

How To Become a Sales Director in 3 Months

You can become a Sales Director in 3 months or less! This plan shows the **POWER OF FOCUS**: Simply follow the plan by working 20-30 hours per week! The **KEY** is what you do with those hours! Recommendation: Holding 2 to 3 full-circle TimeWise Classes and 1 to 2 interviews per class, plus 1 to 2 interviews outside of the classes. Using every hour is the key. You don't have to do this forever but to get where you want to go in 3 months you do. If you are starting from 0, it may take you doing this twice - once to gain momentum and a second time to achieve, surpass and even break records.

Delegate

Meals and shopping/Housework/laundry

-Anything that takes you more than one hour of time and is not directly related to your family 1:1 time. Find a way to delegate it.

-Routine MK office tasks (restocking, cleaning mirrors, filing, banking, bill paying, etc.)

Learning to be a good at delegating is necessary for a Consultant and essential for a Director!

Plan

-Meals in advance & grocery shopping for needed items.

-Hold all personal appointments for one day (dentist, vet, doctor, nails, haircuts, etc.) Delegate any of these you can to responsible help. By holding all in 1 day there is less to remember this way & greater control of your time!

-Special time for you, your husband, family & friends

-Your life on paper, using a weekly plan sheet. You are becoming a role model - it is essential that you use easy to understand and easy to use time management tools.

WORK IN ONE WEEK AT A TIME PICTURES & DISCIPLINE YOURSELF TO STICK TO THE PLAN!!

-Tomorrows tasks & phone calls the night before. Use your six most important things list EVERY night before you sleep.

-Develop and use a car office so you have literature, address/phone lists, etc. with you to use in spare moments esp. if you work outside the home in another job.

-Write your 6 most important things to do every night before bed & then review it in the morning, delegate routine tasks, complete highest priorities first, cross off as you go!!

Honor

-God First, Family Second, Career Third

-Wise financial judgment!! Pay off credit card debt, tithe, don't spend just because it's deductible for your business. Invest in your business and in yourself in things that will build the value of your business and free up your time to do IPAs.

Enjoy

-The peace of mind you get from living a disciplined life & the self-satisfaction of advancing rapidly in your Mary Kay Career!

-3 to 6 months or less to Directorship when you consistently use this plan!!

YOUR WEEKLY PLAN

Monday: Phone work 2-3 hours

- First phone call of EACH day is a recruiting call, new prospect call
- Follow up on interviews from last week
- Profile guests for skin care classes
- Confirm guests to Success Meeting & Saturday Class
- Coach this weeks hostesses
- Call customers for reorders
- Pack car and mail correspondence for week
- Meet 3-5 new people
- Make 3-5 phone calls to new potential customers/recruits

Tuesday: Skin Care Class 2-3 hours

- Hold a Skin Care Class, during it
- Book 2 new classes
- Book 2 interviews
- Have recruit prospect observe class and interview on the way home

Wednesday: Meeting 2-3 hours

- Attend Unit Meeting
- Bring 2 guests & pick them up!
- Interview on the way home
- Complete Summary Sheet

Thursday: 2-3 hours

- Meet 3-5 New People
- Make 3-5 phone calls to new customers and/or recruits

Friday: Skin Care Class 2-3 hours

- Hold a Skin Care Class, during it
- Book 2 new classes
- Book 2 interviews
- Have recruit prospect observe class and interview on the way home

Saturday: Skin Care Class 2-3 hours

- Hold a Skin Care Class, during it
- Book 2 new classes
- Book 2 interviews
- Have recruit prospect observe class and interview on the way home
- Complete your Weekly Accomplishment Sheet Online

Sunday: Plan day

- Plan your next week on paper and stick with your plan!
- Complete Summary Sheet for the week

Weekly selling hours = 12-20 ~ Advancement to Sales Director can mean an increase of monthly income (over consultant income) of \$1000 to \$2000 per month. You can work this schedule around a full time job! Directors earn incredible incomes in MK, have flexibility, freedom to advance, and a supportive, positive, leading-edge company to work with. You decide how quickly you want to accomplish this career step. It's certainly worth 3 to 6 months of intense focus to get there quickly.

