

WHAT IS MY ROLE?

CONSULTANT/SENIOR CONSULTANT

WEEKLY FACES, SELLING PRODUCT, NEW BOOKINGS/BOOKING FROM MY APPOINTMENTS, SURVEYS TO MY SALES DIRECTOR

2+2+2

STAR TEAM BUILDER

WEEKLY FACES, SELLING PRODUCT, NEW BOOKINGS/BOOKING FROM MY APPOINTMENTS, SURVEYS TO MY SALES DIRECTOR (POSSIBLY JOIN IN ON A FEW INTERVIEWS WITH MY SALES DIRECTOR)

2+2+2

TEAM LEADERS/ON TARGET CAR DRIVER

WEEKLY FACES, SELLING PRODUCT, NEW BOOKINGS/BOOKINGS FROM MY APPOINTMENTS, SURVEYS TO MY SALES DIRECTOR (JOIN IN ON 50% OF THE INTERVIEWS WITH MY SALES DIRECTOR)

2+2+2

PRIOR TO SUBMITTING DIQ

REQUIRED 3-DAY INTERVIEW BLITZ (MINIMUM OF 10 INTERVIEWS CONDUCTED BY YOUR SALES DIRECTOR WITH DIQ PARTICIPATION)

1ST MONTH DIQ

WEEKLY FACES, SELLING PRODUCT, ANY AND ALL BOOKING OPTIONS, DIQ CONDUCTS 3 INTERVIEWS WITH DIRECTOR, THEN CONDUCTS ALL FUTURE INTERVIEWS FOR THEMSELVES AND THEIR TEAM. DIQ JOINS IN ON APPROXIMATELY 50% OF NEXT STEP MEETINGS INCLUDING WELCOME PACKET AND INVENTORY CLOSURES.

2ND MONTH DIQ

WEEKLY FACES, SELLING PRODUCT, BOOKINGS GALORE, DIQ RESPONSIBLE FOR ALL INTERVIEWS PERSONAL AND TEAM. DIQ INVOLVED IN ALL NEXT STEP MEETINGS.

3RD MONTH DIQ

WEEKLY FACES, SELLING PRODUCT, BOOKINGS GALORE, DIQ CONDUCTS ALL INTERVIEWS FOR PERSONAL AND TEAM, DIQ INVOLVED IN ALL NEXT STEP MEETINGS AND WILL CONDUCT 3 AT THE END OF THIS MONTH WITH HER DIRECTOR.

4TH MONTH DIQ: IT'S ALL YOURS BABY!