

Questions you might ask an Offspring Independent Sales Director:

1. Who are you working with?
2. Who is your next potential DIQ?
3. Who are your next offspring Independent Sales Directors?
4. Who is new?
5. What is your goal?
6. How many Star Consultants will you have?
7. What is holding you back?
8. Do you need help?
9. What are you reading?
10. Who do you align your life with?
11. How is your attitude? Are you feeling positive or negative?
12. What are you unwilling to do?

Questions to ask a leader:

1. Am I willing to change “audiences” often?
2. What am I promoting? Are my promotions motivating or de-motivating others? Are the actions I am promoting taking Independent Beauty Consultants closer to their goals?
3. Why aren't the Independent Beauty Consultants in my unit achieving their retail selling goals? What are they lacking that is keeping them from selling?
4. Am I equipping leaders with leadership tools to lead themselves well and then to lead others?
5. What am I telling myself that isn't true? (I can't, I'm not smart enough, I don't have time)
6. What I pretending NOT to know?
7. Are the choices I'm making today going to propel me into the future?