

1. Know your “why”
2. Know your purpose
 - a. Why reason you will get up in the morning
 - b. Purpose: what you are meant to do in Mary Kay

DIQ face goals: should be 10-15 new faces per week every week.

Good parties= sales

Sales= orders

Order DIQ production

Production= profits

Dacia did a Power Start plus over and over until she became a NSD!

Take your new consultants to all of your appointments.

Let them learn while you earn

If she had parties that cancelled, she would go to her team members' appointments and help close sales and recruits—only for team members wanting “more.”

Guests to meetings always.

This all comes down to the numbers.

First goal of every month: Power Start done by the 15th of each month, then use the next 15 days of the month to help team and wrap up production.

How do you motivate your team???

1. Monkey see, monkey do---lead your team by example
2. Let them learn while you earn
3. Email your team all your appointments and let them pick which appointments they want to attend. And get them excited.
4. “Shout-outs” via texts, voxer, facebook
5. Pot luck with unit
6. Poster together with future unit name
7. Prizes already selected for unit members---who are reds, seniors, etc?
8. Paint a picture of what directorship will look like
9. Keep note cards- when you have some thought in mind, send a note.

What skills and strengths should I try to improve upon during DIQ?

Analyzing causes paralysis!

1. Doing the activity
2. Feel the fear and do it anyway
3. After 9 p.m., get on the computer and read up on product
4. Always stay after meeting listen to the way the director does and watches everything
5. Sharpen your skills (Flash cards---practice with your spouse and children.)
6. Be "real"
7. Don't worry about what people think of you

How to get organized

1. Always use weekly plan sheet
 - a. This manages your time between your job, family, kids, etc
2. \$.99 Notebook
 - a. 1 per month every month
 - b. In front of notebook write down all your goals:
 - i. Production
 - ii. Sales
 - iii. Faces
 - iv. Personal recruits
 - c. You will do what you see
 - d. Put it up in our bathroom and look at it every day
3. 6 Most Important things to do
 - a. Booking- name & number
 - b. Coaching name & number
 - c. Selling name & number As well as customer follow up and what products they need
 - d. Recruiting Name & number
 - e. Encouraging your team
 - f. Delegating tasks like housework, errands, etc
4. Be up front at parties: There are three things that are going to happen:
 - a. You become my customer
 - b. You become my hostess
 - c. You become my team member
5. Working it as a director:
 - a. Call 5 people= 2 bookings (keep calling until they're booked)
 - b. Get 5 new names everyday while you do life
 - c. Call 5 new consultants
 - d. Call 5 key team members

- e. Call 5 customers
 - f. **25 calls =4 hours
6. Always have business cards and samples on hand to give out
 7. Always look the part- have your face on and your hair done

People will sign because they like YOU and your CONFIDENCE

Overcome objections before they are spoken.

There are three categories of objections:

1. Time is one of your biggest concerns so being busier is easier
2. Shy/not the sales type- "I can relate _____, use feel, felt found method. Tell her why we don't want the sales type and why
3. They don't have \$100. Agree with them. How many of you spend \$100 at Tagret?

Survey for "I love your opinion"

On a scale from 1-10 where would you like to be?

1-4: you are great as a customer and don't need extra money right now.

No 5's!

6+: individually answer their questions

Glinda McGuire DIQ training

The most important person you lead is YOU.

3W's:

1. What to do
2. When to do it
3. Willing to do it

What are you willing to rearrange in your life for the next 3 months??

DIQ reports: Debuting Jan 2011

1. Elevate your skill
2. Elevate your confidence
3. Vision of where you're going that gives you hope and direction to others
4. Ability to build trust
5. Change audiences often
6. Must use summary sheet and weekly accomplishment sheets

The greatest leaders speak from their last 7 days of work.

Your greatest tool is to go to work—teach what you did

DIQ Questions:

How do you balance DIQ while working a full time job???

1. Simplify as much as possible
2. Become more disciplined with the time you have
Example—If you work 8-4 at the j.o.b., you can still work MK from 4-9 the same days
3. Book 3 time slots on Saturday and take Sundays off
4. Skin care classes, career surveys/ business plans should all be done the same day or you can tackle more tasks in one day
5. Your family will need to know what your schedule will be during this time.

How do you motivate your team?

1. Paint a picture of a career talk so they are more motivated when you are asking more
2. Mary Kay Ash taught us the "rule of no."
3. Out of every 10 team members,

- a. 1- superstar
- b. 3- Good
- c. 3- Average
- d. 3- will do nothing

What skills and strengths should I try to improve upon during DIQ?

- 1. You will master all skills through practice.
- 2. People want to follow someone that can give them hope and direction
- 3. Through parties
- 4. Career talks
- 5. No's
- 6. Yes's

Getting a lot of cancellations: What do I do?

Look at what kind of relationship you have established?

Let go of your pride and let her know what you need

Great hostess program:

\$25 for 3 guests

\$25 for 2 bookings

\$25 for \$400 in sales

\$25 for everyone who listens to the Mary Kay opportunity

Managing your emotions during DIQ:

One common thing all nationals have in common is their ability to understand, embrace and know how to manage pain. It is part of the process.

Sadness= cry

Anger and frustration= Feel, acknowledge, express in private then release it

Mary Kay had a cry class

You cannot lead people that you feel negatively

Event + interpretation = feeling

Thinking + Feeling + Doing

Advise on how to deal with husband and or family...get them on board

Don't talk about MK "too" much! Zip your lip & work

Show them the MONEY

Ask how their day is then they will ask you more about MK

Don't share every single emotion because they will not support you as much as you need them to; they don't understand it until you make it work.

ALWAYS communicate

Give him the checks to deposit (as long as you trust him)

If you don't want to re-live it, don't say "Mary Kay said..."

A family of consultants level of support impacts by our level of commitment