

2014 Seminar Checklist for Skyscraper Directors

1. Get Consultants Registered
2. Rooms reserved **WITH ADOLPHUS VIA the link on unitnet/under seminar NOT thru MKintouch** which increases your price and excludes you from banquet. **3 People per room MAX- Everyone NEEDS a room key for MK buses and a banquet ticket for our area night. Those are dispersed PER REGISTERED GUEST**
3. Make sure your travel plans get you into **Dallas PRIOR** to our directors meeting and leaving after day 3 concludes. (Our area schedule can be found on our website under Seminar)
4. Decide when and where you will have your personal time with your unit. Friday Night after 7pm is open for all- If you are not part of a future area, you may also have Thursday after the Red Reception. I have ordered pizza to my room or gone to a restaurant or rented meeting space with meal or a dessert depending on attendance for this time.
5. Plan what awards/ribbons you want for seminar attendees. I give year end prizes to those who attend seminar. Recognition is also given online and locally after seminar. You may choose to do prizes and recognition prior to seminar locally also. It depends on the geographic configuration of your personal unit. I generally recognize: Unit GO GIVE, top 1-10 or 1-5 Sales and top 1-10 or 1-3 in sharing depending on unit size.
6. REMINDER: As shared a few months ago, 1/2 courts is something directors will be recognizing year end. The national area recognition will be company courts.
 - Top 10 area consultants in sales and sharing
 - Top 5 area directors in personal sales and sharing
 - Top 5 units in unit sales and sharing
 - Top 3 Rookies
 - Top 3 Most Improved
7. If you have any DIQ's or consultants attending seminar that will be on the company's sharing and sales courts they are invited to our anniversary dinner at corporate Tuesday Night with their husbands.