

2026
BOSS
babe

It's time.

CONSULTANT EDITION



You can feel it.

Something in you knows... that ***it's time.***

This dream has been in your heart for a good while. You've imagined it, prayed over it, talked about it. You've even attempted it before. But this time it just feels different.

This is a fresh start.

There's a spark rising in you—hope, confidence, and a quiet strength. You're ready to stretch beyond your comfort zone. Ready to trust God in the unfamiliar places. Ready to stop circling the idea and finally get into action.

It's hard to put into words, but deep down you know:

It's time.

You've grown through the setbacks.

You've been shaped by the challenges.

You're prepared for what's next.

You know what to do.

Esther stood at a similar crossroads centuries ago. Her incredible story is told in the Bible in the book of Esther. Her moment required boldness, courage, and obedience. She wasn't seeking the spotlight, but she recognized that she was positioned "for such a time as this." Her willingness changed everything for her people.

And now it's your turn....for such a time as this.

Your gifts, your confidence, your faith—someone needs what only you can bring. *For such a time as this.... it's time* for you to step out on faith.

Boss Babe Check:

Courage

Belief

Commitment to my best

Ready to get into action

Desire to impact lives

You're ready. It's time to step boldly into this new Boss Babe series.

Get ready—2026 is your year. It's time!



Get clear on your “It’s Time” goal to reach by March 15, 2026

For if you remain silent at this time, relief and deliverance for the Jews will arise from another place, but you and your father’s family will perish.

*And who knows but that you have come to your royal position **for such a time as this?***

Esther 4:14

Consider where you are right now in your business.
Look back over the past year and reflect on all you have learned.

What did you learn as an entrepreneur/leader this past year that has grown you?

This is your “for such a time as this” assignment – God has placed it on your heart for a reason. And *it’s time* to step out on faith and make it happen!!

What is it that you know you are called to pursue right now?

This is your “It’s Time” Goal! Now is the perfect time to commit this goal(s) to your family, your Sales Director and most of all, to God. It’s time to make this goal happen. Take time to do this now.



Self-Reflection

Take a few minutes to get 100% clear on why NOW is the time and reflect on ALL that will change when you get into action to reach your “It’s Time” goal(s).

Why is NOW your time? _____

List ALL that will change when you accomplish your “It’s Time” goal(s)?

Take a minute to write a prayer to God or a letter to yourself. Share what is on your heart as you get clear on your “It’s Time” goal:



Boss Babe 2026 Details.....

- Print a copy of this packet and have it with you at your success meeting every week.
- Check out the list of “It’s Time” scriptures. Take time to read, write and speak these verses. I encourage you to look up the verses in different translations to better understand each verse. Ask God to speak to you as you study these verses. Also, feel free to write down other verses you find that speak to God’s timing and moving into action.
- Each week listen closely as our NSD Boss Babe Teacher shares a story from her business when she was a Beauty Consultant and she knew *it was time* to move forward in her business. Take notes on what she shares so you can capture key take-away’s and ideas that you want to implement in your business in 2026.
- Be ready to add your voice to the powerful conversation after you watch the video. Share your a-ha moments with your Boss Babe sister consultants during your weekly success meeting.
- Use the IPA sheet to track your faith-filled efforts each week so you can increase your activity and momentum. The IPA sheet details efforts you can make each week to create income and to move forward to reaching your “It’s Time” goal.
- Select a 2-week time-period when you will hold at least 5 parties for our 2026 Kit & Commit Challenge for all Boss Babes. Print out the tracking sheet and keep it with your datebook so you can track this important goal. Special recognition for all Boss Babe Kit & Commit Achievers by Feb 15, 2026. Be sure to text a picture of your completed sheet to your Sales Director so she knows you achieved this challenge!
- Stay connected to your Sales Director/National Sales Director and be accountable with your faith-filled efforts so you can reach your “It’s Time” goal!



