

Inspiration

For anytime you need it!



**“A change in attitude can
change your life.”**

-Mary Kay Ash



Sometimes Reaching a Dream Takes Courage

Courage is admitting that you're afraid and facing that fear directly. It is being strong enough to ask for help and humble enough to accept it. Courage is standing up for what you believe in without worrying about the opinions of others. It's following your own heart, living your own life, and settling for nothing less than the best for yourself.

Courage is daring to take the first step, a big leap, or a different path. It's attempting to do something that no one has done before and all others thought impossible. Courage is keeping heart in the face of disappointment and looking at defeat not as an end but as a new beginning. It's believing that things will ultimately get better even as they get worse.

Courage is being responsible for your own actions and admitting your own mistakes without placing the blame on others. It's relying not on others for your success, but your own skills and efforts.

Courage is refusing to quit even when you're intimidated by impossibility. It's choosing a goal, sticking with it, and finding solutions to the problems.

Courage is thinking big, aiming high, and shooting far. It's taking a dream and doing anything, risking everything, and stopping at nothing to make it a reality.

Maybe She Needs Me

It had been a long day!
I was finishing a task
And as I hurried past her,
A little voice said, "Ask!"
"Oh, not today," I told myself
I'm tired and it shows.
Besides, I might look foolish,
And she'd likely say "No!"
While drifting off to sleep that night,
I saw her face again.
I wondered what her life was like,
Her needs, her dreams, her pain.
What if she'd been wishing for
A friendly work and smile?
A chance to know somebody
Who would go the extra mile?
What if she'd been waiting for
A break, an open door?
Was this the opportunity
That she'd been praying for?
I saw the cars she might not drive
The rings she might not wear,
Because I would not risk myself,
To stop, to ask, to care.
So what if I what I offer her
Is not her cup of tea?
That's a choice for her to make,
How selfish can I be?
When all my dreams are realized,
I don't want to regret,
The live I would not touch and change
The "No's" I didn't get.
Oh let live a true go-give,
And let my mission be,
Not to think do I need her,
But maybe she needs me!

Don't Let Phase Two Keep You From Winning!

Did you know that most Consultants go through a four-phase swing many times during their Mary Kay careers? Not all of the phases are positive ones and it's important for you to know how to work through them to keep yourself and your Mary Kay business thriving!



1 The first phase is excitement

You've caught the vision of where you can go and what you can do for yourself and your family through our Mary Kay opportunities! You don't know or understand just how it will all come about, but you just know that it will. Nothing can stand in the way of your pursuit of the Mary Kay dream—you're ready to take on anything!



2 Then phase two hits — Frustration

Things are not going as fast as you'd like them to. Can you relate to this? Of course, you can. We've all been there. We get impatient with ourselves and our customers. We tell ourselves that nobody wants to book a beauty show or buy Mary Kay cosmetics.



3 Then comes phase three — The crisis point

Do you throw in the towel and shoot holes in your beauty case, or do you get your head straight and work it through? Do you tell yourself that unit meetings are the last place you're going since you have not done anything to crow about? Or do you tell yourself that unit meetings are where you need to be to get your act together? The right question to ask yourself is the last one—as hard as it may be to push yourself to a unit meeting, it's the best thing for you and your Mary Kay career right now. You'll actually be glad you went.



4 The last phase is Recommitment

You've made it! You've recovered from the situation and you're stronger for it. You've recaptured your dream, you're excited again, and ready for the next obstacle. One thing is certain—each time you slip into the frustration phase, your trip back to phase one (excitement) gets quicker and quicker, because you know the way.

Is it worth it?

Is your Mary Kay career worth the hassle of putting up with postponed shows? Making yourself go to unit meetings and finding something to crow about? Could you find this kind of never-ending excitement, supreme challenge, and positive attitude in any other job? I wouldn't be the person I am today without the great opportunity Mary Kay gave me. I have a healthy self-image and so many chances to share this positive way of life with other people. Is Mary Kay worth it? You bet it is!!! We must never sell ourselves short. Give yourself time to grow, and above all, never lose sight of your goals. When you lose sight, then you have time to see the obstacles that lie before you. Remember, Mary Kay sells dreams as well as cosmetics. Resolve now to work through every phase two and never forget where you could be in six months, a year, three years, or five years from now if you just persist! Sure, it can be difficult at times, but if you always look ahead and imagine a positive aide to everything, you're sure to go far with Mary Kay. And pretty soon the positive things that you were imagining are coming true!

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How to Work Your Business with Small Children

By Pam C. Brown

My children are 6 and 7, and they certainly keep me busy. I have worked Mary Kay in all aspects of my life: in college, single, married without children, pregnant, with children, and while teaching school. If you truly have the burning desire to change your current situation in life then you can and will make it happen! I really didn't have a choice...once I realized that I couldn't keep living day in and day out teaching school and living for the weekend or even just for 3:30 in the afternoon...everyday! I REALLY STARTED TO BECOME LIKE THE OTHER NEGATIVE NELLIES that I hung around and it was flowing over into my personal life. I was then ready and more committed than ever to make a change for the better! What a blessing Mary Kay was at that time and continues to be within my life and the lives of those most important to me!!

How I managed my time and maintained balance while the children were small:

I always held classes and facial within my home! I romanced to all of my clients the benefit about not having to clean their home and just escaping away from it all and coming to my home for their Pampering Session or their Skin Care Class. I had the children with me and occasionally I would have my neighbor (13years old) come over and entertain the children while I had my class. I never paid my sitters either. They always worked for MK products! Till this day, I still operate that way!

It is wonderful! I would also plan only 3 days a week where I scheduled classes, facials, and interviews. I always tried planning them around the kid's naps. I worked a lot during the day and really only spent 1 to 2 nights TOPS out a week—for meetings and then either a training, workshop night or a guest event, etc. Most weeks I really was out 1 night a week!

I absolutely LOVE this business with a passion and I always over book, over schedule, and invite several hostesses at one time so that I am working smart and not hard. Taking up less of my time to achieve the same results as if I would have scheduled 3 classes at different times and on different nights.

I would have 5-8 people with a new consultant or a potential consultant that I would be training as my helper. It was always done at my home and under 1/2 the time. That Simple!

The children grow up so fast and initially my kids did not want mommy to work. They would have a fit when my time was taken away from them for all of 1 hour at a time. So, when the children were 4 and 5, I had a little Tupperware box that they cut out pictures of Mickey Mouse and taped them on. They wanted to go to Disney world. So that was my thing—I had to come up with a plan so that they wouldn't be crying hysterically while I was in the other room having my class. I decided to give them each \$1 to put in the box toward Disney World for every class or facial that mommy held...BOY did that turn things around! They were constantly asking me, "Mom, do you have people who need makeup coming over tonight?" And you better believe, if I didn't have at least 2-3 appointments a week, they made me feel so guilty. It was like I was taking away from them! It really worked and I worked so hard that year and did Queens Court of Sales and took my family on a Disney Cruise for 1 week...Thanks to Mary Kay!

Guess what? We are going on a Disney Cruise again in October and we have started it all up again...It is so much fun!

They are my reason for working this AWESOME BUSINESS! How blessed we all are to have an opportunity such as Mary Kay in our lives! Opportunity is often missed because it is disguised as hard work. You MUST have a vision.

Trust in the Lord with all your heart
and lean not on your own
understanding, in all ways acknowledge
Him and He shall direct your paths.
Proverbs 3:5-6