

How to Become a Mary Kay 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 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 your Mary Kay Career!

6 Months or Less to Directorship guaranteed
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 reorders pack car/mail correspondence
Monday	1/2 hour	meet 3-5 people make 3-5 phone calls
Tuesday	7-9 pm (2 hours)	attend sales meeting complete summary bring 2 guests interview on the way home
Wednesday	1/2 hour	same as Monday
Thursday	7-9 pm (2 hours)	hold a Skin Care Class book 2 new classes book 2 interviews complete sales summary have recruit prospect observe class; interview on the way home
Friday	1/2 hour	same as Monday
Saturday	2 hours	same as Thursday

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