

# DIRECTOR GOAL & PLAN SHEET

**COMMITMENT: The ability to carry out a resolution long after the mood in which you made that resolution has left you.**

Your name: \_\_\_\_\_ Your Phone Number: \_\_\_\_\_

How much time do you give to your Mary Kay career? Daily: \_\_\_\_\_ Weekly: \_\_\_\_\_

Do you use a "Six Most Important Things" list? \_\_\_\_\_

Do you use your Weekly Accomplishment Sheets for your *self-accountability*? \_\_\_\_\_

Do you hold weekly sales meetings regularly? \_\_\_\_\_ What day? \_\_\_\_\_

Do you co-direct with another Director? \_\_\_\_\_ Who? \_\_\_\_\_

Which part of Mary Kay do you enjoy the most? Making new appointments \_\_\_

Booking \_\_\_ Makeovers \_\_\_ Classes \_\_\_ Recruiting \_\_\_ Wkly. Mtgs \_\_\_

Newsletters \_\_\_ Phone Calls \_\_\_ E-Mailing \_\_\_ Traveling to your Unit \_\_\_

In what three areas would you most like to improve? \_\_\_\_\_

What do you feel is your biggest challenge in your MK career? \_\_\_\_\_

Can you overcome it? \_\_\_\_\_ If so, how? \_\_\_\_\_

How can I support you in this? \_\_\_\_\_

Are you willing to follow up and report to me on our Coaching Calls? \_\_\_\_\_

Is there something specific you want to do with your Mary Kay income? \_\_\_\_\_

How much will it cost? \_\_\_\_\_ When do you want it? \_\_\_\_\_

What is your current Career Path status? \_\_\_\_\_

What would you like it to be by next Seminar? \_\_\_\_\_

Is National Sales Director a goal for you? \_\_\_\_\_ When? \_\_\_\_\_

If you *knew you could not fail* what would your goals be? Be "realistic", but remember if Mary Kay had been "realistic" we wouldn't have this product or this opportunity today!

SHORT-RANGE GOAL(S) To accomplish in the next 3 mos \_\_\_\_\_

MID-RANGE GOAL(S) To accomplish in the next 6 mos. \_\_\_\_\_

LONG-RANGE GOAL(S) To accomplish by this time next year \_\_\_\_\_

**We are all involved in this dream company for some reason ... that reason is different for all of us. It doesn't matter what I want for you ... only what you are willing to work toward. I am here for you and believe in your abilities. Let me know how I can help! I truly believe that you can accomplish *any goal that you really want* when you accept the responsibility to set it, put a deadline on it, break it into bite-sized pieces, and GO ABOUT MAKING IT HAPPEN! Are you willing to "rearrange your life" for your goals? Comments:**

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