

# INTRODUCTION

## *Welcome to the Gambian Area Leadership Development Program!*

We applaud you for investing in your learning and self-development. It is no secret that those who lead themselves well, lead others well!

*Our Leadership Team is committed to helping you:*

- ❖ **Grow your Business.**
- ❖ **Grow Yourself.**
- ❖ **Grow your Life.**

Building a Mary Kay business is about building relationships with people. In order to do that most effectively, it is important to have strong skills in these three areas: People Skills, Communication Skills and Leadership Skills. When you are focused on continued self-improvement, and apply the principles taught by those who excel in this area, it is highly likely that you will advance in your business and will certainly be a more confident, happier You.

Our comprehensive Leadership Development focus is designed to further educate you, engage you, challenge you, and inspire you in your business and your life. It is designed to strengthen your skills, to help you implement those skills in your daily life and business activity, and to guide you in getting stronger and more consistent results.

This Program has been created with YOUR growth in mind, and is a thorough and interactive teaching and training series that will help you to better Connect these three things:

- ❖ What you Want (your motivation)
- ❖ What you Know (your knowledge)
- ❖ What you Do (your activity)

.....in other words, in each session we will help you draw the parallels between your motivation, your knowledge and your activity. When we connect our 'heart' to our 'head' to our 'hands', we are much more likely to experience greater self-improvement and better results.

These classes will be different from many others that you have previously experienced in your MK business. As opposed to just being in 'receive mode' with the teachings, you will be an active participant in the learning process.....engaging in discussion and activities, as well as completing homework assignments each week.

Below you will find a complete listing of all Sessions. Since we are conducting this course Nationwide, the sessions will be held via conference call on the below specified dates, times and conference call numbers.

If you are a Brand New Consultant (you have been in the Company less than 6 months), you will begin in the People Skills Training.

If you are a Seasoned Consultant (you have been in the Company longer than 6 months but you are not yet a Red Jacket), you will begin at the Communication Skills Training. At some time we highly encourage you to weave in the People Skills Training.

If you are a Red Jacket, TL, FD or DIQ, you will participate in the Leadership Skills Training. When you become a Director, you may be asked to assist in the teaching of the classes, so we would love to see you plug in to the People Skills and Communication Skills sessions at some time so you are familiar with the teaching material of these.

Following your completion of the program, you will be honored with a Graduation Certificate and will be featured on our Area Website. We will also be introducing an Advanced GROW Course in the future, and you will have the opportunity to participate in that to continue your skill development.

On the following page, you'll find a Commitment Card - Please complete this card, or one similar to it via email, and turn in to your Director. This will let her know you are participating so she can align her coaching with all that you are learning in your sessions.

May you be blessed by your participation in this course and may you experience tremendous self and professional development. Here's to Growing Your Business, Growing Yourself and Growing your Life!

Blessings and Belief,  
Amie  
Your Future National Sales Director

- ❖ ***YOUR ATTENDANCE IS EXPECTED ON ALL CALLS***
- ❖ ***ALL CALLS WILL BE HELD EACH THURSDAY AT NOON CST***
- ❖ ***PLAYBACK WILL ONLY BE AVAILABLE TILL THE FOLLOWING SUNDAY***

**PEOPLE SKILLS CONFERENCE CALL:**

CALL NUMBER: 712 451 0900

PASSCODE 238768#

PLAYBACK NUMBER: 712 451 0990 (same passcode)

**COMMUNICATION SKILLS CONFERENCE CALL:**

CALL NUMBER: 712 451 6100

PASSCODE 884391#

PLAYBACK NUMBER: 712.451.6399 (same passcode)

**LEADERSHIP SKILLS CONFERENCE CALL:**

CALL NUMBER: 712 451 6000

PASSCODE 393842#

PLAYBACK NUMBER: 712.451.6300 (same passcode)