Meet your 2026 Boss Babe NSD Teachers:



SNSD Lisa Madson * SNSD Davanne Moul * NSD Kristin Sharpe
NSD Julia Mundy Garner * NSD LaKeshia Chisholm * NSD Brittani Jenks



Your Boss Babe 2026 Class Schedule January & February 2026

Week 1: SNSDE Lisa Madson

Week 2: SNSD Davanne Moul

Week 3: NSD Kristin Sharpe

Week 4: NSD Brittani Jenks

Week 5: NSD La'Keshia Chisholm

Week 6: NSD Julia Mundy Garner



“It’s Time” Scriptures to Encourage You

Esther 4:14

For if you remain silent at this time, relief and deliverance for the Jews will arise from another place, but you and your father’s family will perish. And who knows but that you have come to royal position for *such* a time as this. NIV

Ecclesiastes 3:1

For everything there is a season, a time for every activity under heaven. NLT

Isaiah 60:1

Arise, shine, for your light has come, and the glory of the Lord rises upon you. NIV

Joshua 1:9

Have I not commanded you? Be strong and courageous. Do not be afraid; do not be discouraged, for the Lord your God will be with you wherever you go. NIV

Joshua 3:5

Consecrate yourselves, for tomorrow the Lord will do amazing things among you. NIV

James 1:22

But don’t just listen to God’s word. You must do what it says. Otherwise, you are only fooling yourselves. NLT

Hebrews 11:8

Faith motivated Abraham to obey God’s call and leave the familiar to discover the territory he was destined to inherit from God. So he left with only a promise and without even knowing ahead of time where he was going, Abraham stepped out in faith. TPT

Isaiah 1:19

If you are willing and obedient, you will eat the good things of the land. NIV

Luke 5:5

“Master, “Simon replied, “we worked hard all last night and didn’t catch a thing. But if you say so, I’ll let the nets down again.” NLT

Psalm 37:23

The Lord directs the steps of the godly. He delights in every detail of their lives. NLT

Deuteronomy 31:6

Be strong. Take courage. Don’t be intimidated. Don’t give them a second thought because God, your God, is striding ahead of you. He’s right there with you. He won’t let you down; He won’t leave you. MSG

Hebrews 12:1

“Therefore, since we are surrounded by such a huge crowd of witnesses to the life of faith, let us strip off every weight that slows us down, especially the sin that so easily trips us up. And let us run with endurance the race God has set before us. NLT



Your “It’s Time” Affirmations:

See below for a list of great positive affirmations that align with getting into action. Speak these affirmations out daily, with boldness and confidence. Positive affirmations are so helpful to entrepreneurs and leaders. They shape your mindset shifting you from a negative or scarcity mentality to a positive, abundant mindset. They help to increase your focus and consistency. And affirmations help to reinforce belief before the results show up. Star the ones that resonate with you the most and start saying them daily.

- It's time for me to step into my potential with confidence and clarity.
- God's timing is perfect, and I align my actions with His direction.
- My obedience opens the door for God to move powerfully in my life.
- I choose progress over perfection and move forward with purpose.
- I have the courage to begin, the discipline to continue, and the resilience to finish.
- I refuse procrastination - today is the day to follow God's call.
- It's time for me to rise with courage because God has prepared this moment for me.
- I am ready and willing to take action when God prompts me.
- This is my moment to rise, lead, and create momentum.
- I am prepared, expectant, and ready for God to do amazing things.
- I run my race with perseverance and purpose.
- I act in faith even when I don't have all the details.
- I embrace the new season God is inviting me into.
- I am equipped, empowered and positioned for such a time as this.

Kit & Commit Tracking

Book 8 parties to hold in 2 weeks



Hostess Name	Date of Party	Guest List Received
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		

Hold 5 of those parties in 2 weeks

Hostess Name	Date of Party	\$ in Sales before Tax	# of Bookings	# of Interviews Scheduled
1.				
2.				
3.				
4.				
5.				

BOSS



**8 to 5:
kit &
commit!**

- Purchase or Refresh a Starter Kit
- Book 8 appointments and hold at least 5 by Feb. 15th!



Earn an exclusive call with NSD Emeriti Linda Toupin & Pam Shaw when you complete the Kit and Commit Challenge!

