

How To Become a Sales Director in 6 Months

Become a Sales Director in 6 months or less! Simply follow the plan by working 9 ½ - 10 hours per week (or less), hold 2 full-circle Timewise Classes and 4 interviews per week.

Delegate

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

This is necessary for a Consultant and mandatory for a Director!!

Plan

- Meals in advance & grocery shopping
- All appointments for one day (dentist, vet, doctor, nails, haircuts, etc.) 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

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

- Tomorrow's tasks & phone calls the night before

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

Enjoy

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

6 months or less to Directorship guaranteed

when you consistently use this plan!!

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YOUR WEEKLY PLAN

Monday: Phone work – 2 ½ hours

- Follow up on interviews from last week
- Profile guests for skin care classes
- Confirm guests to Success Meeting & Saturday Class
- Coach this week's hostesses
- Call customers for reorders

- Pack car and mail correspondence for week
- Meet 3-5 new people
- Make 3-5 phone calls to new customers/recruits

Tuesday: Meeting – 2 1/2 hours

- Attend Unit Meeting
- Bring 2 guests
- Interview on the way home
- Complete Summary Sheet

Wednesday: Skin Care Class – 2 hours

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

Thursday: 1/2 hour

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

Friday: Same as Thursday – 1/2 hour

Saturday: Same as Wednesday (2 hours) Use our Saturday SCC @ the Training Center!!

Sunday: Plan day

- Plan your next week on paper and stick to it!
- Complete Summary Sheet for the week

TOTAL HOURS= 9 1/2 - 10

Advancement to Sales Director is ***guaranteed in 6 months***
of consistent activity. You could work this schedule around a full time job!