

How To Become a Sales Director in 3 Months (90 Days)

You can become a Sales Director in 3 months or less! This plan shows the POWER OF FOCUS: Simply follow the plan by working 20-30 hours per week! The KEY is what you do with those hours! Recommended: Holding 3 full-circle TimeWise Classes and 1 to 2 interviews per class, plus 1 – 2 interviews outside of the classes. Using every hour is the key. You don't have to do this forever – but to get where you want to go in 3 months you do. If you are starting from “0” – It may take you doing this twice – once to gain momentum and a second time to achieve, surpass and even break records.

Delegate

- Meals and shopping/Housework/laundry
- Anything that takes you more than one hour of time and is not directly related to your family 1:1 time. Find a way to delegate it.
- Routine MK office tasks (restocking, cleaning mirrors, filing, banking, bill paying, etc.)

Learning to be a good at delegating is necessary for a Consultant and essential for a Director!

Plan

- Meals in advance & grocery shopping for needed items.
 - Hold all personal appointments for one day (dentist, vet, doctor, nails, haircuts, etc.) Delegate any of these you can to responsible help. By holding all in 1 day there is 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. You are becoming a role model – it essential you use easy to understand and easy to use time management tools.
- WORK IN ONE WEEK AT A TIME “PICTURES” & DISCIPLINE YOURSELF TO STICK TO THE PLAN!!**
- Tomorrow's tasks & phone calls the night before. Use your six most important things list EVERY night before you sleep.
 - Develop and use a “car office” – so you have literature, address/phone lists, etc. with you to use in “spare” moments – esp. if you work outside the home in another job.

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
- Wise financial judgement – pay off credit card debt, tithe, don't spend just because it's “deductible” for your business. Invest in your business and in yourself in things that will build the value of your business and free up your time to do IPAs.

Enjoy

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

**3 to 6 months or less to Directorship
when you consistently use this plan!!**

YOUR WEEKLY PLAN

Monday: Meeting – 2-3 hours

- Attend Unit Meeting
- Bring 2 guests – pick them up!
- Interview on the way home
- Complete Summary Sheet

Tuesday: Phone work – 2 -3 hours

- First phone call of EACH day is a recruiting call, new prospect call
- 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 potential customers/recruits

Wednesday: Skin Care Class – 2-3 hours

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

Thursday: 2-3 hours

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

Friday: Skin Care Class – 2-3 hours

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

Saturday: Skin Care Class – 2-3 hours

- Hold a Skin Care Class, during it ...
- Book 2 new classes
- Book 2 interviews
- Have recruit prospect observe class and interview on the way home Complete your Weekly Accomplishment Sheet Online

Sunday: Plan day

- Plan your next week on paper and stick with your plan!
- Complete Summary Sheet for the week

Weekly selling hours = 12-20 ~ Advancement to Sales Director can mean an increase of monthly income (over consultant income) of \$1000 to \$2000 / month.. You can work this schedule around a full time job! Directors earn incredible incomes in MK, have flexibility, freedom to advance, and a supportive, positive, leading-edge company to work with. You decide how quickly you want to accomplish this career step. It's certainly worth 3 to six months of intense focus to get there quickly.