Dec. 16th - Feb. 15th!

Hostess:

Date Party Held:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____

BONUS:

We challenge you to be a Perfect Start Achiever by holding your 5 parties in any 2 week period during the Kit & Commit Challenge contest! Earn additional recognition for each Perfect Start you complete during the challenge!!



It's time.

You know it's time to get into action—not just in your Mary Kay business, but in the areas of life that matter most to you: your health, your finances, your faith, your family. Use the squares below to name the actions you feel prompted to take in this new year.

Week 1: Your Boss Babe NSD with her “It’s Time” story for this week:

NSD _____

Take notes on her story:

What was it time for her to do?

How did she get into immediate action?

How does her story inspire you?

What was your biggest take-away? _____

What are some key things you want to remember about her story?

IPA Tracking for the week of: _____

Which IPAs will you commit to doing this upcoming week to move you closer to achieving your “It’s Time” goal. _____

Use the chart below to track the IPAs you accomplish this week.

MONTHLY IPA TRACKING

INDEPENDENT BEAUTY CONSULTANT

MONTH OF:

MONTH GOAL:

Income Producing Activities

- A** PARTY (3+ FACES, 2 IPAS)
- B** 2 FACIALS (1-2 WOMEN)
- C** 2 NEW BOOKINGS
(FACIAL, PARTY, OR GUEST EVENT)
- D** \$100 IN SALES
- E** SHARING APPOINTMENT (WITH 24HR FOLLOW-UP BY YOU &/OR SALES DIRECTOR)
- F** GUEST TO A UNIT MEETING/GUEST EVENT
(SHARE CONTACT WITH DIRECTOR FOR 24HR FOLLOW UP)
- G** 7 NEW CONTACTS/LEADS
- H** NEW TEAM MEMBER
- I** COACHING CALL WITH SALES DIRECTOR
- J** ATTEND UNIT MEETING

Sapphire-Ruby Star Consultant

COMPLETE ANY
5-10 IPAs EACH WEEK

WEEK 1

WEEK 2

WEEK 3

WEEK 4

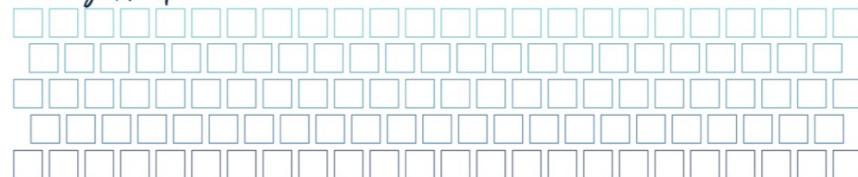
Diamond-Emerald Star Consultant

COMPLETE ANY
10-15 IPAs EACH WEEK

Pearl Star
Consultant/DIQ

COMPLETE ANY
15+ IPAs EACH WEEK

Booking Attempts



Week 2: Your Boss Babe NSD with her “It’s Time” story for this week:

NSD _____

Take notes on her story:

What was it time for her to do?

How did she get into immediate action?

How does her story inspire you?

What was your biggest take-away? _____

What are some key things you want to remember about her story?

IPA Tracking for the week of: _____

Which IPAs will you commit to doing this upcoming week to move you closer to achieving your “It’s Time” goal. _____

Use the chart below to track the IPAs you accomplish this week.

MONTHLY IPA TRACKING

INDEPENDENT BEAUTY CONSULTANT

MONTH OF:

MONTH GOAL:

Income Producing Activities

- A** PARTY (3+ FACES, 2 IPAS)
- B** 2 FACIALS (1-2 WOMEN)
- C** 2 NEW BOOKINGS
(FACIAL, PARTY, OR GUEST EVENT)
- D** \$100 IN SALES
- E** SHARING APPOINTMENT (WITH 24HR FOLLOW-UP BY YOU &/OR SALES DIRECTOR)
- F** GUEST TO A UNIT MEETING/GUEST EVENT
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- G** 7 NEW CONTACTS/LEADS
- H** NEW TEAM MEMBER
- I** COACHING CALL WITH SALES DIRECTOR
- J** ATTEND UNIT MEETING

