

How to advance to Sales Director

Working 9-1/2 Hours per week or less

Holding 2 “Full Circle” TimeWise Classes & 4 Interviews per week

DELEGATE

- Housework/laundry
- Routine office tasks (restocking, cleaning mirrors, filing, banking, bill paying, etc. This is necessary as a Consultant & Mandatory for a Director!)

PLAN

- Meals in advance & grocery shopping
- All personal appointments for Wednesdays (dentist, vet, doctor, nails, haircuts, etc.) - less to remember that way & greater control over your time
- Special time for you & your husband & friends & family
- Your life on paper, using a weekly plan sheet, a week at a time & discipline yourself to stick to the plan
- Tomorrow's tasks & phone calls tonight. (Write your 6 most important things to do list every night before bed & review it in the morning, delegate routine tasks, complete highest priorities first, cross things off as you go.)

HONOR

- God first, Family Second, Career Third

ENJOY

- The peace of mind you get from living a disciplined life & the self-satisfaction of advancing rapidly in you Mary Kay Career!
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6 Months or Less to Directorship
when you consistently use this plan!

Your Weekly Plan

Sunday 7-9 pm (2 hours)	<u>telephone work</u> follow up on interviews profile guest confirm guests to meeting coach hostesses call recorders pack car/mail correspondence
Monday 7-9 pm (2 hours)	<u>attend sales meeting</u> bring completed summary sheet bring 2 guests interview on the way home
Tuesday (2 hours)	<u>hold a Skin Care Class</u> & do the following at the class: book 2 new classes book 2 interviews have recruit prospect observe class; interview on the way home complete summary sheet
Wednesday (1/2 hour)	meet 3-5 people make 3-5 phone calls
Thursday (1/2 hour)	same as Wednesday
Friday (1/2 hour)	same as Wednesday
Saturday (2 hours)	same as Monday if you want results NOW!!

Total Hours: 9-1/2. Advancement to Sales Director in 6 months
of consistent, full circle activity. Could be worked around a full time job!