

All That Glitters is

Gold.

The Suit
The Ring
The Income...



Why should I become a Director now?

Avenues of Income*	Unit of 35	Unit of 45	Unit of 80	Unit of 100
Personal Sales	\$600	\$600	\$600	\$600
Number of Unit Ordering (one third of unit size)	11	18	28	42
Monthly Unit Wholesale Production (Average order \$450 x 1/3 unit)	\$5,000	\$8,100	\$12,600	\$18,900
Director's Commission (Unit Production x 13%)	\$650	\$1,053	\$1,638	\$2,459
Unit Volume Bonus	\$500	\$800	\$1,200	\$1,800
Personal Recruiting	\$390	\$650	\$650	\$800
Company Career Car (Monthly cash compensation value)	\$375	\$500	\$900	\$900
Personal Recruiting Commission (\$100 for each qualified)	\$100	\$100	\$100	\$100
Unit Development Bonus (5 Qualified unit recruits)	\$500	\$500	\$500	\$500
Life Insurance Value (Company pays premiums)	\$25,000	\$50,000	\$100,000	\$100,000
Total estimated gross per month	\$3,115*	\$4,203*	\$5,588*	\$7,159*
Total estimated gross per year	\$37,380	\$50,436*	\$67,056*	\$85,908*

*These figures are examples based on utilizing all avenues of income available. Naturally, results achieved will vary from person to person based on individual effort.

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Director In Qualification Tracking Sheet

1. Senior Consultant

2.

3. Star Team Builder



5.

6. Team Leader

7.

8.

9. Future Director



10.

11. Submit for DVA

12.

13. Half Way There!

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Director In Qualification Tracking Sheet

13.

14. *On Target
for Car*

15.

16.

17.

18.

19.

20.

21.

22.

23.

24. *You are a
new director!*



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DIQ Goal Sheet



1. Directorship Debut Date: _____

Of active consultants as of the 1st _____

Of active consultants need to finish this month: _____

Of active personals _____

Total production for month: _____

\$ _____

Total production to go for \$18,000: _____

\$ _____

DIQ Production Goal: _____

\$ _____

2. Career Car

Grand Achiever Performance Acct: _____

\$ _____

On-Target: _____ Date to earn car: _____

Of Active Personals: _____

Total Production of \$1,000: _____

\$ _____

Total Amount Remaining: _____

\$ _____

Team Production Goal: _____

\$ _____

3. Retail Sales

Monthly Sales Goal: _____

\$ _____

Amount Sold Last Month: _____

\$ _____

Star Consultant Goal: _____

\$ _____

Prize: _____ # of Star Quarters: _____

4. Team Building

Medal: 5-Gold 4-Silver 3-Bronze _____

Monthly Sharing Goal: _____

Last Month's Medal: _____

Of Interviews needed: _____

Of Interviews last month: _____

Of Team Members last month: _____

5. Seminar 2013 Goals

Target by June 30th: _____

Court of Sales: \$36,000 Yes No

Court of Sharing: 24 Q.P.R. Yes No



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OTQ Tracking Sheet

Consultant Name	(Per)	Month 1	Month 2	Month 3	Month 4	Total	\$600+
1.							
2.							
3.							
4.							
5.							
6.							
7.							
8.							
9.							
10.							
11.							
12.							
13.							
14.							
15.							
16.							
17.							
18.							
19.							
20.							
21.							
22.							
23.							
24.							
My Wholesale Orders							
Personal Team Total							
Unit Wholesale Total							

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Suggested Plan for Meeting DVO Requirements

1. Get in high gear. This is not the time for slow and steady, nor is it time to take a vacation!
2. Schedule a kickoff potluck dinner for your team members to help build esprit de corps. Let them know what it takes to become a unit and what they can do to help make it happen. Show them the prizes you've selected for any promotions you plan to run during your qualification period, such as Queen of Sharing and Queen of Sales. Find out what their goals are and how you can help them achieve their goals. Let them know what your goal is and what you want to be known for during your qualification period, such as having the most red jacket Consultants, the most Star Consultants, the most Grand Achievers. If you've already chosen it, announce your new unit name at this time.
3. Put up a goal poster, a big one, where you will see it everyday. Say 5 – 10 positive affirmations per day, such as "Being an Independent Sales Director of a Fabulous 50s unit is so exciting" or "I love my growing unit."
4. Schedule a daily quiet time and listen to motivational tapes or read something motivational every day.
5. Check your organizational and time management skills. Delegate tasks that do not need to be done by you, such as housework, cooking, laundry and reorders. Get someone to help put packets together, deal with product, etc.
6. Stay away from negative people. They will drain your energy.
7. Shoot for a **minimum** of 3 + 3 + 3 per week: three skin care classes or collections previews, three personal team-building appointments and \$300 retail in **new** sales, and take your team members with you to your selling appointments! No time for one-on-one education. Let them learn while you earn.
8. Don't rely on your team to build your unit for you. Be willing to recruit all 30 team members. You'll more than likely find these new team members at your selling appointments. Set a goal to earn a gold medal each month of your qualification period.
9. Always bring guests to the unit meeting.
10. Have inventory discussion materials, current product promotion information and Consultant order forms ready at all times. Discuss inventory options with new Consultants as soon as they've paid for their Starter Kit.
11. Be an abundant thinker. Shoot for 50 qualified team members.
12. If things aren't going well, call your Independent Sales Director and talk to her. Never complain to any of your team members.
13. Encourage your team members be to success from day one by:
 - Always carrying the Senior Consultant pin with you and promoting it often.
 - Explaining how to earn the use of a career car.
 - Promoting personal team commissions and the team-building bonuses as well as the red jacket and the Grand Am.
 - Setting up team-building appointments for new team members their first month in business.
14. Personally close and follow-up on all of your team members' prospects.
15. Make three-minute calls to team members at the beginning of each week. Ask them what their goals are this week and how many guests they plan to bring to the unit meeting.