Sapphire-Ruby Star Consultant

COMPLETE ANY
5-10 IPAs EACH WEEK

Diamond-Emerald Star Consultant

COMPLETE ANY
10-15 IPAs EACH WEEK

Pearl Star
Consultant/DIQ

COMPLETE ANY
15+ IPAs EACH WEEK

WEEK 1

WEEK 2

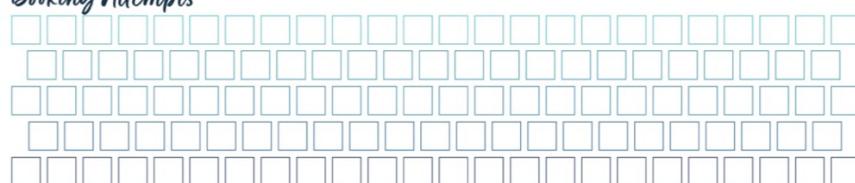


WEEK 3

WEEK 6

WEEK 4

Booking Attempts



Week 3: Your Boss Babe NSD with her “It’s Time” story for this week:

NSD _____

Take notes on her story:

What was it time for her to do?

How did she get into immediate action?

How does her story inspire you?

What was your biggest take-away? _____

What are some key things you want to remember about her story?

IPA Tracking for the week of: _____

Which IPAs will you commit to doing this upcoming week to move you closer to achieving your “It’s Time” goal. _____

Use the chart below to track the IPAs you accomplish this week.

MONTHLY IPA TRACKING

INDEPENDENT BEAUTY CONSULTANT

MONTH OF: _____

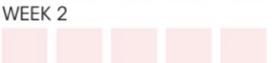
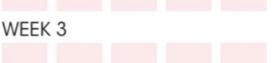
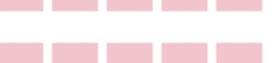
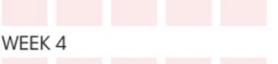
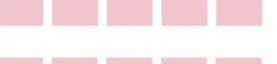
MONTH GOAL: _____

Income Producing Activities

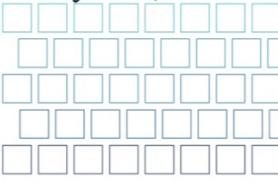
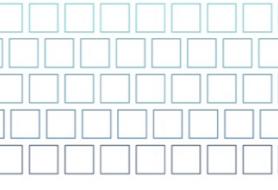
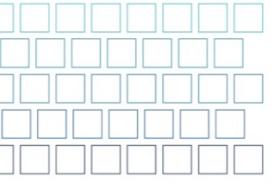
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Sapphire-Ruby Star Consultant **Diamond-Emerald Star Consultant** **Pearl Star Consultant/DIQ**

COMPLETE ANY 5-10 IPAs EACH WEEK COMPLETE ANY 10-15 IPAs EACH WEEK COMPLETE ANY 15+ IPAs EACH WEEK

<p>WEEK 1</p> 	<p>WEEK 1</p> 	<p>WEEK 1</p> 
<p>WEEK 2</p> 	<p>WEEK 2</p> 	<p>WEEK 2</p> 
<p>WEEK 3</p> 	<p>WEEK 3</p> 	<p>WEEK 3</p> 
<p>WEEK 4</p> 	<p>WEEK 4</p> 	<p>WEEK 4</p> 

Booking Attempts

		
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Week 4: Your Boss Babe NSD with her “It’s Time” story for this week:

NSD _____

Take notes on her story:

What was it time for her to do?

How did she get into immediate action?

How does her story inspire you?

What was your biggest take-away? _____

What are some key things you want to remember about her story?

IPA Tracking for the week of: _____

Which IPAs will you commit to doing this upcoming week to move you closer to achieving your “It’s Time” goal. _____

Use the chart below to track the IPAs you accomplish this week.

