

# 4 Month Plan From Zero to Directorship!

**W**OULD 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 DIRECTORSHIP.

**Do a new Goal Poster for the next 4 months. Your goals should be as follows:**

- Hold 3 to 5 classes each week.
- Hold 6 interviews a week for 6 new recruits each month (need 24 active).
- Team production each month of a minimum of \$4,000 (need \$18,000 total).
- Personal sales goal of \$1,800.
- 13% commission checks of \$650 from \$5,000 unit production.
- Be a star consultant for the previous or current star quarter.

**Month 1 Assignment: Results On-Target with 5 Active**

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 booked 10! (Plan to book 1 or 2 appointments from each class).
5. Call recruiting list and book 5 interviews, CD drop offs, or invite them to a Success Meeting for next week.
6. When the list lacks names, get more from classes, referrals, and warm chatter.
7. Call your Director with interview dates, sales totals, and to share; call or e-mail daily with the information.
8. Deliver Hostess packets and coach classes like a Master.
9. Get a least 25 recruiting packets ready.
10. Order from MK: 100 agreements, *Something More* brochures and CDs/DVDs, Look Books to put in folders.

**Month 2 Assignment: Results On-Target 2<sup>nd</sup> Month & Commit to DIQ with a Minimum of 10 Active**

1. Do 2-9 from Month 1.
2. Listen to CDs every day.
3. Income should be the same if not more

**Month 3 Assignment: Results Earned Car and Finished 1<sup>st</sup> Month DIQ**

1. Do 2-9 from Month 1.
2. Listen to CDs every day.
3. Team and DIQ Production should be \$9,000.

**Month 4 Assignment: Results Finish Directorship with 24 Active Unit Members**

1. Do 2-9 from Month 1.
2. Listen to CDs every day.
3. Team and DIQ Production needs to be \$9,000 for the \$18,000 total.

If you need an extra month, then take it, but FAST IS BEST!  
**YOU CAN DO IT!**