

# 4 Month Plan from Zero to Directorship!

**WOULD YOU LIKE TO TRIPLE YOUR SALARY? LEAD OTHER WOMEN TO DISCOVER THEIR GOD GIVEN ABILITIES? THEN DIRECTORSHIP IS FOR YOU! HERE IS A GREAT 4 MONTH PLAN TO DIRECTORSHIP.**

## **Do a new Goal Poster for the next 4 months. Your goals should be as follows:**

- Hold 3 to 5 classes each week
- Hold 5 interviews a week for 5 new recruits each month
- Team production each month of a minimum of \$6,000
- Personal sales goal of \$2,400 retail (\$600 weeks)
- 13% commission checks of \$650 (not including \$50 bonuses) from \$5,000 team production

## **Month 1 Assignment: Results On-Target with 5 Active**

1. Make the decision to DO IT!
2. Make a list of 20-30 hostesses
3. Make a list of 15-20 recruiting prospects
4. Call the list ASAP and book 10 classes (or faces) to be held in the next 2 weeks. Do not stop until you have booked 10! (Plan to book 1 or 2 appointments from each class)
5. Call recruiting list and book 5 interviews, CD drop offs, or invite them to a Success Meeting for next week
6. When the list lacks names, get more from classes, referrals, and warm chatter
7. Call your Director with interview dates, sales totals, and to share; call or e-mail daily with the information
8. Deliver Hostess packets and coach classes like a Master
9. Get a least 25 recruiting packets ready
10. Order from MK: **100 agreements, Something More brochures and CDs/DVDs, Look Books to put in folders**

## **Month 2 Assignment: Results On-Target 2nd Month & Commit to DIQ with a Minimum of 8 Active**

1. Do 2-9 from Month 1 on side
2. Listen to CDs every day
3. Income should be the same or more

## **Month 3 Assignment: Results Earned Car and Finished 1st Month DIQ**

1. Do 2-9 from Month 1 on the side
2. Listen to CDs every day
3. Team and DIQ Production should be \$8,000

## **Month 4 Assignment: Results Finish Directorship with 24 Active Unit Members**

1. Do 2-9 from Month 1
2. Listen to CDs every day
3. Team and DIQ Production \$8,000-total needed for: 18,000—directorship, 20,000—car

**If you need an extra month, then take it, but FAST IS BEST! YOU CAN DO IT!**