

## **Suggested Plan for Meeting DIQ Requirements**

1. Get in high gear. This is not the time for slow and steady, nor is it time to take a vacation!
2. Schedule a kickoff potluck dinner for your team members to help build esprit de corps. Let them know what it takes to become a unit and what they can do to help make it happen. Show them the prizes you've selected for any promotions you plan to run during your qualification period, such as Queen of Recruiting and Queen of Sales. Find out what their goals are and how you can help them achieve their goals. Let them know what your goal is and what you want to be known for during your qualification period, such as having the most red jacket Consultants, the most Star Consultants, the most Grand Achievers. If you've already chosen it, announce your new unit name at this time.
3. Put up a goal poster, a big one, where you will see it every day. Say 5 – 10 positive affirmations per day, such as "Being an Independent Sales Director of a Fabulous 50s unit is so exciting" or "I love my growing unit."
4. Schedule a daily quiet time and listen to motivational tapes or read something motivational every day.
5. Check your organizational and time management skills. Delegate tasks that do not need to be done by you, such as housework, cooking, laundry and reorders. Get someone to help put packets together, deal with product, etc.
6. Stay away from negative people. They will drain your energy.
7. Shoot for a minimum of 3 + 3 + 3 per week: three skin care classes or collections previews, three personal interviews and \$300 retail in new sales, and take your team members with you to your selling appointments! No time for one-on-one education. Let them learn while you earn.
8. Don't rely on your team to recruit your unit for you. Be willing to recruit all 30 team members. You'll more than likely find these new team members at your selling appointments. Set a goal to earn a gold medal each month of your qualification period.
9. Always bring guests to the unit meeting.
10. Have inventory discussion materials, current product promotion information and Consultant order forms ready at all times. Discuss inventory options with new Consultants as soon as they've paid for their Starter Kit.
11. Be an abundant thinker. Shoot for 50 qualified team members.
12. If things aren't going well, call your Independent Sales Director and talk to her. Never complain to any of your team members.
13. Help your team members be recruit-minded from day one by:
  - Always carrying the Senior Consultant pin with you and promoting it often.
  - Explaining how to earn the use of a career car.
  - Promoting personal team commissions and the team-building bonuses as well as the red jacket and the Malibu.
  - Setting up interviews for new team members their first month in business.
14. Personally close and follow-up on all of your team members' prospects.
15. Make three-minute calls to team members at the beginning of each week. Ask them what their goals are this week and how many guests they plan to bring to the unit meeting.
16. Complete and submit my weekly plan sheet to my Director.