Kimberly Walker Roop --- in MK 2 short years and earning over $16,000 a month. LaRhonda Daigle, barely 30 years old, has 2 babies and has earned 8 top Director trips all around the world. Julia Mundy, just bought her dream home with over 40+ acres.....raising her 2 young children---her husband able to retire thanks to MK.........single mothers changing their families lives...women retiring making 20 - 50,000 a month (yes, a month!!) and on and on and on!

Remember there is a proven plan of success in Mary Kay---I call it the MK circle (working full circle). Why not take a minute to see how your circle is doing--

**First**, are you always growing your names and numbers (people to call/people to network)?

**Next**: are you calling them? How is your phone time--are you disciplined? Remember, when I started in Mary Kay I was working 60 - 80 hour work weeks. My children were 2, 5, and 10. My time was incredibly limited. I fit MK into the nooks and crannies of my life. I called here there and everywhere---anytime I had 5 minutes, I picked up the phone. Because of this discipline, my life has changed immensely!! Priorities in place, raising my own children, being my own boss, building an incredible future for my family, fantastic income, free cars, diamonds and trips, unbelievable personal growth, friends, fun and on and on. Is it worth it ---- a great big YES!!!

**Next**: are you coaching your appointments? Put that extra little effort into them to help them to be strong appointments (with more than one person present) and to have a higher HOLD ratio.

**Next**: are you doing enough appointments to get REALLY good at them? It takes time to learn and be the best Consultant you can be. Sometimes I believe that we are too impatient and don't take time to learn and grow ourselves in this business. Activity is your key!! Study time at night (bedtime). Attend training (more than once). Learn your closes. Apply them.

**Next**: are you booking from your appointments? There is a technique to this and it works! Have you learned it? Are you using it?? This makes your life easier.

**Next**: are you recruiting from your appointments? Be sure to have a great I Story (no matter how new or not new you are). Do a fantastic I Story during each facial and class. Follow up during the individual close----ask each person what they think about getting a starter kit . Book a practice career talk with each person that you meet (that you would like on your team)---no prejudging allowed!

**Next**: how is your customer service? Follow up takes some systems (use the PCP each quarter). Call your customers AT LEAST quarterly!

**Other items:**

- have lists-- hot lists of potential hostesses/facials/cards --- another hot list of potential recruits
- bring guests to everything (your success event, your brunches)
- fill out a weekly plan sheet (be YOUR OWN BOSS) --- make a work schedule (share it with family)
- have a goal poster
- listen to positive tapes each day

New in MK? be sure to get to meetings and trainings. you will learn all of the above over time and have sooo much fun doing it!

- check your attitude (life is 10% what happens to you and 90% attitude ) --- learn to compartmentalize things----i.e., personal problems going on and your business----separate them----do the work you know you are supposed to do anyways----don't intermingle them. I say that if you have a crisis and you STOP working, you now have 2 crises!

get organized (But only as organized as you NEED to be)--- we can spend too much time on this soooooo......just be sure that your systems are in place and you can function the way you need to.

I think Mary Kay is such a simple business. I am convinced we let ourselves (fear, procrastination, lack of discipline) and bunches of other inconsequential things get in our way (and we allow this soooo easily).

You have set your goal (right?). You know what you want (right?) Now it is time to fix whatever is broken and make it happen!!!! I feel this above circle applies to all levels in our business (no matter where you are)---there are no short cuts---there are no secrets. I'm so glad of this because it makes us strong and capable leaders. I am sooo excited to be building our National Area. We are going to have so many people become MK Sales Directors this year, I think we'll break a record!! Your future is amazing---you are in the right company without a doubt! Mary Kay is the place where dreams really do come true! Go for it and start RIGHT NOW!!!

Much love to you
Gina