

Dawn's Summary of a Happy, Thriving MK Consultant, Director & Future NSD

What's YOUR ASSIGNMENT/ GOAL/FOCUS/WHY!!!!

KEEP IT SIMPLE -A confused mind does nothing.

Pandemic shook up everything: 4 S's Shaken! D's WINNING (or so it seems)

Self-Talk	Deception
Systems	Dysfunction
Schedule	Distractions
Skills	Discouragement

Solution: Pray-God 1st, etc. Back to Basics. Consistency & Persistency. Character is everything!
BE the first to CHANGE and the last to change --STAND STRONG. (takes discernment)

Nothing beats in-person! (Toe to toe. Belly Button to Belly Button) Isolation leads to Desolation!
Virtual - can add to, but not BEAT in person!

Get training from the SALES FORCE who has done it! (not MK outsiders or fancy onlookers/coaches)

Plenty in 20 - our secret weapon Secret in the follow-up.

Also feel recruiting is way down because we don't keep it simple. Would still use recruiting notebook with a follow-up CD or recording. Keep it simple!

CONSULTANT:

Perfect or Power Start Monthly. Consistent. Keep 10 on books. 8-10 faces EVERY week

Star each quarter (Would shoot for \$1000+ in personal weekly retail sales)

Work FULL CIRCLE at each appoint: Sell, Book follow-up, Share brief info. (REPEAT)

Shoot for National Court of Sales & Courts of Sharing (or Princess Courts if part-time)

3+3+3 3 classes/week, 3 sharing appts. Minimal, \$1000+ retail sales (not just \$300)

"Stars, Cars & Directars!" (superstars, reds/car achievers & promoted to Directors!)

DIRECTOR: (path to Cadillac/Million\$ UNIT and NSD)

Should make an A, B, C list (color coated: Key (Pink), B (true blue), and C (rest))

A= KEY (5) contacted MWF, focus of your time/energy, equipped & delegated to, stars!
They are your superstars! Top 3%

B - True Blue. Loyal. (20%) Order once a quarter on avg. Plug consistently with few customers. These are your potential team that "try-out" and "stay. Have jerseys

C - rest!. Can attend meetings, get newsletters, reach out occasionally (gut feeling).

20% of your Unit does 80% of the work and this 80% does only 20% of the work.
These people are in the bleachers eating hotdogs and cheering for team, but not seriously playing. Buy refreshments & game tickets, but no major action- now!)

Remember 1/3, 1/3, 1/3 (don't expect 80% to be extremely productive)
Out of 10 new unit members, 1/3 Good to GREAT, 1/3 OK, 1/3 QUIT!

NEW/KEY/ME Focus

NEW - share/follow-up with 10 people/week so you add 10+ unit members a month. (2-3 your personals). Keeps the well full and not running dry! Inactivity breeds negativity!

KEY - select 5 key unit members to run with. (YOU remain a runner!) MWF Connections

KEY - FAT people! (faithful, available, teachable). (Star sellers, star recruiters, and cars!)

ME - continue the Power Starts that hopefully got you to directorship!

Have clear, simple New Consultant Training w/ 2 weeks of rotation (ideally in person w/ you)

Class I - How to book a Power Start, Book Classes, and Recruit (share scripts for each).

Class II - Money, Time, and Emotional Management

Have them observe 3 classes with you or another top consultant

Hold Weekly, Energetic, "meaty" In-person meetings (Inspiration, Recognition, Training)

QUARTERLY LARGE vision-packed MK events such as Seminar, Leadership, Fall Retreat, and Career Conf.

NSDs to be:

MK is STILL The greatest opportunity out there -don't be distracted or tempted by other "get rich quick schemes". Be FAITHFUL exactly where God has called YOU.

Adjust to change, but don't change the stable roots of MK's success.

Character- more important than achievements!

Consistency & Persistency still secret to success! Be faithful to be fruitful. Not fretful!

Life is uncertain, but God is not. (Psalm 32:8 still applies - "I will instruct and teach you in the way you should go. I will counsel you with my eye upon you.") Do you KNOW HIM? Teachable? Listening?

Can your "Life Assignment" be achieved through this vehicle??? MK a vehicle-not a utopia. Know your why and be diligent with it. Create it. Live it. (If nothing changes, nothing changes-adapt!)

LOVE covers a multitude of Sins. Walk in God's love. Share God's love. Love endures all things, believes all things, hopes all things, endures all things - love never fails! Hold fast to what is good