GLORIA MAYFIELD BANKS’
STEPS TO A QUANTUM LEAP!

1. A top director tracks themselves, every day, week, month, 1/2 quarter, quarter, year! You should too! If you work for someone else, they will track it… You deserve the same level of excellence!

2. WARM CHATTER
   • You are in control of the people you work with
   • You will always have too many cards—give them away!
   • Builds your people skills
   • Teaches you to goal set and to hit the mark
   • You will know if you are strong or a whiny
   • You will quit when it gets hard or you’ll choose to work—if you quit MK, you will quit other things too

EASY OPENINGS:
• “Excuse me—would you be offended if I gave you my business card?”
• “Has anyone ever given you a business card with MK?”
• “You look so gorgeous—do you think you could make my MK look that great on your face? …”

You know, whatever you are wearing looks fabulous—but I’m sure it doesn’t come with a personal beauty consultant??”

NOW—YOU WILL NOT ALWAYS FEEL LIKE IT—but then you miss the one who says — “I am soooo excited you sell MK” (who is usually the 5th one)

EXAMPLES:
• In the elevator
• The women on the phone
• With her kids in the store—check out aisle 5

IT WILL JUST BECOME A PART OF YOU!

3. 2 NEW BOOKINGS EVERY DAY
   Classes or facials/
   14 a week = 7 a week!
   No matter how good you are—half will cancel. The reason your team members cannot come to watch you work is because you do not have anything on your books. We don’t “dove-tail” because we don’t have anything to tail!

JUST GET ON THE BOOKS!
• IF you just cannot get your day going…. Start setting an 8:00 appointment every day—until you get yourself in the pattern.
• You also have to feel “slamming” - it is not always about what she thinks about you—it is about how we feel we look! It is not about the money. If you are in a resale shop and you come out and someone does not tell you how awesome you look — go take it off!

Look at yourself and say— “You are so cute.”

4. Hold at least $600 weeks
   BOTTOM LINE—IT’S CASH!
   • Your booking—persuasive
   • Your ability to romance the product
   • Your ability to open
   • Your ability to close

5. IF IT IS NOT HAPPENING—GET HELP!! GET COMPETITIVE! (IN FUN!)
   SELL YOUR POSITION AND CREATE A POSITIVE, CREATIVE ENVIRONMENT FOR GREAT TEAM MEMBERS!! PLAN NOW & FIND A TEAM MEMBER WHO WANTS TO BE NUMBER 1! GO AFTER HER!

We are going to have fun—but we are going to work hard and make it to directorship! Because you want to grow, I encourage you to focus on $1000 weeks—who wants one?

It is not about pressure—it is about believing in yourself!

Let’s talk about who is bringing a new TM to the meeting—not just guests!!