Section that you are going to LOVE! You can now enter the number of Basics, Miracles Sets, Repair Sets and Rollups that you sell to your Reorder Customers. These totals will automatically calculate with the # of Sets you sell on Page 1 to ensure you are getting credit for ALL Sets Sold whether they are sold to New or Existing Customers. You asked for it ... and YOU GOT IT!!

New in Version 6.0

Page 2 - Reorders & Other Accomplishments!

My P.O.P. Goal:

Enter YTD from LAST MONTH:

Personal Sales: Tax:
 Group Sales: N/R Tax:
 Group Away:

Weekly Totals

Week 1: YTD Total:
 Total Retail Sales: New YTD Total:
 Full Circle: Faces:
 Interviews Held: VNA Follow-up:
 New Bookings: New YTD Total:
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 Full Circle: Faces:
 Interviews Held: VNA Follow-up:
 New Bookings: New YTD Total:
 New Customers: New YTD Total:
 Daily PPA Goal: 2 Bookings & 5 New Contacts

Week 3: YTD Total:
 Total Retail Sales: New YTD Total:
 Full Circle: Faces:
 Interviews Held: VNA Follow-up:
 New Bookings: New YTD Total:
 New Customers: New YTD Total:
 Daily PPA Goal: 2 Bookings & 5 New Contacts

Week 4: YTD Total:
 Total Retail Sales: New YTD Total:
 Full Circle: Faces:
 Interviews Held: VNA Follow-up:
 New Bookings: New YTD Total:
 New Customers: New YTD Total:
 Daily PPA Goal: 2 Bookings & 5 New Contacts

Week 5: YTD Total:
 Total Retail Sales: New YTD Total:
 Full Circle: Faces:
 Interviews Held: VNA Follow-up:
 New Bookings: New YTD Total:
 New Customers: New YTD Total:
 Daily PPA Goal: 2 Bookings & 5 New Contacts

MONTHLY RECAP TOTALS

Personal Sales: YTD: \$0.00

POP Sheet Reorders Personal Use & Wholesale Sheet 1 Sheet 2 Sheet 3 Sheet 4 Sheet 5

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Page 3

This page allows you to record the gifts that you give away, the product that you personally use and the product that is sold to other consultants. This information is important for filing your taxes. How to use this sheet is explained in the yellow box to the right of the tracker

Page 3 - Wholesale Use / Personal Sales (Self / Other Consultants)						
Name:	0		Ph #	0		Email
Address:	0		Director	0		0
SOLD TO: (Personal Use, Personal Gifts or Name of Consultant Product was Sold to)	Phone Number	Date	\$ Sold (Retail)	\$ Tax Received	\$ Net Received Tax	NOTES:
1					\$0.00	
2					\$0.00	
3					\$0.00	
4					\$0.00	
5					\$0.00	
6					\$0.00	
7					\$0.00	
8					\$0.00	
9					\$0.00	
10					\$0.00	
11					\$0.00	
12					\$0.00	
13					\$0.00	
14					\$0.00	
15					\$0.00	
16					\$0.00	
17					\$0.00	
18					\$0.00	
19					\$0.00	
20					\$0.00	
21					\$0.00	
22					\$0.00	
23					\$0.00	
24					\$0.00	
25					\$0.00	
26					\$0.00	
27					\$0.00	
28					\$0.00	
29					\$0.00	
30					\$0.00	
TOTALS (This Page):			\$0.00	\$0.00	\$0.00	

This page is where you enter all personal use, personal sales and wholesale items (including products you have sold to other consultants).

Tracking these products are very important to support your taxes. This page allows you to easily record and keep track of this information.

How and When to Turn in your P.O.P. Sheet

You will want to fill your P.O.P. Sheet out as you go throughout the month selling Mary Kay. It's best to fill it out after each Party or facial so it's always up to date and you don't have to back track!! Also, remember to SAVE...SAVE...SAVE your entries as you add them. There is nothing worse that pulling up a file and realizing that you've lost all of your additions.

Remember our goal is to help you WORK SMARTER, NOT HARDER! Paperwork get's away from YOU when YOU get away from staying on top of the Paperwork. Paperwork and good record keeping are part of running a SUCCESSFUL MONEY MAKING BUSINESS!! Congratulations! You are on your WAY!

Each week, you will want to print out a copy of your P.O.P. Sheet and take it to your Unit Meeting so your Director can help coach your efforts and answer any questions you might have.

At the end of the calendar month, you must turn your completed P.O.P. Sheet into your Director so that she can review it and turn it into Julianne Nagel's office (Your National Sales Director). Once it is received in Julianne's office, it will be recorded for the current P.O.P. Races, Recognition and upcoming events. Your statistics will then be placed on the various Leaderboards located on Julianne's website so keep an eye out for this **National Area Recognition!** This website can be found at www.juliannensd.com

As a general rule, P.O.P. Sheets are due into Julianne's office by the 7th of each month. The only exception to this rule is when we have a special event and P.O.P. sheets must be collected early. However, you will want to get your month-end P.O.P. sheets into your Director several days before the deadline so that your Director has time

to review them before turning them into Julianne's office. Most Directors like to receive them by the 3rd or 4th of each month, unless otherwise instructed.

