

STEPS to...



Director



V Jac

Business Development

Field Experience:
91,360 Hours

Life does matter...
...So does death

-V Jac-

信任就是一种责任



你选择相 **信** 我 **责任**
我必定对你负 **责任**



To all New Promoted SDs



DEMOTION

- **Meaning**
- **Causes**
- **Demotion Policy**

What's Next



Where



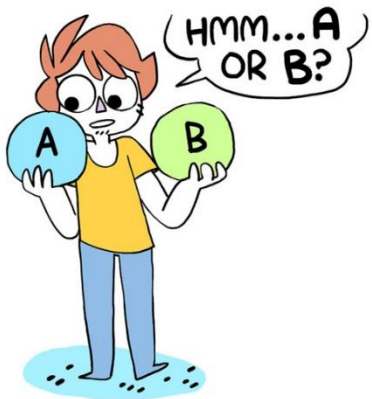
Why



Who

District Service Director

How



Which

What



Why

Why Network Marketing?

- No employees
- Low overhead & low start-up
- No special degrees
- Unlimited income
- Tax advantages
- Time freedom
- Ability to leverage



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WHAT LEGACY DO
YOU WANT TO LEAVE
BEHIND?



How

DSD Promotion Criteria

1. Minimum 1 year as SD.
2. Accumulate Group sales 3Million from SD promotion.
3. 6 months prior to promotion, the group must have accumulate at least 36 active agents.
4. Must have at least 2 direct spin-off SDs (Excluding Mother SD).
5. Mother SD group must achieve not less than RM50k confirmed sales per month for 3 consecutive months prior to promotion.
6. Mother SD group must have at least 2 active agents per month for 3 consecutive months prior to promotion.

What

What You Should Do (Responsibility)

1. Recruitment.
2. Goal Setting/Target 200K (Long/short term) = Income.
3. Action Plan/Tracking.
4. Training (Emcee/Trainer/Support/Buddies System).
5. Support (Weekend/site duty) and Assist as Advisor.
6. Be a Hen.



Life is too short for doing things you are not happy with

Happy . Healthy . Purposeful

Organised

Servants Heart

Celebrate Mistakes

LEADERSHIP PACKAGE

Followership Principle
No Blaming
No Complaining
No Justifying
(only results)

Leadership Principle
100% Commitment
100% Responsibility
100% Clarity

Do it well, or don't do it at all. Warrior's Spirit. Do what you can with what you have, where you are. Give best

Driven by LOVE (not fear)
LOVE LIFE, LOVE PEOPLE, LOVE ADVERTISING ;)

Which

Which site/product to focus

1. Company Analysis
2. Promotions Analysis
3. Incentive Analysis
4. Products/price Analysis
5. Site Analysis
6. Competitor Analysis



Who

Who Am I (Personal Brandings)



1. Appearance/Personal image
2. Product knowledge
3. Experience

4. Services

5. Willingness

6. Commitment to be

101%

Your smile is your logo,
your personality is your
business card,
how you leave others feeling
after an experience with you
becomes your trademark.

