

# Mary Kay Daily Call Attempts

It is suggested to call 20-30 minutes daily or 6-10 attempts daily

**GREEN IS INCOME PRODUCING ACTIVITIES**

#	Date	Called	Phone#	WC	BI	BF	BC	BU	BS	PO	NH	LB	NI	OP	O	Comments
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BI – Booked Interview  
BF- Booked Facial

BC- Booked Class  
BU- Booked for Unit Meeting

BS- Booked Saturday Morning  
PO- Placed Order

NH- Not Home  
LB- Line Busy

NI- Not Interested  
OP- On Product with another Consultant

O- Other  
WC- Gave out Sample/Card