

*Dear Awesome Noticeable Numbers Unit,
I love when a new month falls on the weekend! I can plan my month, start a new Focus Folder, get on the phone and fill my datebook with a "PSO" (Power Start Over), make calls and follow-up on prospects. What can you get accomplished during this weekend . . . get a jumpstart on M&Y and make it be your momentum month!*

With our brand new offspring director, Sherry McIntyre, I want some of you to consider "stepping up to the plate" with her! Directorship in Mary Kay Cosmetics is a great place to be if you want to be in management . The following simple plan is from Tracey Koch a Director in the Bett Vernon future area and I think its a great way to get the ball rolling. *If Directorship is not your goal, but you want to move up the Career Ladder this is a great plan also!* Tracey is a Senior Cadillac Director that has moved her business several times due to her husband's career and has been successful everywhere she goes.

This goes along GREAT with our time management training that we had at last week's Cincinnati Success meeting and is PERFECT for those of you with **kids and a full-time job**. There is even a suggested weekly plan at the bottom of this email!!

SO WHO ARE MY NEXT DIRECTOR'S GOING TO BE?? I would love to work with you to make your goals a reality! Reply with your goals so we can work to make it happen!!

How to Become a Sales Director Working 9½ Hours Per Week:

6 Months or Less to Directorship 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 (*Our once a month Power Conference Call too*)

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

Monday

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 either 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

½ hour meet 3-5 people

Make 3-5 phone calls (do an interview)

Thursday

½ hour meet 3-5 people

Make 3-5 phone calls (have as many people on the Team Building Conference Call as possible)

Friday

½ hour meet 3-5 people

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