MONTHLY IPA TRACKING

INDEPENDENT BEAUTY CONSULTANT

MONTH OF: _____

MONTH GOAL: _____

Income Producing Activities

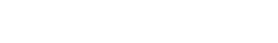
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COMPLETE ANY 5-10 IPAs EACH WEEK COMPLETE ANY 10-15 IPAs EACH WEEK COMPLETE ANY 15+ IPAs EACH WEEK

<p>WEEK 1</p> 	<p>WEEK 1</p> 	<p>WEEK 1</p> 
<p>WEEK 2</p> 	<p>WEEK 2</p> 	<p>WEEK 2</p> 
<p>WEEK 3</p> 	<p>WEEK 3</p> 	<p>WEEK 3</p> 
<p>WEEK 4</p> 	<p>WEEK 4</p> 	<p>WEEK 4</p> 

Booking Attempts

Week 5: Your Boss Babe NSD with her “It’s Time” story for this week:

NSD _____

Take notes on her story:

What was it time for her to do?

How did she get into immediate action?

How does her story inspire you?

What was your biggest take-away? _____

What are some key things you want to remember about her story?

IPA Tracking for the week of: _____

Which IPAs will you commit to doing this upcoming week to move you closer to achieving your “It’s Time” goal. _____

Use the chart below to track the IPAs you accomplish this week.

MONTHLY IPA TRACKING

INDEPENDENT BEAUTY CONSULTANT

MONTH OF:

MONTH GOAL:

Income Producing Activities

- A** PARTY (3+ FACES, 2 IPAS)
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Pearl Star
Consultant/DIQ

COMPLETE ANY
15+ IPAs EACH WEEK

WEEK 1

WEEK 2

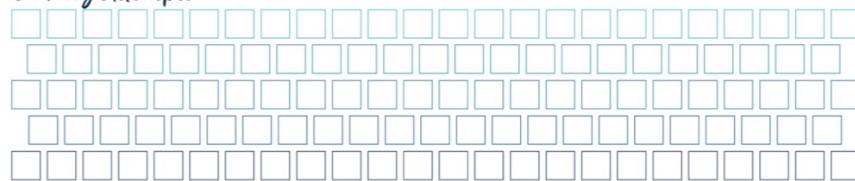


WEEK 3

WEEK 6

WEEK 4

Booking Attempts



Week 6: Your Boss Babe NSD with her “It’s Time” story for this week:

NSD _____

Take notes on her story:

What was it time for her to do?

How did she get into immediate action?

How does her story inspire you?

What was your biggest take-away? _____

What are some key things you want to remember about her story?

IPA Tracking for the week of: _____

Which IPAs will you commit to doing this upcoming week to move you closer to achieving your “It’s Time” goal. _____

Use the chart below to track the IPAs you accomplish this week.

MONTHLY IPA TRACKING

INDEPENDENT BEAUTY CONSULTANT

MONTH OF:

MONTH GOAL:

Income Producing Activities

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- J** ATTEND UNIT MEETING

Sapphire-Ruby Star Consultant

COMPLETE ANY
5-10 IPAs EACH WEEK

Diamond-Emerald Star Consultant

COMPLETE ANY
10-15 IPAs EACH WEEK

Pearl Star
Consultant/DIQ

COMPLETE ANY
15+ IPAs EACH WEEK

WEEK 1

WEEK 2

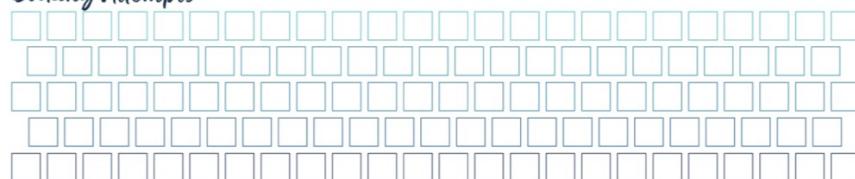


WEEK 3

WEEK 6

WEEK 4

Booking Attempts





Boss Babe 2026 Reflections:

Whose “It’s Time” story impacted you the most? _____

Why?

What are you most proud of yourself for accomplishing since January 1, 2026?

What has changed the most in your business since you got into action to reach your “It’s Time” goal?