## Self-Evaluation for Directors:

(Rate yourself on the following - 1 being the lowest, 10 being the highest)

	1	2	3	4	5	6	7	8	9	10
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Attitude										
Are the 5 people I spend the most time with a good										
Influence?										
Attitude towards Goal Setting (for me)										
Attitude towards business activities										
Attitude towards meeting attendance -NSD mtg,										
local support mtg, Senior's Director meetings &										
events, conferences, etc										
Positive in all areas of life										
Do I have a running buddy who keeps me in check?										
Systems in Place - may be delegated										
Newsletter										
On Target Star Cards										
Inactive cards, T cards and going out of Company										
letters										
Birthday Cards										
Anniversary Cards										
New Consultant Welcome letters										
Production forecast and goal tracking										
Communication										
Newsletter										
Cards & notes										
Unit Phone time - Top 10-20%										
Unit Phone time - new People										
The art of asking Questions										
The art of Painting the Picture										
Guest Followup										
Promptly (24 hrs) respond to calls & emails										
Unit Career Conversations										
Phone skills										
Personal Business										
Personal Booking time										
Personal Sales - I can count on myself for \$										
Personal Recruiting Goal										
Personal Interviews every week										
I am consistently a Star Consultant										
Meeting -										
I love my meeting										
I look together for my meeting - personal & stuff										
Meeting includes Education (products, booking, etc)										

My meeting includes Motivation (WHY??)					
My meeting includes Inspiration					
My working consultants get recognized					
My working consultains get recognized					
New Consultants					
Inventory discussion					
Bonding with New People					
New Consultant Training					
Follow up after first few appts.					
My Unit size is growing					
Time Management					
Planning time for personal booking					
Planning time for holding appts.					
Planning time for study/perfecting your skills					
Preparing for your classes					
Planning time for Mary Kay Career Functions					
Planning - what do we need this month, quarter, yr					
I use and follow my Weekly Plan sheet					
Money Management					
Using Mary Kay Money Wisely					
Adequate Inventory					
60/40 Money Plan					
Keep track of tax receipts					
I know what it costs to run my business every month					
Vision					
I can see it for Recruit Prospects					
I can see the big picture for Consultants					
I can see the bigger picture for Offspring					
I can see the bigger picture for Myself					
Personal					
I have the Outside Image of a Top Director					
I have the Inside Image of a top Director					
Strong Faith					
Bounce Back Ability					
Integrity					
Team Spirit					
Repor - Do your eyes light up when you see your					
mentors. Do you take direction from your mentors					
Solid Work Ethic - will you go thru the hard times					
for it?					
Good sense of Humor – laugh at yourself? Don't					
Major in the Minors					
Perseverance (BULLDOG Tenacity)					