

# Are you an ALL OUT Director?

Here's an easy check list to see if you are really giving your business your best.

Success comes from doing the right things long enough!

Executive Sr. Director, Donna Meixsell

- \_\_\_ I get up each morning and start checking off each task (as completed) on my **TO DO LIST**.
- \_\_\_ I have Recruiting packets, Welcome packets, Orientation Packets/Training Packets, Hostess Packets on hand...LOTS OF THEM!!
- \_\_\_ I am always on the weekly Conference Calls with my NATIONAL!
- \_\_\_ I have New Consultant training scheduled on a regular basis.
- \_\_\_ I have positive affirmations and read/write them daily!
- \_\_\_ I call my TOP consultants 3 times a week MINIMUM!
- \_\_\_ I keep 10 appointments on my Books (if less than 100 unit members)
- \_\_\_ I track my weekly interviews and hold Group Marketing Events (GME's) every week (more than just my success meeting). (million = 4 GME's a week!!!)
- \_\_\_ I ABSOLUTELY NEVER LISTEN TO WHINING OR COMPLAINING DIRECTORS!
- \_\_\_ I ABSOLUTELY NEVER COMPLAIN ABOUT MY BUSINESS! I REALIZE THAT WHEN I SPEAK "LACK" I WILL RECEIVE MORE OF IT!!
- \_\_\_ I spend one hour a day making proactive calls!
- \_\_\_ I have my newsletter, calendar, and promotions out every month ON TIME!
- \_\_\_ I attend ALL company events and events sponsored by my National.
- \_\_\_ I really promote the company events and events that will empower my consultants! I don't just tell them about them! I really PROMOTE them!
- \_\_\_ I always have inspiration, training, a reason for guests to attend, and FULL MARKETING at my success meetings with a FULL CLOSE so that the guest can make a decision.
- \_\_\_ I give 100% of myself to my weekly success meeting!
- \_\_\_ I select friends with a POSITIVE attitude and do not hang around negative people!
- \_\_\_ I have quiet time every day and spend time with God.
- \_\_\_ I have an exercise plan and most days I stick to it. :)
- \_\_\_ I always accept A Team members no matter what!
- \_\_\_ I write my TO DO list for the next day before I end each work day.

- \_\_\_ I have several ways that I communicate with my unit (phone, cards, email, hotline, website, conference calls, prerecorded marketing, etc)
- \_\_\_ I hold 3-way and conference calls to assist my consultants with recruiting.
- \_\_\_ I hold Pacesetter and advanced training classes for my consultants....and attend ones in my area to assist my consultants in moving up.
- \_\_\_ I communicate with my national, senior or other mentors available and seek their guidance.
- \_\_\_ I communicate LOUD AND CLEAR our monthly goals to my unit.
- \_\_\_ I rest up to fill my cup so that I can give the energy to others that is expected from me.
- \_\_\_ If an area of my life is OUT OF CONTROL, I fix it!
- \_\_\_ I have help in my office.
- \_\_\_ I have help in my home.
- \_\_\_ I have help with my children.
- \_\_\_ I have help with grocery shopping, running errands, going to the Post Office.
- \_\_\_ I work all month, not the last week!!
- \_\_\_ I put a smile on my face when I don't feel like it and work when I don't feel like it.
- \_\_\_ My family knows my goals because I share them with them.
- \_\_\_ When I attend someone else's workshop, training event etc, I offer a helping hand.
- \_\_\_ When I visit my unit members in another city, I call their Adoptive Director to let her know I will be there and I open things up to her unit or offer her my assistance. I realize this is proper protocol!!
- \_\_\_ I pay my bills from Adoptive Directors on time and have a grip on my finances.
- \_\_\_ I take care of myself, have quiet time, take vitamins, and laugh!
- \_\_\_ People can see that I have a PASSION for my business!
- \_\_\_ I have my goals posted in several places!
- \_\_\_ I have my Mary Kay Brain Book organized and CURRENT!
- \_\_\_ I am a woman of my word! People can count on me!
- \_\_\_ I work my business like a FULL TIME job. I put the PRODUCTIVE hours into it to get the CAREER RESULTS that I desire.