

Living the Dream
Goals 2009

Name: _____ Director: _____

1. Who are your Mary Kay mentors?

Who stands out for you and why?

2. What part of your Mary Kay career do you enjoy the most? (Mark all that apply)

- | | | |
|---------------------------------------|---|----------------------------------|
| <input type="checkbox"/> appointments | <input type="checkbox"/> classes | <input type="checkbox"/> facials |
| <input type="checkbox"/> on the go | <input type="checkbox"/> recruiting | <input type="checkbox"/> booking |
| <input type="checkbox"/> interviewing | <input type="checkbox"/> customer service | |

3. What areas would you like to improve ASAP?!

- | | | |
|--|--|--|
| <input type="checkbox"/> booking | <input type="checkbox"/> closing a sale | <input type="checkbox"/> product knowledge |
| <input type="checkbox"/> attitude | <input type="checkbox"/> organization | <input type="checkbox"/> inviting guests |
| <input type="checkbox"/> interviews | <input type="checkbox"/> professional appearance | <input type="checkbox"/> time management |
| <input type="checkbox"/> team building | <input type="checkbox"/> customer service | <input type="checkbox"/> selling ideas |

other: _____

4. What do you plan to do to improve in these areas?

5. If you know you couldn't fail, what is your biggest Mary Kay dream? List a long term dream and a dream for this year.

What needs to change for you to accomplish this?

6. What Star Consultant level do you want to achieve this year?

- | | | |
|---|--|--|
| <input type="checkbox"/> sapphire - \$1,800 | <input type="checkbox"/> ruby - \$2,400 | <input type="checkbox"/> diamond - \$3,000 |
| <input type="checkbox"/> emerald - \$3,600 | <input type="checkbox"/> pearl - \$4,200 | |

7. How many new team members would you like to have the rest of the Seminar year (by June 30) to help our Unit reach our goals? Have you ever earned a team building medal? (bronze = 3; silver = 4; gold = 5).

8. Is there a Mary Kay career car in your future? Would you like to become a Director and wear the Director suit? What month would you like to enter qualification?

9. What would you be most proud of accomplishing by Seminar?

- be consistent in weekly accomplishments
- attain the Brothers Area Court of Recruiting (12 personal qualified)
- attain the Brothers Area Court of Sales (\$20,000 retail)
- Star Consultant for 4 quarters?
- top 5 in Unit sales
- top 5 in Unit team building

10. Put the following categories in order of importance for you to be motivated, inspired and get perked up!

Gifts: tangible, wrapped rewards and goodies. What are the other things you like or collect or something you don't like: _____

Written affirmation: via personal note, cards, e-mail, newsletter recognition.

Physical touch: hugs, someone 'being there'.

Time: set aside bulks of time; lunch, staying / personal work 1 on 1; travel experiences, phone calls.

Gifts of service: everyday things you need done; errands, busy work, paperwork, organization.

11. Our Unit is tracking various goals. What do you feel you can do to help us reach our Unit goals.

How would you like me to work with you towards helping you reach your goals? Would weekly calls, notes, meetings or other things help?
