

<u>SKILL DEVELOPMENT</u> <u>NEW DIRECTOR</u>	<i>By NSD Nancy Moser</i> <u>EXPERIENCED DIRECTOR</u> PREVIOUS SKILLS 1yr. +	<u>SR DIRECTOR & FUTURE ESD</u> 1-4 OFFSPRING PREVIOUS SKILLS
Committed to holding 2-3 personal appointments per week to continue to build unit & personally recruit 2 /mo.	Advanced training for unit Members to move up the Career path.	Continue to work with personal Unit while supporting your Directors.
Business professional Image, always. Positive attitude	Attends all Company and Area Functions, as part of the MK Leadership Team.	Coach them monthly for their Personal business.
Attends Area functions as a part Of the Director team, (With or without unit members or guests)	Responsible to herself and Others ~ work a solid 30-40hrs. As a consultant and director.	Continue to be an example of Holding appointments to build Your own unit.
Committed to attend everything To learn more. Lead-by-example.	Integrity in words And actions.	Higher level of leadership Training and skills to lead More people up the Career path.
Financial fitness And integrity. (Pays for events, prizes,bills- ASAP)	Communicate with Sr. Director To brainstorm and track.	Written & Verbal communication Consistently with unit and Directors.
Does a newsletter to Recognize her unit.	Accountable for promotions, Events, participation fees, etc.	Office organization systems In place.
Commitment to unit, area, & Co.	Handling emotions, Disappointments & having Patience with people	Continue to uphold Go-Give Spirit and the Golden Rule.
Begin getting organizational Systems in place	Advance systems – Letters to New Cons., i.e.: recruiter-Responsibility, husband Welcome, I 1-3 and formatted Letters monthly, team letters,etc.	Follow up, and follow through
Support Co. promos, Limit extra prizes & expenses	Provide training materials	Discipline and Commitment Secure.
Follow-up with Guests. Basic training skills for new consultants & moving consultants up the Career Path. Provides weekly success mtng. For her unit. Hire assistant/ delegation skills Continue the Dream	Follow-up, and follow through Learn Delegation skills – Hire an assistant. Learning how to sandwich Criticism between layers of Praise to everyone. Focus on Growth in all areas To carry on Mary Kay’s dream	Communication skills increasing In all areas. To Carry on Mary Kay’s dream.

<p><u>EXECUTIVE SR. DIRECTOR</u></p> <p>5+ OFFSPRING</p> <p>PREVIOUS SKILLS</p>	<p><u>ELITE EXECUTIVE DIRECTOR</u></p> <p>8+ OFFSPRING</p> <p>PREVIOUS SKILLS</p>	<p><u>NSD</u></p>
<p>Your mission & purpose in Place so others can follow</p>	<p>Build camaraderie and team Spirit amongst your directors For becoming an Area.</p>	<p>Focus on building directors To Sen.Director, Exec.Sr. Dir., FNSD, and NSD While continuing to build Area.</p>
<p>Pass on Co. information And ideas.</p>	<p>Provide classes to support them And their units to build more Team Mgrs. & Directors</p>	<p>Positioning your future directors, Directors, and future NSD's to Build the life & position.</p>
<p>Coach & work with your directors, while supporting FNSD, NSD and Co. functions</p>	<p>Continuing to be a part of your National Area, while providing Trainings & events to build Your own area.</p>	<p>To help more people have what you have built.</p>
<p>Working through adversity, higher level communication skills And integrity with confidentiality</p>	<p>Send a monthly or quarterly Future Area Newsletter & notes To position your directors & Consultants in your ' Area-In-the-Making.'</p>	<p>Building others up Attending Company functions as a role model and support</p>
<p>Advance your training skills to More people.</p>	<p>Position everyone to be Winners!</p>	<p>Sharing advanced leadership & communication skills with your area & your leaders.</p>
<p>Continue to work your Personal business consistently.</p>	<p>Follow – up and follow through</p>	
<p>Follow up and follow through</p>	<p>Inspire and train even more Women to have what you have Built.</p>	
<p>Speaker at debuts to build the Mary Kay dream Promote Co. functions Locally. To carry on Mary Kay's dream</p>	<p>To Carry on Mary Kay's dream</p>	<p>To Carry on Mary Kay's dream</p>
