

THANK YOU SR DIR SARAH HJELLE

If you want to be a SALES DIRECTOR or D.I.Q. by December 31st of 2004 then you must MASTER everything listed below: by Senior Director Sarah Hjelle

1. Come to EVERY Mary Kay EVENT
2. Focus on becoming the BEST you can possibly be in all areas!
3. Practice giving recognition away at every given chance.
4. Send notes of appreciation to everyone!
5. **LISTEN to your mentors. LEARN their techniques. Add ONLY WHEN called upon.** As you move up and your advice or direction is needed - YOU WILL BE CALLED ON! Master your skills now and your calling will be sooner!
6. Always hand in your Weekly Accomplishment Sheets.
7. Pretend Mary Kay is on your shoulders at all times: would she approve of what you are saying to your sister Consultants, what you are wearing, and how you are acting. Ask yourself...would a CEO of a multi billion \$ company do what you are doing?
8. DECIDE that you will make your goals happen. NO MATTER WHAT!
9. CHOOSE to train yourself. Choose to be an independent business woman with the guidance of your mentors. Remember that your title will be INDEPENDENT SALES DIRECTOR not a DEPENDENT Sales Director.
10. **LISTEN TO TAPES EVERY DAY!** If I called you today would you be able to tell me that you listened to one or more??? **Have you READ EVERY PAGE of the Career Essential more than once? Have you turned in your vouchers?** Remember your team and Unit will do what you do!!! What kind of team are you going to bring up?
11. **MANAGE YOUR ATTITUDE, BODY LANGUAGE, & EXPRESSION!!!** Women of leadership roles cannot depend on others to constantly inspire and motivate them. You must master this task yourself. Watch your self talk - fill your brain with positives. Smile when you don't feel like it. By acting GREAT you will become it! **REMEMBER: What you say is not as in important as HOW YOU SAY IT!!** Learn to MASTER mirroring the personality that you are talking with. If they are quiet and reserved - then you must be also!
12. **CONCENTRATE ON OTHERS!** Forget about yourself, how you are feeling, and get into the feeling of the people in front of you and how you can possibly impact them! This company is about building others UP! Make them feel IMPORTANT and GREAT in your presence! Study what leaders in front of you are doing and how they are talking to others!

HERE IS THE PLAN! IT'S SOOOOO SIMPLE!

You are 16 Skin Care Classes away from DIQ! If you have no recruits right now. Multiply the number of new team members you need to enter DIQ X 4 classes to see how far away you are.

You are 24 Skin Care Classes away from a FREE CAR! (Same formula as above)

You are an additional 44 Skin Care Classes, after 16, away from becoming a UNIT! (Each of those classes will net you an average of \$100 profit!!! Talk about on-the-job training!!)

How many can you hold per week? per month? What's your schedule?

To submit your DIQ card by Dec 1 you must hold a minimum of 2- 3 classes per week from now until then. I would FOCUS on 18 faces a week instead of 12!

During each of those classes you MUST book two additional classes and INTERVIEW 2 women from each class. It would benefit you to have 6 women in attendance at every class.

To do this you MUST MASTER ALL OF THE FOLLOWING:

- Skin Care Class Opening
- Four Point Recruiting Plan
- Strong I-Story
- Skin Care Class Table Close
- Private Consultations
- Strong Recruiting Appt. Invitation
- A Great Booking Approach

So make a list of what you feel confident in. Make a list of things you need to learn and master. Chances are every amount of information you need is in your Career Essentials Book & Tapes, your Skin Care Class Video, your meetings, your tapes of the month, and ATTENDING OTHER CONSULTANTS CLASSES!!! Training yourself is TAKING RESPONSIBILITY for your own success!

By following this plan you would be:

- · Holding 2 classes per week @ 2.5 hours = 5 hours
- · Holding 4 Interviews per week @ 1.5 hours = 6 hours
- · Booking 2 NEW Classes

- · Attending a Unit Function @ 3 hours = 3 hours
- · Doing some paperwork @ 3 hours = 3 hours

Your total work week is approximately 17 hours. You may work less hours. Remember time is money!

Why would you want to be a DIRECTOR?

A Personal Team With \$5,000 Production x 13% = \$650

With three Recruiting Bonuses @ \$50 = \$150

TOTAL CHECK \$800

A Unit with \$5,000 Personal Team Production x 26% = \$1300

Unit Building Bonus with 3 qualified = \$300.00

Unit Production Bonus = \$500

TOTAL CHECK \$2100.00

PLUS A FREE CAR OF \$403.00 PER MONTH COMPLIMENTS OF MARY KAY!