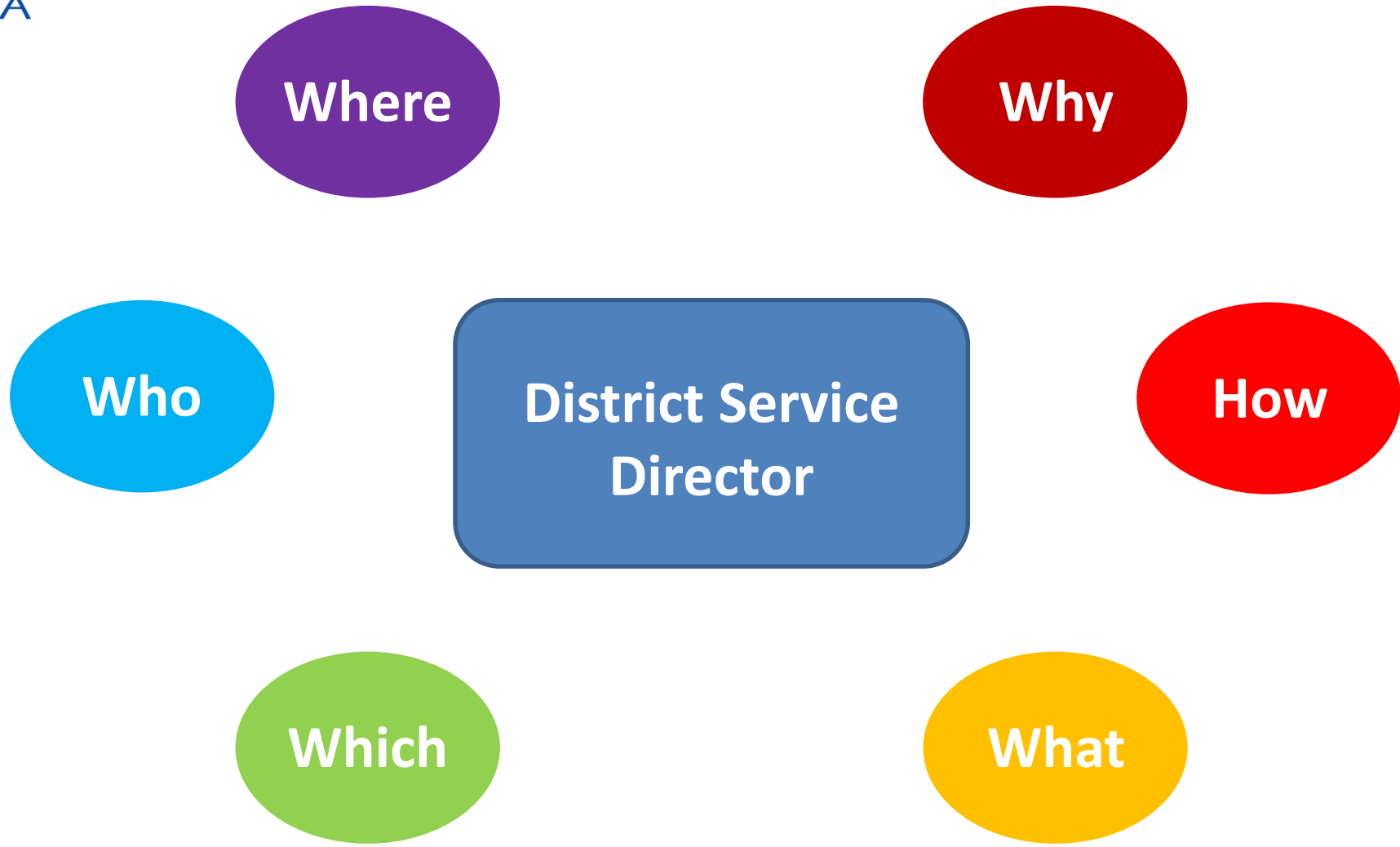
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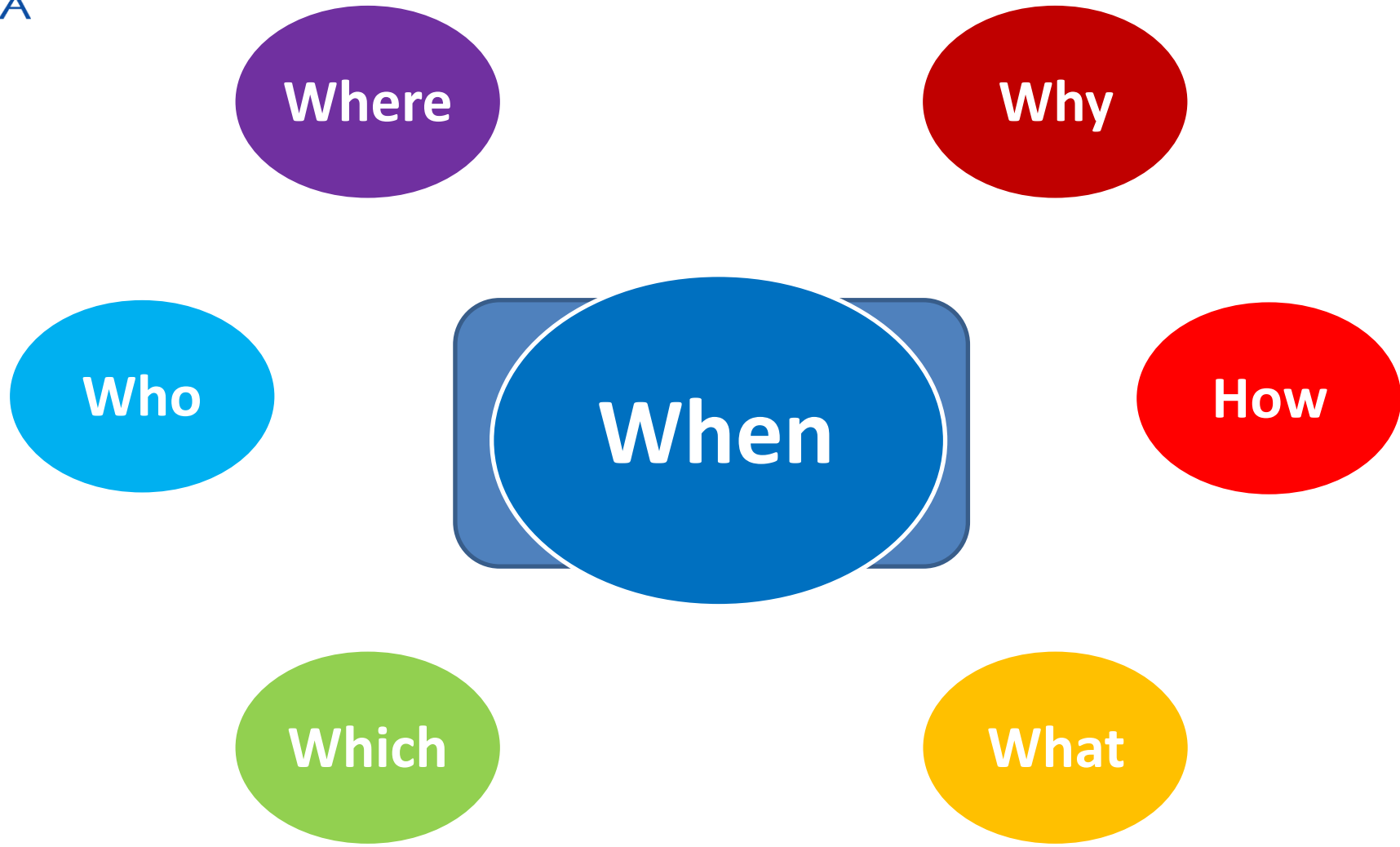
Where

Where are you (Positioning)

1. **T**hought
2. **F**eelings
3. **A**ctions
4. **R**esult









**YOU DON'T GET
WHAT YOU WISH FOR,
YOU GET WHAT YOU
WORK FOR.**

@_motivationalmentor



**Thank
You!!!**