

## How to Become a FREE CAR Driver and Sales Director Working 9½ Hours Per Week:

*6 Months or Less to Directorship guaranteed when you consistently use this plan!*

### 1) WORK

Hold 2 "full-circle" TimeWise Classes & 4 Interviews per week

### 2) DELEGATE

Housework/laundry

Routine office tasks (restocking, cleaning mirrors, filing, banking, bill paying, etc. This is necessary as a consultant and mandatory as a Director!)

### 3) 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.)

### 4) HONOR

God first, Family Second, Career Third

### 5) ENJOY

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

## SUGGESTED WEEKLY PLAN

### Sunday

7:00-9:00pm Telephone work

Follow up on interviews, profile guest, confirm guests to meeting, coach hostesses, call recorders, pack car/mail, correspondence

### Monday (vice/verse with Tuesday)

5:30-9:30pm Attend your Success Meeting

Of course it's not from 5:30-9:30, but treat it like it is. Pick up your 2 guests and bring them for Facials or Advanced Glamour.

Take them home and talk about what they liked best, what interests them most about a Mary Kay Career (interview them!).

## **Tuesday**

7:00-9:00pm Skin Care Class

Book 2 new classes, book 2 interviews, have recruit prospect, observe class; interview

on the way home, complete summary sheet

## **Wednesday**

$\frac{1}{2}$  hour meet 3-5 people (or focus on getting referral at your classes)

Make 3-5 phone calls

## **Thursday**

$\frac{1}{2}$  hour meet 3-5 people (or focus on getting referral at your classes)

Make 3-5 phone calls

## **Friday**

$\frac{1}{2}$  hour meet 3-5 people (or focus on getting referral at your classes)

Make 3-5 phone calls

## **Saturday**

10:00-12:00am Skin Care Class

Book 2 new classes, book 2 interviews, have recruit prospect, observe class; interview on the

way home, complete summary sheet