

## MK Skill Chart by Nancy Moser, NSD

<b><u>New Consultants</u></b>	<b><u>Star Consultants</u></b>	<b><u>Star Team Builder</u></b>	<b><u>Team Leader/FD</u></b>	<b><u>Grand Achiever/DIQ</u></b>
<p>Booking for Perfect Start &amp; holding first class</p> <p>Product knowledge- using all products yourself</p> <p>Business Image</p> <p>Class Procedure</p> <p>Sharing the opportunity</p> <p>Importance of sales meetings &amp; weekly accomplishment sheet</p> <p>Coaching skills</p> <p>Communication weekly with Director to accept coaching advice</p> <p>Send notes to Director, clients &amp; recruiter</p>	<p>Money Management build to profit level</p> <p>Customer service</p> <p>Good telephone skills</p> <p>Loyalty to the Company sister consultants, Directors and NSD's</p> <hr/> <p><b><u>Senior Consultants</u></b></p> <p>Working with the interview process</p> <p>Closing the sale</p> <p>Booking from appointments</p> <p>Being a good example of attendance at functions</p> <p>Mastering the Weekly Plan Sheet</p> <p>Being on time</p> <p>Being an example to others</p> <p>Being our word</p> <p>Send Notes to all plus team members</p>	<p>Working with a team while continuing to work your personal business.</p> <p>Learning to delegate household responsibilities</p> <p>Learning to track team production</p> <p>Booking, Selling and Recruiting</p> <p>Mastering "Business Debuts" for their teams</p> <p>Developing a positive attitude, bounce-back ability, emotional growth when communicating with others, commitment to your business, unit and area</p> <p>Basic follow-up skills</p> <p>Confirms new recruit's hostesses</p> <p>Notes daily- team &amp; clients</p> <p>Financial integrity</p> <p>Consistent Star Consultant status</p> <p>Accountability with Director on a weekly basis if not more often</p> <p>Being on time with RSVP's &amp; paperwork</p>	<p>Working with a bigger team</p> <p>Projecting team production monthly with Director</p> <p>Dealing w/team members not working the business</p> <p>Working through adversity</p> <p>Booking, Selling and Recruiting</p> <p>Ordering consistently &amp; guiding team</p> <p>Places orders for new recruits</p> <hr/> <p><b><u>On-Target Grand Achiever</u></b></p> <p>Handling emotions, disappointments, &amp; the ups and downs of the business</p> <p>Working consistently- even when you don't feel like it.</p> <p>Commitment to Weekly success meetings &amp; other functions to support and build teams</p> <p>More Notes</p>	<p>Consistent in attending meetings to contribute, lead and support personal team &amp; unit</p> <p>Training skills of Knowledge of business, Booking, selling and recruiting on an advanced level</p> <p>Responsibility with own training materials, new recruit's pins, etc</p> <p>Assists with new recruit's 1st and 2nd orders</p> <p>Confirms hostesses</p> <p>Works very closely with Director to track, brainstorm and to follow through</p> <p>Team Spirit-Your Image, being positive inside and out, as you influence your team, unit, area and MK inc.</p> <p>Pride/Respect (greater circle of influence)</p> <p>Standard Of excellence to be your BEST!</p> <p>Listening skills</p> <p>A "to serve" rather than "to be served" attitude</p> <p>More notes- Thank you, thinking of you, caring notes.</p>