



# ***Steps to Directorship***



## ***Get Focused:***



- ◆ Outline your specific goal. Put dates on each step.
- ◆ Car by: \_\_\_\_\_
- ◆ Director by: \_\_\_\_\_
- ◆ # of Unit members: \_\_\_\_\_



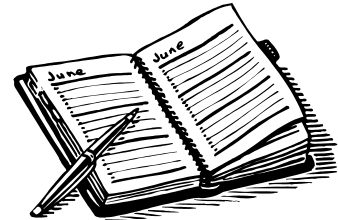
## ***Get Motivated:***



- ◆ Set a date for the family to go together to test drive the Vibe.
- ◆ Share your goal with the other members of your family and enlist their support. Decide what's in it for them. Make a family goal poster.
- ◆ Write your goal in the form of 5 positive affirmations as if it had already happened. Put these on your pillow and read them aloud every morning and night.
- ◆ Put 20 visual reminders of your goal all around your home.
- ◆ Listen to at least one motivational tape every morning when doing makeup.

## ***Get Organized:***

- ◆ Put together 60 recruiting packets w/Steps to Success.
- ◆ Purchase 12 MK pins for new recruits.
- ◆ Order Mk tapes to listen to.
- ◆ Put together your recruiting notebook so you love it!
- ◆ Put together a weekly plan sheet to include:
  - ◆ Family, career, church, personal & Mary Kay time.
  - ◆ Allow 2 hours uninterrupted phone time per day and 2 hours organizational time per week.
  - ◆ Plan a date night each week and a family night.
- ◆ Plan your weekly menus and shopping list a week in advance. Fill them in on your calendar.
- ◆ Line up your support systems: Baby-sitters, secretary (12-14 year old girl to work 2-4 hours a week helping with product, packets, etc. Pay her with product)
- ◆ Get a 2nd phone line for business use only and give your personal line to only personal family and friends.
- ◆ Make sure you have a separate bank account, credit card and decide who will handle the finances.



## ***Get Busy:***

- ◆ Get and keep 10 appointments on your books at all times.
- ◆ Schedule 3 guests for your Success Meeting and plan to every week.
- ◆ List 6 most important things daily and report to your director when she calls.
- ◆ Attend 3 directors marketing presentations and formulate your own and practice.