As you can see... your P.O.P. Sheet is vitally important to your success in so many ways! It also helps you track your progress and makes the preparation of your taxes a breeze! The P.O.P. Sheet is a tangible measurement of your activity and results! Your Director and NSD will also use your POP Sheet to review your efforts and help you make any adjustments needed to achieve the SUCCESS YOU DESIRE!! Plus, the P.O.P. sheet is the key to participating in the most of the National Area Races and getting recognized by your Director and National Sales Director at Unit Meetings and National Area Events.

You can view the Area Wide P.O.P. Races that are taking place by visiting Julianne's website at www.JulianneNSD.com or talking with your Director.

**POP, POP, POP YOUR WAY TO SUCCESS!
IT TRULY IS THE KEY!**

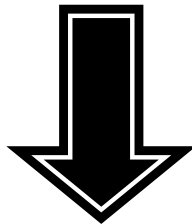


Special Thanks to Heidi Hansen for the initial creation of this document

Now...

Scroll down to the next page to check out the details of the Race that you automatically participate in when you turn in your P.O.P. Sheets!!

***Julianne's
Party with a Purpose
Consistency Club and
National Area Pin Contest***





THE GOLDEN DERBY

THE CLIMB TO THE "GREAT WALL"

"Party with a Purpose Consistency Club"
National Area Pin Contest

Quarter 1 (July 1st - September 30th)



Julianne
Nagle
Senior
NSD

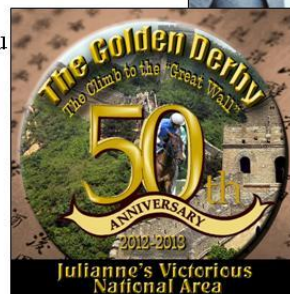


This beautiful Pin filled with lovely charms can be YOURS when you work **FULL CIRCLE!** You earn the **PRESTIGIOUS Inner Circle Area Pin** when you achieve **ANY** COMBINATION of **"PIN P.O.P.'s"** 3 months in a row!



Then, you begin earning your charms! Here's how...

- CHARMS Change Periodically and are available in **GOLD** and **SILVER**.
- GOLD** Charms are earned when you **POWER PIN POP** all 3 months!
- SILVER** Charms are earned when you do a **ANY** COMBINATION OF **PIN POP** all 3 months!

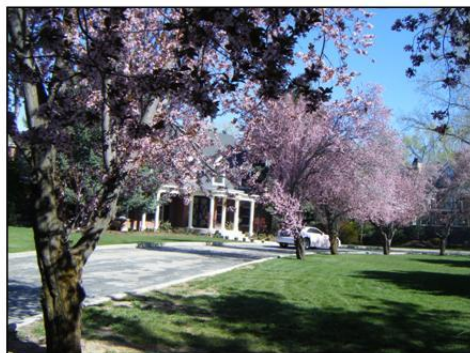


 Power Start	 Perfect Start	 Progressive Start
10 Full Circle Parties (or 60 Faces) (Hostess and 5+ Guests Per Party)	5 Full Circle Parties (or 30 Faces) (Hostess and 5+ Guests Per Party)	3 Full Circle Parties (or 18 Faces) (Hostess and 5+ Guests Per Party)
"PIN POP"	"PIN POP"	 "PIN POP"
10 Full Circle Parties (or 60 Faces) + Minimum \$3,000 Sales & Reorders + Shared Marketing at Each Party & place a \$1,500+ Wholesale Order	5 Full Circle Parties (or 30 Faces) + Minimum \$1,500 Sales & Reorders + Shared Marketing at Each Party & place a \$750+ Wholesale Order	3 Full Circle Parties (or 18 Faces) + Minimum \$600 Sales & Reorders + Shared Marketing at Each Party & place a \$300+ Wholesale Order

Full Circle= (Share the Basic Skin Care + Attempt to Book a Future appointment (e.g. Party) + Share the Business Opportunity)

Quarter 1 Consistency Club!

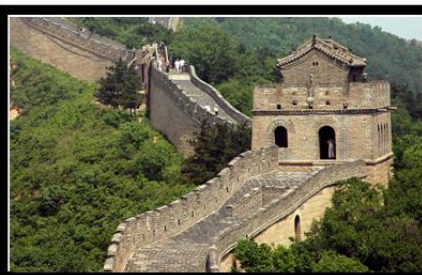
You definitely want to **POP all 3 months** this Quarter, and/or **complete 1,2 or 3 months of "On Star" Race** and/or **be a Q1**



Star Consultant so you can earn an **EXCLUSIVE INVITE** to the Quarter 1 PWAP Consistency Club Celebration! This Quarter's Celebration will be an Elite Reception for you and the other Champions at **Summit on October 26th!**

AN ELITE RECEPTION AT SUMMIT!

"Run For The Roses" Charm You will earn a Rare and Special charm when you debut as a Director between July 1 and June 30!



Earn Futurity Horses!

Remember... every time you POP or PIN POP, you also earn a Horse in the Futurity Race! AND when you do 3 in a row.. You earn exclusive prizes!

\$ Miracle Sets and 1K Weeks

Are also tracked from POP Sheets!

This contest is tracked through POP Sheets. Month-end POP Sheets must be turned in to popsheets@gmail.com by your Director each month. POPs are due to Julianne's office by the **7th of each month** unless otherwise indicated for an event. Or Fax to: 1-801-610-2190 (Must dial 1+Area)