

# Success Habits

I was just thinking this weekend and contemplating the question, "What is it about successful people in Mary Kay? What separates them from the rest?" In preparing to share at Charlene Grubb's January Jumpstart (a fabulous event...here comes another Million \$ Director) I had decided to share from my New Year's Eve 1986 and Jan. 87 journal entries...the month I went on target to begin my qualifications to become a director. I was enlightened! So much was "wrong" about my life...many poor decisions, many suffered consequences from other poor decisions, single, lonely in some ways, very much in debt, BUT ONE THING RIGHT! I HAD DECIDED TO DO THE WORK, WHATEVER IT TOOK IN THE 6 MONTHS (JAN-JUNE) TO BECOME A DIRECTOR AND DEBUT ON STAGE AT SEMINAR! (I was teaching and had huge time commitments with my job--70-80- hours a week, as my journal reinforced, but I WAS COMMITTED TO DIRECTORSHIP).

As I have taken steps forward each year to grow my business, some habits stand out as successful ones, so thought I'd share from the top of my head this morning! I hope you will adapt what you need to to take your quantum leap this month and the 5 following before Seminar 2000 so that your I -story will be influencing future Mary Kay leaders as you carry her torch and her legacy into the 21st century!

1. Have CLARITY in your goal and your time frame. You can't hit a vacillating target! WHAT SPECIFICALLY ARE YOU AFTER? This month? This quarter? Before Seminar?
2. Create the VISUALS that support your thoughts and your dreams. Scripture, encouraging phrases, pictures of the "prize". A goal poster, a dream book, a focus folder! Go to the dealership, get a photo of the new suit, blouse you'll be wearing. Make it clear in your mind.
3. Cite new AFFIRMATIONS. First person, present tense, activity and results oriented. ex." I easily make 5 booking attempts daily"; " I select 3 women from each class to hear about our opportunity"; "I make a recruiting attempt daily"; "I am a master recruiter"; " I am a CADILLAC, Sr. director walking out on Seminar Stage to receive my MILLENNIUM CADILLAC keys."
4. Work from a WEEKLY PLAN SHEET and a 6 most Important Daily list. If your MK time is only leftover or "when you have time", you will be a "frustrated hobby consultant" or "hobby" director (which is fine if that is your goal). If you want to grow, you must plan

the time that you will not compromise working your business. The 6 most list is created before bed and prioritized, taking items UN-done from the day and adding them to tomorrow.

5. TRACK your activity on a sheet... (Everybody has some sort of monthly Tracking Sheet...for consultants, I like the "Cruise With Me 2000" ( a re make of the charms voucher from the co. last year), IPA's (please use the sheets your director suggests) and for Directors, I like the BEAT YOUR BEST sheet (again, please use what your Senior or National is recommending). Activity always produces results; more activity produces more results. In our minds, we all work as the Queen does, but in our actual efforts, we often times come up short. Tracking the activity forces you to take an honest look at where the rubber meets the road so that you can make necessary adjustments to move forward.

6. Remain ACCOUNTABLE with a mentor, your director, your Senior Director, or your National. Respond to voice Tel messages, e-mail trainings or live calls and attempts to work with you! Just like you enjoy working with "certain" of your consultants who are more positive, cooperative, communicative, team playing, goal oriented, integrative, so it is all the way up! Your challenges can be overcome quickly if you are in this communication habit.

7. Remain POSITIVE. If you have had a re-lapse into the world of negativity and complaining, remove yourself from those "associates" and begin a new! If you owe someone(s) an apology for shedding negativity, take action now. Eph. 4:29 "Do not let any unwholesome talk come out of your mouths, but only what is helpful for building others up ACCORDING TO THEIR NEEDS, that it may benefit those who listen."

8. FEED YOUR MIND with wonderful trainings and tapes. I selected about 6 women whose voices and energy, wisdom and success inspired me. I wore those tapes out. Even though I knew every word and idea on the tapes, I listened over and over as I drove to my appointments and on errands because the sound of their voices charged me up, and excited me to become more exciting, more committed, more passionate.

9. DELEGATE tasks and activities that take you away from your goal. Often times we think we "can't", yet when we do, we wonder why we didn't do it earlier! What can you "pass off" to children, spouse, a part time paid helper? You must be in a constant state of asking yourself, "Is this something that someone else could be doing?" "Is what I am about to do taking me closer to my goal?". Re direct your behavior to get the right answer.

10. BE MORE. When you can't do more, BE more. There is a limit to your energy and resources, but there is no limit to God's. Begin your day with prayer, study in God's Word, and quiet time. Proceed with a brisk 20-30 minute walk (or exercise of your preference), and then advance to your POWER HOUR...the first hour of your working Mary Kay day (could be 6pm) where you do FIRST THINGS FIRST, Income Producing Activities--those things that will build your business with people...booking/coaching/selling; interviewing, picking up a tape, dropping off a tape, confirming a guest...Income producing.

Your leadership will ultimately reflect its strength by the woman you become not the activity you do, so choose today to first develop the discipline of DOING the activities, showing obedience to the direction that God has already revealed to you so that you can grow and become the person people will want to follow, will trust to follow. Blessings for a strong, powerful, confident and abundant week!

With love and great expectations,

*Pam Shaw*