



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 becoming a Director.

Do a new **Goal Poster** for the next 4 months.

Your goals should be as follows:

- **Hold 3-5 Classes each week**
- **Hold 5 Interviews a week for 5 new Recruits each month**
- **Team production each month should be a minimum of \$5,000**
- **Personal Sales Goal of \$2,400 Retail (\$600 retail weeks)**
- **13% Commission Checks of \$650 from \$5,000 team production** (not including \$50 new consultant bonuses)

Month 1 Assignment: Results = On-Target with 5 Active Consultants

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 10 booked! Plan to book 1-2 appointments from each class.
5. Call recruiting list and book 5 Interviews, make CD drop offs or invite them to a success meeting.
6. When the list lacks names, get more from your classes, referrals and warm chatters.
7. Call your Director to share your progress. Give her your interview dates and sales totals.
8. Deliver Hostess Packets and Coach Classes like a Master.
9. Get at least 25 recruiting packets ready.

Things to have on hand for recruiting packets:

CD - Choices by Linda Toupin, Company Marketing Facts and the Applause Magazine

Month 2 Assignment: Results = On-Target 2nd Month and Achieve Future Director with a minimum of 10 Active Consultants

1. Do 2-9. List to motivational tapes everyday. Income should be the same or more.

Month 3 Assignment: Results = Earn Car and Finish 1st month DIQ

1. Do 2-9. Team and DIQ production should be \$10,000.

Month 4 Assignment: Results = Finish Directorship with 24+ Unit Members

1. Do 2-9. Total production needed is \$20,000 for the last 3 months.

If you need an extra month, take it, but do it FAST! The quicker the better! YOU CAN DO IT!