Sometimes it helps to break the week cycle in our mind and in our life by focusing on achieving certain steps every TEN DAYS. **NINE sets of TEN = 90 Days.**

You can use this plan to blitz it for 90 days! Every 3 sets of 10 is a month. Use what works for you!

Activity	Day 81	Day 82	Day 83	Day 84	Day 85	Day 86	Day 87	Day 88	Day 89	Day 90
Class (\$)										
Interview (who)										
Office Time- 1 hr										
Sales (\$)										
Meeting or coffee										
Event with guest										
5 prospect calls										
Facial (\$)										
Interview (who)										
Booking										

Results:

What did I set out to do in my 90 days of power??

Did I achieve my goals?? Why or why not??

What did I become better at??

What areas can I still work on??

How did this affect my attitude?? And what did I prove to myself??

What is my next step??

"The Difficult Part of a Mary Kay Business" NSD Kathy Goff

As strange as it may seem, booking, coaching, selling, and recruiting are the easy parts of this career. Granted, unsuccessful consultants are not doing enough of either. In fact, successful consultants do not do as much of either of these as they could. However, those are not the difficult parts of this career. The difficult, challenging part of our wonderful opportunity is image, ethics, and attitude. Those are the areas that we most often resist with a passion. Why? Is it because we have such a need to do it our way? Is it because we resist any kind of authority, even the kind that has walked the walk and learned that the right way really is the best way?

Attitude - Mary Kay always taught us that attitude determines altitude in this business.

That is so true. Negative people, negative things, negative comments will surely come our way. In fact, the only reason you're not yet in your red jacket

or red car or director suit is because you just have not heard enough nos. When you ask enough people, you get more nos and when you get more nos, you also get more yeses.

Isn't it wonderful to know that while we cannot control the nos, we can control how they affect us and we can control the numbers so that we also get yeses? It's o.k. to be disappointed but it's not o.k. to allow disappointment to become discouragement and rob us of our dream. There is a difference. Disappointment is temporary and completely disappears as soon as we get back on the phone and book a class or sell something.

Discouragement follows us everywhere and clouds our thinking and robs us of

the will to get back on the phone. Aren't you glad you're in control of discouragement? **Ethics**

- sometimes its so easy to justify doing the wrong thing. Sometimes it's easy to slip it by and hope that no one notices. We all know the answer to the question, "is it o.k. if your customer begins to buy her products from me?" But, we can always justify selling to her because she is our friend, our neighbor, or goes to church with us, on and on. But, the real issue is whether it is right or not. Our customers do not understand our philosophy of building our business on the golden rule. They've never seen another company do that. When we explain to that customer, that we would never take her from her consultant (who provides her service, has her on the preferred customer mailing, has paid for her to get free gifts) and that we would just die if in 6 months some new

consultant came along and took customers that we had worked to build, they will understand.

The responsibility to do the right thing rests with each of us. We don't take customers - EVER.

We don't take recruits - EVER.

Image- this one gets tougher and tougher as more resist dressing like professional women in the business world of men. But, it doesn't matter how tough it gets, Mary Kay asks us to wear a dress to EVERY meeting, EVERY guest event, EVERY skin care class or facial, EVERY interview. The only time it is o.k. to wear pants is to a workshop that has been announced as a casual dress event.

Attitude, Ethics, Image - Mary Kay Ash has always been a woman ahead of her time. Don't you suppose the reason why she was that may be her stand on attitude, ethics, and image?

Let's be appreciative consultants. Let's be respectful consultants. Let's honor her wishes. Let's not try to justify, just to get our own way – the thing that makes people successful in this business is team spirit. One day you will build a team - what kind of team do you want - do you want people like YOU? We usually do get back exactly what we give out - it's the law of sowing and reaping.

You are GREAT!!!

And in the process of BECOMING GREATER!!!!

