

ARE YOU READY TO WIN YOUR CAR?

From NSD Lisa Madson

Before Lisa Madson was an NSD she was the #1 Mary Kay Director in the country!! These words are from Lisa herself... and this is how she became a \$2,000,000 Top Director!!

Take her Wisdom and Run with it!!!

Put this where you will see it every day!! On the refrigerator, on the bathroom mirror, in front of you in your office, and one in your date book where you can check them off until all 29 are completed!!! You will be in your car before you know it!

See it... Feel it... Visualize it... everyday as often as you think about it--!!!

****29 THINGS TO HELP YOU GET ON TARGET FOR YOUR CAR****

1. Test Drive the car, (yes go to the dealership and Do this!!-- smell it, feel it, drive it!!!)
2. Put pictures of the car all over your house. (even in the shower).
3. Have your picture taken with the car...make 50 copies and put them everywhere.
4. Visualize yourself daily in the car in your driveway!!!!
5. USE AFFIRMATIONS!!! (make your own tape--be excited!! It's a must).
6. Put your goal in writing. (break it down to monthly, weekly and daily goals).
7. Must use a weekly plan sheet.
8. Get a power partner (don't listen to people who complain, whine or in any other way bring you down...It's not good for you or for them.)
9. Attend all unit meetings faithfully.
10. Attend all MK functions and events... you must be around positive people who want to help you succeed.
11. Bring guests to everything--use your time wisely.
12. Listen to motivational tapes, (especially ones from MK).
13. Talk to people who ARE WHERE you want to be!!!
14. Share your goal with people, it makes you accountable.
15. Have faith. Believe in yourself, your dream and MK.
16. Be fully committed to your goal NO MATTER WHAT!!
17. Set a deadline, and work with a sense of urgency.
18. Use your "6 most important" list.
19. Enlist the help and support of those close to you.
20. Focus on HELPING TO SHARE the opportunity rather than on winning a car.
21. Build a strong sense of team unity.
22. Realize you have to make short term sacrifices, (It's a means to an end of a new beginning).
23. Learn to shut it off.. Be able to give your family and friends total attention when you are with them and leave MK work behind, then when you go back to working your MK you'll know that you have balance in both home and MK and you'll be able to work MK more satisfyingly.
24. Always work with a prospect list of at least 6-8 (not 1-2).
25. REALLY, REALLY want it...you must have a burning desire (kind of like when giving birth, you want it out very, very badly...that kind of desire).
26. Remember it's a numbers game...PLAY THE NUMBERS.
27. Do not pre-judge anyone. (Lisa has a NUN in her unit).
28. Hold 2-3 classes/week and have a great recruiting talk on that page in the flip chart.
29. HAVE A FANTASTIC ATTITUDE and SMILE---SMILE--- SMILE!!

****HOLD CLASSES, IT'S WHERE EVERYTHING STARTS!!! ****

****12-15 CLASSES ON BOOKS AT ALL TIMES!! ****

****DO NOT BE AFRAID OF FAILURE, IT IS A PART OF MOVING AHEAD!!!****